

Jennifer Li Dotson

Passionate about Philanthropy | Energized by Strategic Partnerships | Cares deeply for Community

Multilingual executive with 20+ years expertise delivering innovative and impactful fund development results for mission-focused organizations. Master collaborator skilled at building consensus and engaging diverse stakeholders to achieve common philanthropic goals.

EDUCATIONAL CREDENTIALS

Master of Science Degree, Comparative Economics & Politics, London School of Economics, England, U.K.

Bachelor of Science Degree, International Politics & Law, Georgetown University, Washington, D.C.

CAREER TRAJECTORY & KEY ACCOMPLISHMENTS

NATIONAL KIDNEY FOUNDATION ▶ VICE PRESIDENT OF PHILANTHROPY *Honolulu, HI: 2018-Present*

Core Challenge: Recruited to develop a comprehensive fundraising and development program that would leverage philanthropic relationships to build the organization's visibility, impact and financial resources, planning and implementing key fundraising events and overseeing all communication and advertising activities.

Key Wins & Results:

- Increased revenue for largest kidney screening of the year by 59% and reduced expenses by 46% from prior year.
- Confirmed insurance permits as required by Fort Street Mall Improvement District and City & County of Honolulu for health care vendors 7 days before the original event deadline and increased participation by 83% from prior year.
- Increased volunteer engagement by 335% from prior year and increased walker revenue by 40% from prior year.
- Adjusted role to support the best interest of the organization in the midst of family emergency experienced by direct report and took on workload during the employee's sudden unexpected absence with unknown date of return.
- Served as primary spokesperson for media appearances to raise awareness about kidney disease on TV and radio.

AMERICAN RED CROSS ▶ REGIONAL CHIEF DEVELOPMENT OFFICER

Honolulu, HI: 2015-2018

Core Challenge: Recruited to lead fundraising for the Pacific Islands Region (Hawaii, Guam, Saipan) for this high-profile legacy non-profit organization during its Centennial year focused on shifting the philanthropy paradigm from "disaster relief" towards "prevention and education" facing the world's most isolated geographic populations.

Key Wins & Results:

- Exceeded \$6 million annual fundraising target and exceeded special Centennial fundraising target by \$600,000.
- Worked with volunteer Philanthropy committee to identify, steward and grow over \$1 million in planned gifts.
- Managed the execution, stewardship and reporting on \$1 million in grants from government and foundation funds.
- Supervised full-time fundraising staff on Oahu and part-time staff in California, Washington, Guam and Saipan.
- Increased full-time fundraising staff by 40% in the areas of administration and individual donor relations.
- Increased volunteer workforce by 125% while maintaining overall satisfaction metrics.
- Increased corporate donation program participation by 6% each year for three fiscal years in a row.
- Increased individual philanthropic membership in females only giving society by 10% for three years in a row.
- Achieved 100% participation and exceeded financial goal by 5% for Board personal giving three years in a row.
- Recognized with "Spirit of the Pacific" award and helped improve staff engagement from 40% to 70% in one year.

NETWORK ENTERPRISES, INC. ▶ PRESIDENT & CEO

Honolulu, HI: 2012-2015

Core Challenge: Brought on by the Founder of this 30-year-old workforce development organization to usher in a new era of major restructuring and turnaround effort centered on improving financial stability after loss of major government funding, increasing employee morale and expanding clientele to veterans, homeless, disabled, LGBT.

Key Wins & Results:

- Reviewed strategic priorities with the organization's Founder and leader for 30 years to ensure a smooth transition.
- Increased use of braille for workforce development and started new scanning social enterprise for blind individuals
- Improved career retention for deaf and hearing impaired individuals by incorporating American Sign Language.
- Increased placement into housing provided for veterans through grant awarded by U.S. Department of Labor.
- Managed staff of 80 custodial and shelf stocking positions funded by contracts with U.S. Department of Defense.

PANG COMMUNICATIONS ▶ SENIOR COMMUNICATIONS CONSULTANT Honolulu, HI: 2012-2012

Core Challenge: Increase clientele base and revenue stream for boutique public relations firm by taking it to the next level of growth and gain traction as a respected strategic communications provider in the crowded marketplace.

Key Wins & Results:

- Carefully monitored campaigns for accountability and ensured performance followed client's marketing objectives.
- Led weekly strategy sessions with stakeholders to ensure continued marketing focus, alignment and momentum.
- Served as key client liaison and chief storyteller for "Share the Love" program delivering weekly presentations throughout the community to various corporate, philanthropic and social groups to achieve philanthropic goals.

MOTHERS AGAINST DRUNK DRIVING ▶ EXECUTIVE DIRECTOR Honolulu, HI: 2009-2012

Core Challenge: Lead the advocacy and passing of groundbreaking technical legislative programs aimed at eliminating drunk driving and help the organization regain relevance in the community despite fierce resistance.

Key Wins & Results:

- Identified new sources of funds and developed special events for revenue necessary to continue the organization.
- Recruited and grew Board of Directors by 30% with improved engagement by facilitating refreshed strategic plan.
- Supervised grant administration to ensure regular reporting related to achievement of performance objectives.
- Focused on coaching, retention and mentorship of administrative staff as well as recruitment for program staff.

MUSCULAR DYSTROPHY ASSOCIATION ▶ HEALTH CARE COORDINATOR Honolulu, HI: 2004-2009

Core Challenge: Hired into key client-facing role by this premier healthcare and scientific research organization focused on managing complex projects, increasing client services, and ensuring exemplary client satisfaction rates.

Key Wins & Results:

- Grew client base 200% by establishing four hospital-affiliated clinics and recruited five volunteer medical staff.
- Expanded the number of beneficiaries served by grants and scholarships for emergency medical equipment repairs.
- Handled all logistics for week-long 100-person annual summer camp program including criminal background checks, risk assessments, medical evacuation drills, training volunteer counselors and enforcing strict safety policies.
- Increased the attendance at monthly support groups and health education seminars to raise awareness and funding.
- Transitioned Labor Day Telethon into monthly fundraising engagement that increased corporate sponsorship.

COMMUNITY LEADERSHIP & BOARD ROLES

U.S. COMMISSION ON CIVIL RIGHTS | BOARD MEMBER 2014-Present

Provide input regarding potential discrimination of laws under the Constitution to this independent, bipartisan agency established by Congress to appraise federal laws and legal developments concerning discrimination or a denial of equal protection of the laws because of race, color, religion, sex, age, disability, or national origin.

HAWAII CORRECTIONAL INDUSTRIES | ADVISORY COMMITTEE MEMBER 2014-2019

Provide guidance on establishing ventures with businesses to utilize the services of qualified inmates lowers the cost of the criminal justice system and provide offenders with employment opportunities that reduce recidivism.

OFFICE OF LANGUAGE ACCESS | ADVISORY COUNCIL MEMBER 2008-2016

Governance on implementation and compliance with language access laws; the quality of oral and written language services provided under the law; and training of employees likely to have contact with Limited English Proficient persons, its policies and procedures for language services, its competency in working effectively with interpreters.

SEAGULL SCHOOLS | BOARD MEMBER & EXECUTIVE COMMITTEE 2012-Present

Provide governance for seven educational campuses serving 1,000+ children from mixed socioeconomic backgrounds. Provide input for operation of food service program serving 1,500+ meals per day and adult day care program where 50 seniors and 240 children have opportunities to interact intergenerationally on a daily basis.

ASSOCIATION OF FUNDRAISING PROFESSIONALS | BOARD MEMBER 2016-Present

Responsible for positioning the organization in growing philanthropy that enables strategic private partnerships. Plan regular educational, training and career development programs regarding topics of diversity and inclusion.

HONORS & RECOGNITION

Pacific Business News "Women Who Mean Business" 2018, Pacific Business News "Businesswoman of the Year" 2014, Pacific Business News "Forty Under 40" 2011, Hawaii Business Magazine "20 For the Next 20" 2011, Past President Junior League of Honolulu 2013, completed Ironman Kona 2006 and climbed Mount Everest 2001.