



RCH Consulting Current Client List

Cathedral Catholic High School (March 2016-present)

RCH will conduct a feasibility study to determine how to successfully raise \$60 million for a new theatre, purchase adjoining property and scholarship/endowment fund

The Academy of Our Lady of Peace (June 2015-present)

RCH will conduct a development audit to enhance the major gifts program and working with the staff to implement robust fundraising efforts

Past Clients

Habitat for Humanity San Diego (June-October 2015)

RCH conducted a feasibility study to determine how to successfully raise \$6 million to build a 26-home project for veterans

The Nature Conservancy Colorado Chapter *in partnership with The Compass Group* (September-December 2015)

RCH conducted a feasibility study to determine how to successfully raise \$100 million for the conservation of land, forests, freshwater and global projects

The San Marcos Promise (September 2014-September 2015)

RCH completed a board development plan, strategic plan and fundraising plan for The San Marcos Promise

Employment & Community Options Development Audit and Fundraising Counsel (June 2013-June 2015)

RCH conducted a development audit and is currently developing a major gifts program and working with the staff to implement robust fundraising efforts

San Diego Children's Discovery Museum \$3.2 million Capital Campaign (March 2013- June 2015)

RCH provided capital campaign counsel to the museum to raise \$3.2 million to purchase and renovate new museum facility

Elevate Africa (October 2014-March 2015)

RCH conducted a fundraising assessment and build a fundraising plan to determine the direction of the organization's programs and how to successfully fundraise to support them



Education Synergy Alliance Development Audit and Fundraising Counsel
(November 2013- December 2014)

RCH conducted feasibility study surveys to determine the capacity of the organization to raise money and build a fundraising plan to implement to start fundraising efforts of raising \$1,000,000 per year and then implemented fundraising efforts that achieved this goal

Love Road Horse Sanctuary and Visitor's Center (August –December 2014)

RCH conducted a feasibility study and built a campaign fundraising plan to determine how to successfully raise \$10 million to purchase 11,000-acre property in northwestern New Mexico and build a visitor's center

San Diego County Veterinary Medical Association Board Development (March 2014-February 2015)

RCH conducted a board assessment and regular board governance trainings to engage the board members further in their role and responsibilities while gaining a better understanding of board governance and best practices

Professional Liability Agents Professional Liability Agents Network, Organization Audit & Strategic Planning Retreat (September-April 2014)

RCH conducted an organizational audit of the organization to reveal the strengths and challenges of the organization in order to prepare for strategic planning.

RCH facilitated the board retreat to create the strategic planning by identifying short- and long-term goals and objectives as well as determining the future vision of the organization

Living Coast Discovery Center: Fundraising Counsel (May –August 2013)

RCH worked hands-on with the executive director, key staff members, board of directors and committee members to launch new and strengthen current fundraising activities resulting in \$145,000 of funds raised in a few months

The Child's Primary School: Admissions Audit (May-July 2013)

Through a comprehensive survey of prospective and current families, RCH identified the challenges in the admissions process in order to improve family enrollment

FACE Foundation: Board Strategic Planning Retreat (May-June 2013)

RCH facilitated the Board Retreat to identify the strategic planning goals and objectives for the next year as well as determining the vision of the organization. RCH also implemented best practices in board behavior and facilitation



City Heights Partnership for Children Fundraising Plan (February-March 2013)

RCH developed a fundraising plan for the new nonprofit organization including identifying major donors and key fundraising initiatives and strategies resulting in \$1,500,000 in solicitations

Colorado Rocky Mountain Schools \$10 Million Capital Campaign *in partnership with The Compass Group* (January-September 2012)

RCH re-started a stalled campaign through partnering with board and staff to launch a new geographically-focused initiative that successfully identified, cultivated and solicited alumni as well as current and past parents throughout the United States resulting in six-figure dollar gifts

Alzheimer's Association Development Audit and Fundraising Counsel (August 2011-April 2012)

RCH restructured development department with new hires, immediately implemented strategy with Gail Vetter Levin (interim executive director) to approach and solicit major donors resulting in new and renewed gifts; worked with Board members to develop and implement cultivation receptions resulting in new donors

City Heights Community Development Corporation Feasibility Study and Fundraising Plan (October 2011-April 2012)

RCH developed fundraising plan to diversify fundraising efforts resulting in 100% board giving, first-ever year end appeal, inaugural gala and the development of major donor cultivation and solicitation efforts; implemented fundraising plan through Board and staff trainings and hands-on fundraising work

City Heights Community Development Corporation Board Retreat (March 2012)

RCH facilitated the fundraising component of the Board Retreat to develop and approve a board of directors give and get policy. All board members agreed to make a year end donation, sell or purchase four tickets to the gala, confirm at least one auction item in-kind donation, provide at least one lead for a corporate sponsorship and confirm one donation to the Scholarship Fund.

International Community Foundation Board Retreat (September 2011)

RCH facilitated a Board Retreat to discuss the board's role in implementing the strategic plan and developing board members' role in fundraising. Through the retreat, members agreed to help the executive director fundraise by: serving on one committee, being an ambassador in the community on behalf of the organization, joining the speaker's bureau, engaging in the discretionary grant making process, hosting



house parties to introduce potential donors to the organization, and creating a Board donor advised fund.

Bozeman Schools Foundation \$12M Capital Campaign Feasibility Study *in partnership with The Compass Group (August 2011-present)*

RCH determined that the Foundation needed to conduct the campaign in two phases leading to the successful launch and raising of \$2 million to complete phase one that lay the foundation for a for a successful \$10 million phase two

Hubbard Foundation Fundraising Plan (August-October 2011)

RCH created fundraising plan to implement inaugural fundraising efforts including the cultivation and solicitation of major donors, recruitment and engagement of new Board members and their commitment of \$2,500 in Board dues, grants, and direct mail appeals

San Diego Foundation Arts & Culture Working Group Retreat (August 2011)

RCH facilitated a conversation to build consensus around the strategic direction of the working group and developed a purpose statement and set of values.

San Diego Architectural Foundation Strategic Plan (March -May 2011)

RCH engaged the Board and staff to conduct a thorough strategic planning process that identified a vision, goals, and objectives to improve the organization's programs, fundraising and board engagement

Carlsbad Village Association Revitalization Partnership Proposal, June-July 2011

RCH successfully engaged the board of directors to write and submit a proposal to the city of Carlsbad to gain funding to develop a Mainstreet Association for Carlsbad

Chula Vista Nature Center Fundraising Plan, Board Development Plan & Strategic Plan (February 2009-June 2011)

After the loss of \$1.2 million of their budget from the City, RCH created fundraising plan to identify new donors and fundraising strategies to raise over \$400,000/year in new monies while implementing fundraising initiatives including a mid-year appeal that raised \$30,000 (66% increase from previous effort)

RCH created and implemented a board development plan to reconstitute the new board of directors through identifying and recruiting company CEOs, influential community members and affluent donors. Once the members were in place, RCH trained the Board on their role and responsibilities and recruited each member to actively participate in the Board committees



RCH conducted a strategic planning process with the new board of directors and staff members to develop the vision for the organization and the overarching goals, objectives and actions for the next five years

Samaritan Aviation Board Retreat (July 2011)

RCH facilitated a board retreat to lead board members in a discussion around their role and responsibilities as the board has transitioned from a working to a governing board, identifying what the Executive Director needed from the Board, and how the board members can help fundraise for the organization.

New Village Arts of Theatre \$1.5M Campaign Feasibility Study (October 2010-January 2011)

Determined that the proposed project was not a priority to potential donors and changed the scope of the project which resulted in maintaining a \$1 year lease with the city and confirming the first six-figure gift in the history of the theatre

Greater Golden Hill Community Development Corporation Board Retreat (May 2010)

RCH facilitated a conversation to help board members understand their role as fundraisers and developed a give and get fundraising policy that was approved by the Board members at the retreat.

Behavioral Diabetes Institute (August 2006-March 2010)

RCH created a fundraising plan to implement inaugural fundraising efforts resulting in the organization's budget growing from \$0 to \$300,000 and increased year end letter revenue by five times over 4 years

Rancho Santa Fe Community Center (November-December 2010)

RCH wrote the year-end appeal letter by interviewing youth participants at the Center to create a personal appeal and developed the fundraising strategy behind the letter that included a \$10,000 donation challenge match made by the board of directors that resulted in raising \$30,000, twice the amount of donations from the previous year

The Arc of San Diego \$5M Capital Campaign (September 2008-July 2009)

RCH restarted a stalled campaign by providing extensive training to the board members that resulted in members' actively cultivating and soliciting donors through small receptions

Boys and Girls Club of Southwest County \$17M Capital Campaign (January 2007-April 2009)

RCH re-started a stalled campaign by engaging staff and key volunteers with a hands-on approach to confirm six- and seven-figure dollar gifts



from Pechanga Indian Tribe, Kresge Foundation, W.M. Keck Foundation and Weingart Foundation

Woolly Mammoth Theatre Capital Campaign Feasibility Study *in partnership with The Compass Group* (January 2008)

RCH determined fundraising initiatives that would maximize this world-renowned theatre's ability to raise money by working with their unique culture and perspective

Country Montessori School \$5M Capital Campaign Feasibility Study and Fundraising Plan (August-October 2007)

RCH effectively engaged Board members in the project to lead the campaign with their personal fundraising efforts and giving

Foundation for Women Fundraising Counsel (August 2006 to August 2007)

RCH developed fundraising plan to implement strategy to engage major donors resulting in significant gifts

Oak Grove \$400,000 Capital Campaign Fundraising Plan (June 2007)

RCH engaged staff to build a comprehensive fundraising plan that they could implement step-by-step to successfully cultivate and solicit campaign donors

Junior Achievement of San Diego \$5M Capital Campaign (September 2004-June 2005)

RCH provided hands-on training with board and staff members, writing of case for support, cultivating potential donors through visiting similar projects resulting in the campaign's lead gift of \$1.5 million

The Linfield School Foundation \$5M Capital Campaign (March 2003- September 2004)

RCH solicited current and past parents and alumni for gifts resulting in successful gifts and visibility in the local community to gain additional support