

## **Leighann Scott Boland, CFRE**

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### **SUMMARY**

Extensive nonprofit leadership experience with an emphasis upon strategic and innovative solutions to building communities and relationships. Over thirty years of working with organizations to promote leadership, education, and membership institutions in the District of Columbia, Maryland, and Virginia. Demonstrated success in the following areas:

Nonprofit Leadership	Fiscal Responsibility
Corporate and Board Relations	Strategic Planning
Donor Relations and Stewardship	Relationship Building
Fundraising and Marketing	Mindful Growth and Sustainable Development
Staff and Volunteer Management	Special Events Planning and Oversight

### **EXPERIENCE**

**The Woman's Club of Richmond/The Bolling Haxall House Foundation.** Richmond, VA. 2023-2024

Executive Director/Development Director

- Oversaw operations for 5<sup>th</sup> oldest woman's club in the country and the foundation responsible for the stewardship and maintenance of the State and National historic landmark, the Bolling Haxall House.
- Acted as an agent of positive change and the face of both organizations to foster diversity and inclusivity.
- Managed 12 full-time/part-time staff and 1200+ members.
- Served 2 non-profit boards consisting of 40 board members, as well as 26 volunteer committees.
- Helped lay the foundation for a multi-million dollar capital campaign (2025 launch).
- Provided expertise, planning, and management of a comprehensive development plan for the Foundation, as well as creating branding, messaging, and marketing materials for the Club and facility rentals.
- Grew annual fund donations by approximately 6% and increased revenues for the annual fundraising gala by over 20%.
- Increased available scholarship funds by over 200% for female high school seniors and adult learners in the Metro Richmond area.
- Increased weekly on-site participation in member programs by 20% in less than 12 months.
- Increased rental revenue by 40% in FY24.
- Secured commitments for over \$200,000 in capital project support, as well as smaller foundation grants for operating and program support.

**VirginiaFIRST dba FIRST Chesapeake.** Richmond, VA. 2010-September 2022

President/Executive Director (2017-2022)

Chief Fundraising Officer (2014-2022)

Operations Manager (2010-2014)

- Oversaw operations and acted as the primary spokesperson for 20+ year-old STEM-based educational organization for 10,000+ K-12 students in Virginia, Maryland and the District of Columbia.
- Built and sustained relationships with local and national corporations and nonprofits to support the organization through mentoring, advocacy, and sponsorships.
- Supervised a staff of 20+ salaried and contracted employees and more than 4,400 event and mentor volunteers in Virginia, Maryland, and Washington, DC.
- Increased corporate and foundation giving by 65% in the first year as Chief Fundraising Officer.
- Launched corporate-funded Women in STEM scholarships for outstanding young women participating in *FIRST* programs.
- Developed volunteer/sponsor-based councils and workshops to promote best practices, diversity, and inclusion.
- Administered and promoted more than 20 events attended by 60,000+ individuals and receiving more than 140,000 unique on-line views annually.
- Created corporate-funded Alumni Ambassador program to grow and diversify skilled volunteer pool.

- Worked closely with organizational board and *FIRST* national headquarters to consolidate and brand Virginia, Washington, DC, and Maryland *FIRST* chapters as *FIRST* Chesapeake in 2017.
- Directly impacted over 8,000 middle and high school students and outreach to another 100,000+ virtually.
- Successfully collaborated with individuals, corporations, private funders, and government agencies to reverse two-year \$500,000 deficit during the first 12 months as President/Executive Director.
- Working with the board chair, redesigned board materials, set new goals, and increased board engagement by 65% in the first 6 months as President/Executive Director.
- Developed operational policies and procedures, including sourcing policies, conflict of interest statement, code of conduct, and employee handbook.
- Initiated collaborations between the organization and for-profits during the pandemic to better serve rural and under-resourced communities resulting in more than \$100,000 in unique corporate and in-kind sponsorships.

#### **Commonwealth Grant Consultants, Richmond, VA. 2006-2011**

##### **Owner**

- Clients included civic organizations, museums, performing arts organizations, professional membership associations, literacy foundations and organizations representing children/adults with special healthcare needs.
- Successful grant applications up to 5 figures were made to National Institutes of Health, National Endowment for the Humanities, Virginia Business-Education Partnership, Virginia Commission for the Arts, Virginia Tourism Corporation, Appalachian Regional Commission, and many local foundations throughout Virginia.

#### **Virginia Association of Museums, Richmond, VA. 1998-2009**

##### **Virginia TimeTravelers' Program Director**

- Administered a collaborative non-profit/for-profit promotional program consisting of over 360 museums and 50 businesses in VA, NC, TN, and DC.
- Increased the program from 30 museums and 120 participants to a multi-state initiative that generated more than 550,000 museum visits and over \$1.6 million in tourism revenue annually.
- Secured program funding through grants, sponsorships, and non-state agency grants - including salaries for full and part-time staff - for eleven consecutive years.
- Created all marketing and public relations materials and communications.
- Implemented tracking systems to monitor the success of the program and its impact upon tourism and education.
- Collaborated with state agencies to distribute materials to over 400,000 families, schools, tourism-related businesses, and museums annually.
- Developed a collaborative marketing workshop and supporting materials for non-profits and local businesses, funded by Virginia Tourism Corporation, that was presented in 5 regions throughout Virginia.

#### **Virginia Opera, Richmond, VA. 1996-1997**

##### **Special Events and Volunteer Coordinator**

- Secured sponsorships and in-kind contributions for all Richmond-based special events.
- Worked closely with local committees and sponsors to develop donor cultivation events.
- Recruited and supervised volunteers.

#### **Virginia Association of Museums, Richmond, VA. 1994-1996**

##### **Program Coordinator**

- Planned all continuing education programs for over 1,000 professional members.
- Created successful funding proposals to support professional development for museum staff at small and emerging museums.

#### **Maymont Foundation, Richmond, VA. 1991-1994**

##### **Historical Programs Coordinator**

- Responsible for development of all educational historical programming, including school groups and the public.
- Recruited, trained, and supervised 30+ paid and historical program volunteers

## **EDUCATION**

Mary Washington College (University of Mary Washington), Fredericksburg, VA

BA: Historic Preservation

## **CERTIFICATIONS**

- Certified Fund Raising Executive, CFRE International (2022)
- Fundraising and Development, University of Richmond Institute on Philanthropy (2017)
- Nonprofit Marketing, University of Richmond Institute on Philanthropy (2017)
- Leadership Metro Richmond, LMR (2016)

## **AWARDS**

- Finalist, Historic Richmond Foundation Golden Hammer Awards – Exterior Renovation (2023)
- Honorable Mention, Innovative Programs - American Association for State and Local History, (2001)
- Governor’s Award, Virginia Business/Education Partnership - TimeTravelers Program, (2000)

## **VOLUNTEER/BOARDS**

- Virginia Association of Fundraising Executives Board Member (2024 -present)
  - Programs Committee Co-Chair (2024-present)
- Leadership Metro Richmond supporter (2016-present)
  - Annual Fund volunteer (2024)
  - Partnership for the Future “Coaches RVA” mentor (2017-2019)
- Richmond History Makers Awards Selection Committee (2015-2018)
- Ginter Park Neighborhood Association Board (2003-2010)
  - Board Secretary
  - Chair, Garden Walk
  - Chair, House Tour
  - Chair, Welcome Committee

## **PRESENTER**

- *Good Grants*, Chair and presenter, Virginia Association of Museums Annual Conference, Richmond, VA 2011
- *Development on a Shoestring for Small and Emerging Museums*, Virginia Association of Museums/Virginia Tourism Corporation Workshops, Richmond, VA 2009
- *Increasing Visitation Through Joint Marketing Ventures*, Chair and presenter, Virginia Association of Museums Annual Conference, Portsmouth, VA 2007
- *Effective Marketing*, Facilitator and presenter, Virginia Tourism Corporation Workshops, 2006
- *Successful Collaborations Among Non-Profits*, Chair and presenter, Virginia Association of Museums Annual Conference, Warm Springs, VA, 2004

## **MEMBERSHIP**

- Virginia Association of Fundraising Executives
- Association of Fundraising Professionals
- Memberships with numerous cultural organizations, including The Valentine Museum, Black History Museum and Cultural Center of Virginia, VMFA, and Lewis Ginter Botanical Gardens.