

LOREN RIEMER

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Summary

Executive leader focused on setting strategic direction, fostering strong partnerships, and advancing organizational goals for nonprofits. Demonstrated ability to secure funding through successful grant writing and major donor engagement, with a track record of building collaborative relationships and delivering impactful projects that support the organization and its stakeholders.

Advancement executive with more than 14 years of experience leading comprehensive fundraising programs for mission-driven nonprofit organizations, including national park philanthropy, higher education, and human services. Proven success building advancement infrastructure, securing transformational philanthropic investments, growing donor portfolios, strengthening board partnerships, and scaling organizations through strategic fundraising, communications, and executive leadership.

Skills & Abilities

- Nonprofit leadership and management
- Statewide, national, and international project management
- Development and communications strategy and execution
- Major gifts/donor management
- Capital campaign execution
- Public relations and audience engagement
- Research and qualitative data analysis
- Government relations and public policy management
- Strategic and financial planning, budgeting, and budget management
- New business development, strategy, and implementation
- Grant writing, copy editing, event planning and coordination

Experience

EXECUTIVE DIRECTOR & CEO, BIG BEND CONSERVANCY | 03/2021 – PRESENT

Austin, TX & Big Bend National Park, TX

- Oversees all aspects of organizational leadership, including strategic planning, project and personnel management, fundraising, grant administration and reporting, budgeting, and executive function.
- Leads all organizational advancement strategy, major gifts, and capital campaigns.
- Provides timely, consistent insight to the board of directors and develops annual work plans in partnership with National Park Service leadership.
- Manages monthly and annual financials/budgeting, audits, 990s.
- Directs donor stewardship and communications, including newsletters, digital marketing, email campaigns, and social media, and serves as the organization's primary community and media contact.

- Cultivates and maintains foundation relationships through grant writing, submission, reporting, and administration that has secured more than \$1.2 million for sustainability efforts and \$2 million for land acquisition initiatives.
- Increased organization net assets from \$400K to over \$5 million in five years and raised over \$3 million in the last calendar year.
- Cultivated and received the organization's largest bequest of \$1.4 million and implemented a new planned giving campaign and organization.
- Increased annual revenues by over 300% within the first three years.

VICE PRESIDENT, DEVELOPMENT OPERATIONS, UPBRING | 09/2014 – 02/2021

Austin, TX

- Led and executed a comprehensive fundraising program, raising \$7 million annually from foundations, agencies, corporations, individuals, direct mail, planned giving, and special events.
- Managed external relations budgets (development, marketing, communications, advocacy), developed standardized ROI reporting, and contributed to senior leadership strategic planning.
- Built and diversified funding streams while overseeing all donor stewardship, cultivation, and retention, resulting in a 35% increase in repeat donor retention, 44% increase in first-time retention, and acquisition of 275+ new donors in FY18.
- Designed and launched new corporate relations and in-kind gift departments.
- Managed 15 employees (8 direct reports), 4 consultant groups, and led corporate, foundation, church, and volunteer relations, annual events, and CRM/prospect analysis.
- Researched and vetted new business opportunities, managed due diligence for acquisitions, and coordinated crisis response communications and programming.
- Personally solicited and managed all major gift prospects (\$500K+) and maintained a donor portfolio statewide.
- Managed statewide capital campaigns for construction of new campus facilities and programs.
- Supervised all federal grant writing and reporting efforts to ensure long-term reimbursement contracts for social services programs such as Head Start.
- Volunteer and community engagement for statewide events and on-site programming.

ANNUAL FUND AND GRANTS MANAGER, CONSPIRARE | 05/2014 – 09/2014

Austin, TX

- Oversaw and fostered all aspects of organizational relationships with foundations and granting government agencies while facilitating all annual fund activities, including direct mail appeals, events, and cultivation programs.
- Created corporate sponsorship program, identified and cultivated group's first corporate partners, and created sustainable funding streams for all touring, recording, and operating expenses through diversified donor pools.

DIRECTOR, FOUNDATION RELATIONS, CONCORDIA UNIVERSITY | 09/2012 – 05/2014

Austin, TX

- Managed all aspects of university relationships with foundations and granting government agencies, including writing grant proposals and reports for all university academic department entities, programs, and capital campaigns.
- Aided in strategic program building – including build out of independent nursing school – project management, research, quantitative and qualitative reporting, monitoring and evaluation.

Education

MASTER OF GLOBAL POLICY STUDIES, UNIVERSITY OF TEXAS, 05/2012

Specialization in International Development and Public Policy

Certificate, Nonprofit Management

B.A., JOURNALISM, UNIVERSITY OF TEXAS, 05/2009

Minor in Communications

Graduated with honors

B.A., GOVERNMENT, UNIVERSITY OF TEXAS, 05/2009

Graduated with honors

Community Engagement

- Speaker/mentor at LBJ School of Public Affairs Alumni Panels
- EarthShare of Texas board member (Jan. 2024 – present)
- Speaker at annual Friends Alliance Conferences and National Park Foundation Panels (D.C.)