

# CAITLIN DELANEY

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## Expertise Highlights

- 15 years working with local, national, and international nonprofit organizations of all sizes
- Experience on more than a dozen campaign projects, including planning studies and on-going campaign counsel and management, creating compelling case statements, proposals, and collateral
- Strategic planning with groups of all sizes; focus on engaging constituencies through interview, workshops, and survey; designing and facilitating a process that creates an actionable and accessible plan; providing tailored work plans and/or coaching to support implementation
- Analytically-minded and deep critical thinking skills; highly organized and detail-oriented
- Develops manuals/handbooks and trainings for boards, campaign committees, and other audiences as needed; trained in adult learning principles with experience designing and delivering in-person and webinar trainings
- Strong, clear writer, taking lead on study reports, strategic plans, and white papers

## Consulting Clients

Big Brothers Big Sisters of NH, Blue Ocean Society, Center for Wildlife, Cocheco Valley Humane Society, Connor's Climb Foundation, Easterseals of NH, ME, and VT, Farnsworth Art Museum, Full Plates Full Potential, Granite State News Collaborative, HAVEN, Hospice Help Foundation, Jesus Memorial Library, Lincoln Nursery School, Meals on Wheels of Hillsborough County, Monarch School of New England, New Futures, NH State Council on the Arts, NH Department of Health and Human Services, Old North Foundation, The Players' Ring, Philbrick James Library, Portsmouth Music and Arts Center (PMAC), Reproductive Freedom Fund of NH, Seacoast Community School, Watershed Center for Ceramic Arts, UNH Coastal Research Volunteers, White Pine Programs, Waysmeet Center, Workforce Housing Coalition of the Greater Seacoast

## Academic Background

MPP, McCourt School of Public Policy, Georgetown University, Washington, DC

BA in Political Science, University of New Hampshire, Durham, NH

# KELLY DELEKTA

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## Expertise Highlights

- Over 15 years designing, implementing, and systematizing full-scale development operations
- Highly skilled at working with organizations to assess their development function, create concrete strategies to grow revenue, and facilitate implementation of tactics to build sustainable, long-term support
- Integrates all stakeholders into her work, recognizing the value of building a culture of engagement on boards to help achieve organizational goals
- Brings a deep understanding of the complex balance of mission-delivery, fundraising, and capacity to her work, offering tangible and accessible methods that lead to real change

## Consulting Clients

AgeSpan, Arts In Reach, Big Brothers Big Sisters of NH, Connor's Climb Foundation, Gather, GoodWork, Hospice Help Foundation, Loving Health Center, Lincoln Nursery School, Monarch School of New England, Moose Mountains Regional Greenways, My Breast Cancer Support, NH Hunger Solutions, NH Theatre Project, NH State Council on the Arts, On Belay, Portsmouth Music and Arts Center (PMAC), The Dance Complex, The Dance Hall, Waysmeet Center, Yoga In Action

## Academic Background

BA in Creative Writing and Dance, Hamilton College, Clinton, NY

# BRIANA MARSHALL

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## Expertise Highlights

- 12 years working with organizations of all sizes and scopes to support, refresh, revamp and build robust grant programs.
- Highly skilled at extensive prospecting, creating detailed and easy to navigate grant calendars, writing versatile organizational boilerplates, writing technical and tailored grants and grant reports, assisting organizations with grant tracking, and providing staff training to support in-house grant programs.
- Excel in packaging an organization's programs—as complex as they may be—in straightforward ways that are relatable and appealing to funders.

## Consulting Clients (Past & Present)

Arts4NH, Arts In Reach, Aviation Museum of New Hampshire, Big Brothers Big Sisters of New Hampshire, Boyer Sudduth Environmental Consultants, Camp Susan Curtis, Center for Life Management, Coastal Research Volunteers—UNH, Connor's Climb Foundation, Creative Haverhill, Custom House Maritime Museum, Friends Forever USA, Harbor Homes, HAVEN, Home Healthcare Hospice, Hospice Help Foundation, Ice Dance International, Loring Health Center, My Breast Cancer Support, Newburyport Art Association, New Hampshire Public Radio, On Belay, Seacoast Community School, Seacoast Family Promise, Sole City Dance, The Dance Hall, The Lost Boys Center for Leadership Development, Triangle Club, Yoga in Action, Zebra Crossings

## Academic Background

BA in Sociology, Bowdoin College, Brunswick, ME

# KATHERINE ERRECART

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## Expertise Highlights

- Over 15 years supporting nonprofit organizations and foundations across the country and locally here in New England
- Experienced strategic planning consultant, adept at guiding collaborative processes through which organizations can identify their goals, define key strategies to achieve those goals, and establish the metrics to monitor their impact
- Strong facilitator with experience leading effective meetings, retreats and workshops with diverse stakeholders (Board, staff, community members, donors) in small groups or those as large as 80-100 participants
- Structured thinker, able to take complex data and translate it into actionable information and useful frameworks; conducts rigorous primary and secondary research as well as analysis of quantitative and qualitative data

## Consulting Clients

New Hampshire Community Loan Fund, Farnsworth Art Museum, Full Plates Full Potential, On Belay, Five Rivers Conservation Trust, National Center for the Improvement of Educational Assessment, Seacoast Community School, Seacoast Outright, Save the Children, The Bill & Melinda Gates Foundation, The Aspen Institute, the Conrad N. Hilton Foundation, New Schools for New Orleans, Communities Foundation of Texas, Greater Cincinnati Foundation, Greater New Orleans Foundation, Institute for Learning, Southern Regional Education Board, San Antonio Area Foundation, Aspen Community Foundation, Howard Schultz Family Foundation, Raikes Foundation.

## Academic Background

MBA, Tuck School of Business at Dartmouth

BA in Anthropology and Visual Arts, Brown University