

Leah Goss, MBA

PROJECT DIRECTOR

Leah has raised over \$42 million throughout her 20-year career, spanning human service organizations and community colleges. She demonstrates the ability to lead and develop staff, increase board and volunteer participation, and achieve ambitious fundraising goals.

She worked with Chambers of Commerce in Baton Rouge and Bossier City and a variety of for-profit and nonprofit organizations to strengthen board governance, make strategic and difficult decisions, and create consensus on policies, priorities, processes, and plans. Leah adapts well to complex environments, identifies and leverages new opportunities while engaging and empowering stakeholders. Her inclusive planning process as a facilitator builds consensus, excites participants, and ensures project success.

For example, an employee giving campaign at Lone Star College resulted in an increase of 500% in participation and 200% in donations. Later, as vice president of development for a mental and behavioral health organization, she successfully managed negotiations between two nonprofit entities with a history of competitiveness and distrust resulting in a joint operating agreement.

A dedicated and generous volunteer, Leah's service includes terms as a member on four national community college boards and advisory councils, including serving as president for one.



<https://www.linkedin.com/in/leah-goss>

Summary of Experience

- Senior Vice President for Advancement for the Louisiana Community & Technical College System. Fundraising and capacity building leadership for a statewide network of 17 colleges and technical schools. Assets grew over 200% and a facilities campaign raised over \$30 million in under a year.
- Chief Advancement Officer for Lone Star College System, with six colleges. Developed a comprehensive plan that increased permanent endowment from \$11 to \$13 million, provided \$1.5 million in annual student scholarships, and launched a multi-year comprehensive campaign securing \$6.7 million in cash and equipment in 12 months.
- Doubled gross revenue for the 2016 Lone Star College Foundation Gala with innovative recruiting and training of college leadership and volunteers to attract new donors and multi-year corporate and individual commitments totaling \$1.1 million in cash.
- Hired, trained, and managed development teams; led marketing and communications; provided executive leadership, management, and development for nonprofit boards; built fundraising technology infrastructure; managed three nonprofit fund accounting system conversions; solicited and managed private grants and scholarship programs.
- MBA with an emphasis in marketing and a bachelor of arts in communication from Regis University in Denver. Associate's degree in liberal arts from Adirondack Community College.

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

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