

# Angela M. Mancuso

125 E. Wells, #505  
Milwaukee, WI 53202

Angmarieman@gmail.com

## Professional Summary

Accomplished nonprofit executive with fifteen years experience in organizational leadership and management, fundraising and program development. Extensive knowledge of philanthropic community with strong networks. Recognized for creating a culture of collaboration and accountability. Areas of expertise include:

Strategic Leadership  
Board Recruitment  
Governance & Compliance  
Fundraising

Grant Management  
Public Speaking  
DV Program Development  
Organizational Development

Nonprofit Mergers  
Public Relations  
Financial Oversight  
Talent Management

## Professional Experience:

### Mount Mary University, Milwaukee, WI

*Well-established four year women's university known for providing high quality education and the opportunities students need to grow both intellectually and personally into talented and confident young women.*

### Managing Director, University Advancement January 2013 - present

Manage and oversee University Advancement division comprised of 18 staff including Alumnae and Parent Engagement, Annual Giving and Stewardship programs, Corporate and Foundation Relations, Major and Planned giving, Operations and Accounting, Scholarship development and Research. Serve as member of the President's Council and the Committee on Trustees.

### Senior Director of Advancement September 2012 – January 2013

Responsibilities included assessing culture of philanthropy and building a development structure to best provide the ability for future growth for the University through staff development of major gift and planned giving officers.

## Organizational Leadership:

- Promoted to division head after three months with University.
- Created first Advancement Annual Plan highlighting department annual activities, goals and outcomes.
- Assessed, restructured and combined Advancement and Alumnae Divisions to ensure appropriate staffing patterns and resources.
- Stabilized fundraising staff through team development and coaching resulting in new scholarship and capital gifts.
- Developed a streamlined yet comprehensive strategic process for grant management resulting in higher output and connections to the funding community.

### Sojourner Family Peace Center, Milwaukee, WI

*Largest domestic violence service and advocacy agency in Wisconsin serving over 22,000 individuals annually providing safety and supportive services to children and families exposed to violence.*

### Co-Executive Director, 2009 – 2012

### Executive Director, 2008-2009

### Associate Director, 2006 – 2008

### Director of Development & Public Relations, 2001-2006

Responsibilities included management of forecasting, development and public relations, marketing, human resources, financial planning, budgeting and compliance. Oversight of the 44-bed emergency crisis shelter, 24-Hour Domestic Violence Hotline, abuser treatment programs and family advocacy support services.

#### **Organizational Leadership:**

- Led the merger between Sojourner Truth House and the Task Force on Family Violence creating the largest domestic violence agency in Wisconsin.
- Served as one of the community leaders in the creation of a Family Justice Center (co-location of services for victims of violence) for the city of Milwaukee.
- Evaluated and reimagined agency programs, systems and structures to improve efficiencies and create greater relevance for clients.
- Strengthened relationships with the Board of Directors through engagement and solicitation efforts; led Board recruitment efforts resulting in strong Board membership.
- Mastered and better organized an extensive donor base and played a significant role in expanding private support for Sojourner.
- Negotiated leases for agency locations and coordinated move from two sites to one putting majority of employees under one roof for the first time since merger.

#### **Management & Employee Relations:**

- Coached senior level staff to help them recognize their potential. Set high standards and created avenues for individual success.
- Developed Employee Assistance Program to help staff manage secondary trauma.
- Hired and trained successful team of development, finance, human resources and program staff.
- Managed staff and programs in multiple locations.

#### **Fundraising & Public Relations**

- Annually raised over \$1,000,000 privately since 2001.
- Increased major gifts; securing approximately \$1M in capital gifts in less than six months
- Created an endowment fund and planned giving program.
- Increased foundation support by 50%.
- Successfully streamlined special events to reduce expenses and increase revenue.
- Secured financial resources for significant building repairs such as a new roof, HVAC, and weatherization.
- Established relationships with new donors and foundations.
- Increased resources (financial and in-kind) for client needs.
- Developed agency collateral including brochures, websites, on-line giving, press kits, and responsible for media relations.
- Worked with advertising agency to develop award-winning teen dating violence awareness campaign, and most recently a Hotline awareness campaign.
- Conducted numerous media interviews.

#### **Program Development & Violence Prevention**

- Led program staff in annual planning and client focus groups for strategic program delivery resulting in safety services for over 20,000 individuals annually.
- Sought funds and expanded batterers treatment programming to youth ages 16-19.
- Expanded emergency crisis shelter program through addition of beds, staff, volunteers and funding.
- Expanded Community Education efforts in middle and high schools and created a Teen Dating Violence curriculum.
- Developed and trained program managers in setting standards and measuring results.

## **Board and Volunteer Management**

- Successfully recruited engaged board members and created the board orientation program.
- Developed policies for board governance.
- Established and recruited volunteers for board committees such as development, personnel, finance, and governance.
- Staffed Board Committees and provided all Board support.

## **Recognition**

2012 Woman of Influence, Nonprofit Sector

Mayoral Proclamation of September 12th as “Angela Mancuso Day” for Outstanding Service to Victims of Domestic Violence

## **Professional Activities**

Past Co-Chair of the City of Milwaukee’s Commission on Domestic Violence and Sexual Assault and current Commissioner.

Past Co-Chair Shelter Task Force and current member.

Member Mount Mary College Justice Department Advisory Board.

## **Volunteer Activities**

Ex Fabula, Board of Directors

VeterensTrek, Board of Directors

## **Education**

Mount Mary University, Bachelor of Arts, Business Administration

MRA-The Management Association

Helen Bader Institute-UW-Milwaukee

UW-Milwaukee Extension, Leadership Program

Indiana University Center on Philanthropy

Saint Joseph’s Academy H.S.