

# Peter Drury

*Peter is a respected leader and collaborator in the Pacific Northwest ~ He is a confidante for philanthropists; a mentor for professionals; a business strategist; an advisor to high-impact boards; and an inspiring ambassador ~ Peter naturally builds community, teaches, and delivers results.*

## Leadership & Management

### **Make-A-Wish Alaska and Washington**

Vice President for Mission Advancement [September 2017 – Present]

- » *Servant Leader for Mission Advancement Team*
- » *Strategize and supervise all individual giving, major gifts, planned giving, corporate giving, and events*
- » *Support and strategize with CEO regarding transformational philanthropy*
- » *Solicit major gifts and planned gifts*
- » *Liaison to Board of Trustees*

### **Seattle Children's**

Director, Major Gifts | Corporate & Foundation Relations [March 2016 – July 2017]

- » *Major Gifts: Success with \$50,000 to \$20 million proposals and solicitations*
- » *Designed and collaboratively led campaign for new Odessa Brown Children's Clinic (\$75 million)*
- » *Supported specialties in both Research Institute and Hospital (Craniofacial, Neuroscience, Digital Health, et al)*
- » *Trusted internal leader in organizational culture, teamwork, and staff morale*
- » *Relationship management with physicians, researchers, donors and executives*

### **Independent Means, Inc.**

President and Interim CEO [August – October 2015]

- » *Hired to succeed CEO*
- » *Pivoted quickly, under hostile takeover, to negotiate acquisition while safeguarding ethics and law*
- » *Relationship management and teaching with high net worth and ultra-high net worth families/clients*

### **Splash**

Director of Strategy | Director of Development [May 2011 – July 2015]

- » *Served under Founder & CEO, creating and scaling a new organization from scratch to respected high-impact*
- » *Guided strategy in board development, growth, business modeling, rebrand, brand equity and fundraising*
- » *Co-Developed systems and teams from zero to high performance, including strong collaborative culture*

### **DZO Strategists, LLC**

Founder & Principal [2009 – 2011]

- » *Strategic consulting re: Finance-Fundraising-Strategy integration for philanthropists and nonprofits*
- » *Developed field-leading tools (e.g., 'Beyond Cash' Fundraising Management Dashboard)*
- » *Assisted philanthropist George F. Russell in structuring and giving \$10 million seed capital gift to Splash*

### **Sightline Institute**

Director of Development [2005 – 2009]

- » *Successfully managed and grew external relationships (foundations, businesses, donors and stakeholders)*
- » *Brought Sightline to healthiest financial position in its history, at the time, setting up for further success following*

## **All Pilgrims Church**

Pastor [1997 – 2005]

- » *Led renewal of multi-cultural, inter-generational, historic church ~ including unusually successful merger*
- » *Relationship management; team building; staff supervision & development*

## **Family Counseling Center, Catholic Social Service**

Child & Family Therapist [1994 – 1996]

- » *Counseled children and families involved in foster care and child welfare*

## **Teaching & Thought Leadership**

### **Seattle University**

Master of Nonprofit Leadership Program

Core Faculty [2014 – Present]

- » *Teach and mentor present and future leaders of nonprofit & philanthropic organizations*

### **Consultant, Speaker and Trainer**

2010 – Present

- » *Speaker regarding topics in philanthropy, fundraising, leading change and storytelling*
- » *Consultant for strategic planning, board development and executive leadership*

### **University of Washington**

Graduate Courses in Leadership, Strategy & Fundraising

Adjunct Faculty [2009 – 2016]

- » *Taught and mentored present and future leaders of nonprofit & philanthropic organizations*

### **Publications**

- » *'Truth, Transparency & Overhead' in Medium [2014]*
- » *Featured in Advancing Philanthropy [Sept/Oct 2012]*
- » *[For CPAs] 'Bridging the Gap: Top 10 Tips for Building a Relationship with your Development Team' [2014]*

### **Tools**

- » *The 'Beyond Cash' Fundraising Management Dashboard*
- » *Drury Financial Forecasting Tool*

## **Board & Community Service**

**Women's Funding Alliance** [2017 - Present]

- » Board of Directors

**Key to Change Studios** [2015 - Present]

- » Advisory Board; Mentor to Founder

**Rotary Club of Bainbridge Island** [2013 - Present]

- » Large Grants (\$100,000+) Committee; Global Grants Committee

**AFP Advancement Northwest** [2009 – 2016]

- » President [2011]
- » Many committees, including catalyst group and steering committee for successful merger

**Fred Hutchinson Cancer Research Center** [2002 – 2012]

» Institutional Review Board

**EarthShare of Washington**

» Board of Directors [2010-2012]

**MultifaithWorks** [2000 – 2006]

» President, Board of Directors; Strategic Planning Chair; Director at-large

Many more *pro bono* engagements with nonprofit boards, executives and conferences (e.g., Global Washington, Washington Global Health Alliance, Philanthropy Northwest, Community Foundation of Central Washington, Bainbridge Island Community Foundation, Rainier Valley Corps, Social Venture Partners, Bainbridge Community Foundation, United Way, 501 Commons, Special Olympics, Northwest Girlchoir and Art with Heart)

**Education**

**Master of Business Administration**

Seattle University, 2009

**Master of Social Work**

University of Illinois, 1994

**Master of Divinity**

Yale University, 1993

**Bachelor of Arts**

Henry M. Jackson School of International Studies, University of Washington, 1989

**Public Speaking** (*Representative, not exhaustive*)

Keynote: *Chronicle of Philanthropy, "Philanthropy Next" National Conference* [September 2016]

Keynote: *Association for Donor Relations Professionals, National Conference* [September 2014]

Keynote and Faculty: *Nonprofit Storytelling Conference* [multiple]

Plenary: *Philanthropy Northwest* [Washington Community Foundations, November 2015]

Plenary: *Hawaii Family Business Center, Shidler College of Business* [November 2015]

Plenary: *Rotary Large Clubs Conference* [October 2015]

Advanced Sessions: *Washington Society of CPAs Nonprofit Conference* [multiple]

Advanced Sessions: *Washington, Oregon and Arizona Statewide Nonprofit Conferences* [multiple]

Advanced Sessions: *AFP International Conference* [multiple]

## Honors & Awards

*President, Association of Fundraising Professionals, Washington Chapter [2011]*

Selection by professional peers

*Distinguished Service Award [2004]*

Selection by Faculty of the Albers School of Business & Economics, Seattle University

*Lilly Endowment Award for Excellence in Pastoral Leadership [2003]*

Prominent national professional award

*Marvin H. Pope Prize for Outstanding Achievement in Hebrew [1992]*

Selection by Faculty of Yale University

*Yale Delegate, National Conference of Christians & Jews [1990-1992]*

Selection by Colleagues

*Fiers-Cook Endowed Scholarship, Yale Divinity School [1991-1992]*

Selection by Faculty of Yale University

*National High School Championship: Speech & Debate [1985]*

Represented Washington State in National Championship Tournament, reaching Quarter Finals