

## Value Proposition

Derek provides strong leadership and strategies for clients, helping expand and improve their fund development capacities while adhering to the Association of Fundraising Professional's Code of Ethics. With over 30 years of non-profit experience, Derek has expertise in all aspects of raising important financial resources for organizations. He has worked with leading Canadian organizations in the arts, education, youth empowerment, professional association foundations, and social services. A high-energy executive, Derek is engaging and a connector. He is adept at both traditional and social media, and his presentations are dynamic. Derek knows how important your history is to your current challenges and understands the foundations on which he will help you build a future of success. Derek is a person who thoroughly reviews your past to help you chart your future with strategic, alternative options to consider and execute.

## Selected Achievements

- Helped to secure an all-time record contribution of \$6 million for the Mustard Seed's Outside In Campaign.
- Successfully directed the raising of a record amount for the Canadian Society of Exploration Geophysicists (CSEG) Foundation in 2012/2013 from \$4,000 to \$460,000.
- Doubled the annual support from \$360,000 to \$720,000 in just two years at Strathcona-Tweedsmuir School.
- Secured the largest gift in the history of St. George's School in 2001 and its first \$1 million donation.
- Developed robust and impactful three-year fund development plans for many clients.
- Recognized by the Canadian Association of Independent Schools Advancement Professionals (CAISAP) in 2009 with the Sam Heaman Award for leadership and sector service.
- Extensive special event and anniversary organization, as well as unique-themed fundraising gala success.
- Successful major gift and relationship-building experience in Hong Kong, Taipei, Beijing, Shanghai and Seoul.
- Experienced publication designer and editor with numerous titles to his credit.
- Received the Gold Duke of Edinburgh's Award in 1980 from HRH The Prince Philip at Rideau Hall, Ottawa.

## Experience

- Instructor for Georgian College's Fundraising and Resource Development Program – Annual Giving: Principles and Process course
- Derek D. Fraser Philanthropic Advisors (iDophilanthropy) – Consulting Practice for a broad spectrum of clients
- Calgary Rotary Challenger Park, Centre for All Abilities Campaign, Associate Campaign Director
- Mustard Seed Society, Outside In Campaign, Campaign Director for Centre 1010 (Affordable Housing Tower)
- Strathcona-Tweedsmuir School, Advancement, Communications and Admissions Management
- St. George's School, Advancement, Communications and Campaign Management
- Ridley College, Annual Fund, Special Events, Campaign Operation, Alumni Association Management

## Qualifications

- Certified Fundraising Professional (CFRE) (2004 - Present)
- Association of Fundraising Professionals (AFP) Foundation for Philanthropy – Canada – Director
- Association of Fundraising Professionals (AFP) Committee on Directorship – Canadian representative
- Youth Central – Director/Chair – Fund Development Committee
- The Duke of Edinburgh's Award-AB/NT/NU Division – Director/Former Vice President
- Association of Fundraising Professionals (AFP) Canadian Council – Former Chair
- Canadian Association of Independent Schools Advancement Professionals (CAISAP) – Past President

