



Dennis Hinkle, IOM

PROJECT DIRECTOR

Dennis brings an extensive background in nonprofit and education organization administration to the Convergent team. He excels at working with colleagues and regional partners to establish and achieve common goals. A skilled facilitator, Dennis has assisted many organizations to create a vision for their future and establish the necessary goals, action plans, and budgets to realize that vision. Additionally, he has experience promoting collaborative efforts at the local, regional, and state levels to bring together the necessary individuals and groups to accomplish results.

As President and CEO of the Burlington/West Burlington Area Chamber of Commerce (IA), he recommended to the Board of Directors that Convergent be enlisted to conduct their first ever externally led fundraising campaign. This initiative resulted in funding growth from \$400,000 to \$1.2 million. He also has 29 years of experience with community colleges in three Iowa locations. Within each organization, Dennis has been promoted to positions of increased responsibility.

Dennis has worked successfully with people from all walks of life, valuing their unique ideas and perspectives. His is skilled at listening to others and identifying creative solutions, a key asset to any organization pursuing a fundraising initiative.

Summary of Experience

- Grew chamber membership by 20% during his tenure as President/CEO of the Burlington/West Burlington Area (BWBA) Chamber of Commerce.
- As Vice President of Economic Development for the BWBA Chamber, recruited three new manufacturers to the community, including two Italian companies, working with other public and private entities to provide the necessary incentives and infrastructure.
- Managed a very successful combined Chamber of Commerce, Economic Development, Main Street, and Convention and Visitors Bureau organization. All entities experienced program and budget growth during his leadership.
- Founding Executive Director of the Center for Business & Industry Services at Southeastern Community College (IA). The center achieved profitability in year one of operation.
- Served on a variety of community and regional boards, including: Great River Health Center, Community Foundation of Des Moines County, Great River Regional EDG, and more.
- Served as Chairperson of the Iowa Job Training Administrator's Association and the Iowa Community College Economic Developer's Group.
- Graduate of the U.S. Chamber Institute of Management Program and the Economic Development Institute.
- Completed the Aspen Institute Transformational Leadership program.

To learn more about Convergent's fundraising services, visit us at www.ConvergentNonprofit.com

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