ANGEL GUTIERREZ

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SUMMARY

With a track record of innovative problem-solving, I help large, medium and large nonprofit organizations thrive and achieve their strategic vision. My deep experience and visionary leadership enable me to spearhead operational turnarounds, enhance donor stewardship, and implement creative strategies to increase giving. I embody servant leadership, always prioritizing the mission and the community's needs.

AREAS OF EXPERTISE

- Board Relations & Development
- Business Operations Management
- Executive Leadership & Management
- Complex Negotiations & Deal Structuring
- Community Engagement
- Corporate Vision/Planning
- Operational Transformation
- Data Analysis & Technology
- Strategic Partnerships
- Fundraising & Major Gifts
- Community & Public Affairs
- Policy & Program Development

PROFESSIONAL EXPERIENCE

Chicago Hope Academy, Chicago, IL — June/2023 to June/2024

Chief Advancement Officer

Developed and executed strategic and innovative plans that created and implemented impactful funding programs, providing visionary executive-level leadership for institutional advancement within a $5.6 organization with 53 employees. Managed key areas including fundraising, major gifts, annual fund, estate planning, grant portfolio, external relationships, negotiations, and deal structuring. Oversee staff and board development, fostering a culture committed to new initiatives and growth. Implemented a donor-centric and customer service-oriented philosophy across the organization, ensuring alignment with mission and strategic goals.

- Raised $7 million dollars' year to date.
  - Raised in $750K from LYBUNT (**L**ast **Y**ear **but U**nfortunately **N**ot **T**his year) and SYBUNT (**S**ome **Y**ear **but U**nfortunately **N**ot **T**his year)
  - Raised $140K for Invest to Kids
  - Raised $250K from 150 new donors.
  - Increased DAF Giving by 150%
  - Used data and analytics tools to create philanthropic personas and segment donor profiles, creating capacity to influence and shape requests and initiatives.

CATHOLIC CHARITIES, Chicago, IL — 2007–2022

Vice President, Institutional Advancement (2019–2022)

Develop and execute strategic and innovative plans that create and implement impactful programs, providing visionary executive-level leadership for institutional advancement within a $200M organization with 1,200 employees. Manage key areas including fundraising, resource development, estate planning, annual giving, community relations, negotiations, and deal structuring. Oversee staff and board development, fostering a culture committed to new initiatives and growth. Support a donor-centric and customer service-oriented philosophy across the organization, ensuring alignment with mission and strategic goals.

- Raised record $110M in gifts, increasing donations by 50% over prior 3-year period.
  - Secured 3 largest gifts historically from one donor, worth $25M in total.
  - Grew giving over 4000%, increasing each gift to more than $50K.
  - Employed data and analytics tools to create philanthropic personas and segment donor profiles, creating capacity to influence and shape requests and initiatives.

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- Initiated and executed cohesion and alignment of board and departments, maximizing team efficiency and performance through department restructuring, new talent recruitment, and dynamic leadership, ensuring communication in one unified voice across organization.
- Increased level of donor activation and community involvement through "Before, During, and After" Covid campaign, raising $15M by implementing Zoom "fireside chats" and introducing leadership to provide "state of the organization" messaging directly to donors.
- Spearheaded major community programs in collaboration with Archdiocese of Chicago, including launching successful nutrition program and anti-violence campaign.

Vice President, Community Outreach and Services (2007–2019)

Recruited to revitalize fundraising and program development efforts in organizations' service area supporting Women, Infants, and Children Food and Nutrition Centers, federal Commodity Supplemental Food Program, Home-Delivered and Congregate Meals, nutrition and health initiatives, youth development, and street intervention programs. Grew original giving budget of $65M by 14% to over $74M annually. Held key role on agency's Senior Administrative Team, with executive responsibility for operations, fundraising, policy development and implementation, community relations, fiscal management, and new initiatives. Leveraged background in executive leadership and strategic vision, using planning, strategy, and data analysis to create sustainable growth, while managing over 700 full and part-time employees, including executive staff in finance, operations, and business development. Created compelling stories through program implementation, and demonstrated ability to convey impact of donor giving in practical contexts.

- Managed and secured over $841M contract dollars while growing total number of programs from 6 to 24, expanding services in food and nutrition, health promotion, job training, youth development and early intervention programs.
- Collaborate with government agencies annually at local, state, and federal levels, generating over $50M through new contracts and expansion of ongoing agreements.
- Championed programmatic services initiative in Puerto Rican community in wake of Hurricane Maria in 2017, partnering with nonprofits and community organizations.
    - Identified "food deserts" and provided food and other services to underserved areas.
    - Employed 5,000+ local women and children, delivering over 5 million meals in one summer.
- Created neighborhood hubs, providing tax services, food programs, live events and kids' programs, and employing women in majority of leadership roles.

YOUTHBIZ INC., Denver, CO 2006–2007

Executive Director

Oversaw administration, program management, and strategic planning of this youth development organization, teaching life, business, and financial skills to kids and teens. Raised and managed capital and operations budget of $5.1M, including planning and execution of fund development and marketing plans. Repositioned leadership roles to incorporate financial management and operations positions. Built strategic relationships across the state with government officials, regional organizations, and local athletes to bring awareness and visibility to agency, simultaneously serving on Colorado Nonprofit Board.

- Conceptualized Youth Employment Academy, targeting Workforce Innovation and Opportunity Act (WIOA) eligible youth, enabling participants to obtain high school diploma or equivalency or access work-based learning opportunities onsite.
- Championed Corporate Investment Program, website redesign, communication, and brand efforts, re-energized brand around serving and involving kids within organization.
- Coordinated and executed sale and relocation of original headquarters building to new facility within 18 months, enhancing atmosphere to better serve members, incorporating photos of leadership, activities, and youth involved in programs.

Additional Experience as Chief Executive Officer and Executive Director for Catholic Health Initiatives & Centura Health in Denver, CO; and Associate Division Manager of Community Development & Outreach Services for Catholic Charities in Chicago, IL.

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EDUCATION

Roosevelt University; Chicago, IL
Master of Public Administration

Loyola University; Chicago, IL
Bachelor of Arts / Political Science; Minor in Philosophy & Theology

CERTIFICATIONS AND AWARDS

Certificate in Nonprofit Management & Governance / Certificate in Leadership & Fund Development – University of Notre Dame *South Bend, IN* (2019)

Certificate in Driving Future Growth in Nonprofits – Northwestern University
Chicago, IL (2018)

Rauner YMCA Community Service Award (2013)

Chicago Latino Networks, Latino Professional of the Year (2013)

CIVIC ENGAGEMENT & RECOGNITION

Chairman of the Board St. Daniel the Prophet School, (2022-2023)

Fundraising for Good Cohort at Baumhart Center, Quinlan School of Business at Loyola (2022-2023)
Co-Chair, Nuestro Futuro, Chicago Community Trust (2012–2022)
Illinois Commission to End Hunger Commission Member, (2013–2019)
City of Chicago Grocery Task Force – Member
Board of Directors, Illinois Hunger Coalition (2011–2019)
Member Illinois Interagency Nutrition Council (2008–2019)
Chairman of the Board of Director Rauner YMCA, (2008-2014)
Speaker, Let's Move Faith & Communities Initiative with Michele Obama (2010)
Presenter, USDA Faith-based Latino Summit, Washington, DC (2010)
Host/Moderator, USDA Supplemental Nutrition Assistance Program Community Roundtable (2010)
Guest Speaker, Domestic Policy Council, White House (2010)
Presenter, CCUSA Congressional Briefing on Job Creation and Innovative Workforce Policies, Washington, DC (2010)
Appointed as a Co-Chair of the Women, Infants and Children ARRA Workgroup for Illinois by the Secretary of IDHS (2008)
Appointed to the Public Safety Infrastructure by Mayor John Hickenlooper (2007)
Appointed to the Manual High School Community Council by Superintendent Michael Bennett (2006)
Appointed to the City and County of Denver's New Market Tax Credits Advisory Committee (2006)
Leadership Denver Alum, the premier and oldest Leadership Program in the US the equivalent of Leadership Chicago (2005)
Appointed Chairman for the City and County of Denver Commission on Aging by Mayor John Hickenlooper (2005)
Selected by the Young Nonprofit Professionals Network (YNPN) as the 2004 Executive Director of the Year (2004)
Received the Catholic Charities Community Empowerment Award for outstanding service and leadership (2003)
Received from the Illinois Department of Human Services Outstanding Service Award (2003)
Received an award from Catholic Charities USA – Committee for the Advancement of Racial Equality for my efforts in promoting racial equality and inclusion throughout the Catholic Charities Network (2003)
Received the Niles College Seminary Student Government Award – Edward Brophy "Heart of the Lion Award" for Academic Excellence, Spirituality, Leadership and Courage (1994