

Michael C. Conway
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Experience

Summer 2010 Friends of the Dunes

Arcata, CA

Outreach Associate

- Worked face-to-face educating community members regarding ocean issues and restoration projects.
- Disseminated information and knowledge regarding the Snowy Plover and its habitat.
- Promoted education programs offered by the Friends of the Dunes.
- Conducted roving interpretation on the beaches during the summer months, building awareness among the community and visitors of Humboldt County.

2009-2010 Santa Barbara Center for the Performing Arts

Santa Barbara, CA

Development Associate

- Promoted, solicited, acknowledged and reported on donor membership programs.
- Recognized, cultivated, stewarded and maintained relationships with donors, board members, and committee members.
- Applied advance knowledge of fundraising concepts; provided extensive experience with database and other donor software, specifically Wealth Engine and Tessitura, to acquire donations and support.
- Developed and maintain sponsorship program, gift entry and development record keeping policies for the Tessitura database.

2008-2009 Jodi House: Brain Injury Support Center

Santa Barbara, CA

Development Officer

- Developed and directed a fund development program that includes the annual fund plan, foundation and corporate gifts, grants, special events and planned giving, and donor management.
- Oversaw and implemented strategies that grew annual revenue, wrote proposals and secured funding from corporate and foundation donors.
- Researched and identified, prioritized, cultivated, solicited, stewarded all donors and prospects.

- Worked to secure progressive and/or socially responsible business sponsors for projects and fundraising events.

2006-2008 Montectio Bank & Trust

Santa Barbara, CA

Associate Trust Officer

- Served as primary relationship contact for high net worth clients for agency and IRA accounts.
- Assisted with developing and maintaining investment goals for high net worth clients.
- Provided investment research. Prepared minutes for Trust Investment Committee and organized and maintained account reviews.
- Planned Wealth Management Division events. Promoted, marketed, and organized the 10th Year Anniversary celebration for Wealth Management Division.

2006-2007 Santa Barbara Surfrider Chapter

Santa Barbara, CA

Development Coordinator, Executive Committee Board Member

- Provided the leadership, strategic direction, management and coordination for Surfrider fundraising efforts.
- Created fundraising strategies that increase the organization's support from individuals, corporations, foundations, and other sources.
- Worked in close collaboration with the Chair & Events Coordinator to achieve the fundraising goals of the organization.
- Identified, cultivated, and solicited major donors.

2007 Sara Miller-McCune of SAGE Publications

Santa Barbara, CA

Goodwill Ambassador, Africa

- Promoted goodwill among villages that are participants in Millenium Village Program hosted by Earth Institute at Columbia University.
- Prepared reports for consultation and visits made on behalf of Ms. McCune.
- Commissioned new school buildings.
- Visited homes of residents; furthered developed relationships with chiefs and base community organization.

2005-2006 Humboldt State University

Arcata, CA

Supervisor, Humboldt Loyalty Annual Campaign

- Organized/Managed/Developed fundraising campaign for Humboldt State University. Responsibilities included public relations with local businesses, promotion, and effective communication through various mediums.
- Hired, trained, and supervised all student callers to raise money utilized for scholarships, promotion, and all interests of the University.
- Recorded donor pledges and maintained current constituent's records in Raiser's Edge database while preserving confidentiality and accuracy.
- Responded efficiently to donor's concerns regarding the present state and need of the University, including distribution of funds.

Education

2010-2012 Humboldt State University Arcata, CA

- **Masters in Social Science, Environment and Community Program**
Thesis: Analyzing Interventions for Increasing Bicycle Commuting

2002-2004 Humboldt State University Arcata, CA

- **B.A., Communication. May 15th, 2004**

2008 Non-Profit Support Center Santa Barbara, CA

- **Certified Development Officer**

2008-2009 Humboldt State University Arcata, CA

- **Nominated for Distinguished Alumni Award**
- 2010 Humboldt State University Arcata, CA
- **Grant Proposal Writing Class**
- 2011 Humboldt State University Arcata, CA
- **Conflict Resolution Class with Dr. Elizabeth Watson, Director of the Institute for Study of Alternative Dispute Resolution and the Center for Resolution of Environmental Disputes at Humboldt State University**

Skills

- MS Word, PowerPoint, Publisher, Excel, Outlook, Exceed! Raiser's Edge, Wealth Engine, Tessitura, Exceed, Foundation Center Online, Guidestar, e-mail, internet, Goldmine, and various other database systems.

Volunteer Work:

2008-2010

Co-Founder, Bike and Surf California (www.bikeandsurfcalfornia.com)

- Created, planned, and implemented organization's goals and mission
- Developed strategic planning to increase donations, media attention, and to ensure goals were met in a timely and orderly fashion.
- Oversaw all operations, marketing, strategy, financing, and creation of organization's culture.
- Administered fundraising records, donations, stewardship, and press.

Along with my business development partner, Dr. Paynton, we created bikeandsurfcalfornia.com. Our organization is committed to providing funds for environmental awareness and cancer research. As surfers, we are increasingly conscious of the environmental impact all surfers have as we drive up and down the coast looking for surf. As a result of this awareness, we spent two weeks during summer bicycling and surfing our way down the coast of California to surf in an environmentally friendly way. Throughout the journey, we brought attention to others regarding the many environmental issues that face our coast and raise funds for the American Cancer Society. We were self-sufficient on our trip, meaning we carried all of our gear with us, and thus, decreasing our carbon footprint.

2010

Environmental Defense Center's *Ride on the Wild Side* Committee Member (www.edcnet.org)

- Created, planned, and implemented bike ride's mission and goals.
- Acquired sponsorships, community, and individual support.
- Designed bike route, secured city permits, and solidified first aid support.
- Formulated solutions to problems and created media outreach.

Fall 2010

Humboldt State University's Book of the Year Club Event Organizer

- Organized "meet and greet" with authors of [Plenty: Eating Locally on the 100 Mile Diet](#).
- Acquired sponsorships, community, and individual support.
- Designed event setting and invites, facilitate discussion.
- Organized community members and distinguished faculty to support book and event.

Summer/Fall 2010

Deep Seeded Community Farm Internship (www.arcatacsa.com)

- Created seasonal cropping plan, marked beds clearly, generated irrigation schedule, coordinated installation of drip irrigation lines, and ensured that planted beds are watered on schedule. Transplanted plants throughout the season.
- Identified and managed weeds and crop pests, including incorporation of organic control practices, application, and physical weed removal.
- Maintained greenhouse planting schedule, fertilized and watered greenhouse crops, monitored climate controls, managed insects and diseases.
- Harvested vegetables for Community Supported Agriculture program.

Fall 2011

Greenwheels Advisory Board Member

- Organized events in conjunction with advisory board members and community supporters.
- Developed strategic plan and development plan to further the mission and goals of the organization.
- Recruited additional volunteers and community supporters.
- Provided solutions and novel approaches to current issues and problems facing the organization.

Spring 2012

Fundraising Consultant to NorthCoast Environmental Center

- Designed a development plan to further the fundraising goals of the organization.
- Provided novel approaches to meet fundraising goals.

Spring 2012

Admissions Committee for Environment and Community Graduate Program

- Established a fair and transparent admission process for income cohort.
- Provided appropriate contributions to improve the committee and for the benefit of the application process.
- Nominated applicants that were excellent additions to the graduate program and will contribute to standing and reputation of the program.

Spring 2012-

Bicycle Sharing Program Developer

- Designed and planned bicycle sharing program for Humboldt State University (HSU).
- Worked in conjunction with HSU's sustainability office and Transportation Committee to administer feasibility survey and develop risk management strategy.
- Authored grant proposal for funding through Humboldt State University.
- Wrote and submitted Institutional Review Board research application.

References:

Michael C. Conway
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Robin Bailie

Annual Funds & Advancement Services Coordinator
University Advancement
Humboldt State University
Arcata, CA

(o) (707) 826-5118

(f) (707) 826-5148

bailie@humboldt.edu

Mrs. Bailie was my supervisor and can provide examples of my work ethics as the Humboldt Loyalty Campaign Supervisor.

TallChief A. Comet

Sustainability Office Director
Humboldt State University
Arcata, CA

(o) (707) 826-5920

tcc4@humboldt.edu

I worked directly with Mr. Comet while developing the bike sharing program for HSU.

Terease Chin

Senior Trust Office/Vice President
Montecito Bank & Trust, Trust Division
Santa Barbara, CA

(o) (805) 564-0226

tchin@montecito.com

Ms. Chin was my supervisor at Montecito Bank & Trust.

Peter Frisch

Former Executive Director of the Santa Barbara Center for the Performing Arts

Current Director of Frisch Studio

Santa Barbara, CA

(h) (805) 451-6789

1peterfrisch@gmail.com

Mr. Frisch was one of my supervisors at Santa Barbara Center for the Performing Arts.

Dr. Laura Hahn

Ph.D. The Ohio State University

Full Professor,

Humboldt State University

Arcata, CA

(o) (707) 826-3948

lkh9@humboldt.edu

Dr. Hahn was my co-organizer for the Book of the Year Club's "meet and greet" for the authors of Plenty: Eating Locally on the 100 Mile Diet.

Mark Hengstler

Development Director

Santa Barbara Center for the Performing Arts

Santa Barbara, CA

(c) (805) 570-0108

mhengstler@gmail.com

Mr. Hengstler was my direct supervisor at Santa Barbara Center for the Performing Arts.

Jim Kearns

Board President

699 San Ysidro Road

Santa Barbara, CA 93108

(805) 969-7770

Mr. Kearns will provide information regarding my work at Jodi House.

David Landecker

Executive Director

Environmental Defense Center

Santa Barbara, CA

(o) (805) 963-1622

david@edcnet.org

Mr. Landecker will provide information regarding my passion and knowledge of environmental issues.

Sara Miller McCune

Executive Chairman and Founder, SAGE Publications, Thousand Oaks,
London, New Delhi, Singapore
President, McCune Foundation, Ventura, CA
Founder and Executive Chairman, Miller-McCune Center for
Research, Media and Public Policy, Santa Barbara, CA
Sara.McCune@sagepub.com

Ms. McCune will provide information regarding my work for her in Africa and is a personal reference.

Dr. Scott Paynton

Ph.D. Southern Illinois University
Associate Dean of the College of Arts, Humanities, and Social Sciences
Humboldt State University
Arcata, CA
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stp3@humboldt.edu

Dr. Paynton and I have created bikeandsurfcalfornia.com, an organization committed to raising funds for environmental awareness and cancer research. He was one of my thesis committee members and can speak directly about my academic career and skills.