

Michael Messano

PROJECT DIRECTOR

Michael has more than 25 years of fundraising experience working with a cross-section of nonprofits, including healthcare, social service, higher education, and religious organizations. He has significant expertise in major investment solicitation, board development and training, and strategic fundraising planning.

He has served in the role of both on-staff development director and fundraising consultant. As a nonprofit staff member, Michael held leadership roles with the Catholic Dioceses of Fort Worth, TX and St. Petersburg, FL, the American Cancer Society, The Institute for Children with Cancer and Blood Disorders, and Shands Hospital.

In addition, he has 15-plus years experience with three international consulting firms. Michael managed campaigns for organizations including Habitat for Humanity International, Tampa General Hospital, St. John's University, Saline Community Hospital, The Children's Home, and The International Franchise Association. Overall, his efforts helped to raise \$100,000,000 for organizations he served. This wealth of fundraising experience makes him a valuable asset to every organization he works with.



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Summary of Experience

- Member of the international campaign team that raised \$350 million for Habitat for Humanity. Conducted major gifts training seminars for Habitat's Major Gift Officers.
- Raised \$10 million for Tampa General Hospital. Helped to secure the first \$1,000,000 pledge in the hospital's history. Wrote and won a \$500,000 match grant from the Kresge Foundation.
- Conducted and presented feasibility and planning studies for Montclair State University (NJ), Hospice of the Florida Keys, Brick Community Hospital (NJ), Montgomery Preparatory School (AL), YMCA of Greater Baltimore, and the Virginia Theological Seminary.
- Presented as a speaker or faculty member on the topics of board development, major gift strategies, gift solicitation, and recruitment for several clients and professional organizations.
- Member of the Board of Directors for the Women's Resource Center of Brandon, FL.
- Served two terms as the President of the Hospital Fundraising Executives of New Jersey.
- Small business owner, providing a unique perspective in his role as a fundraiser and consultant.

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

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