

# DIETER FENKART-FROESCHL

Washington, DC |

## WORK EXPERIENCE

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### **NATIONAL FOREST FOUNDATION – Washington, DC**

**2024 – Present**

*President & CEO*

Lead the congressionally chartered national nonprofit partner of the U.S. Forest Service, stewarding a bold vision to restore and enhance America's 193 million acres of National Forests and Grasslands. Serve as a catalyst, innovator, and doer by convening communities, partners, and policymakers to turn America's love of nature into action and on-the-ground impact. Advance a mission-driven strategy aligned with the U.S. Forest Service's highest priorities (wildfire resilience, land and watershed restoration, and recreation enhancements) while collaborating closely with USDA and Forest Service leadership, a 30-member Board of Directors, and a nationwide network of partners. Lead and inspire a dedicated team of 170+ professionals working at scale to ensure healthy, resilient forests for generations to come.

### **NATIONAL PARK FOUNDATION – Washington, DC**

**2018 – 2024**

*Chief Operating Officer*

Served as advisor and deputy to the President and CEO for the Congressionally chartered national philanthropic partner of the National Park Service, a rapidly-growing organization with \$400M+ in net assets, \$200M+ in annual revenue, \$130M+ in impact, an operating budget of \$40M+, 120+ staff, and 250K+ annual donors.

- Charged with advancing four major goals: (1) make national parks a philanthropic priority, (2) advance National Park Service priorities by raising \$1B+ in private philanthropic support by 2028, (3) elevate the community of 400+ park partners to perform at a significantly higher level, and (4) elevate the Foundation's capacity to deliver a best-in-class program as it grows into a \$200M/year organization.
- Led as a culture-carrier. Directly managed and oversaw all areas of the Foundation (Philanthropy, External Affairs, Programs & Partnerships, Finance, Technology, and HR). Stepped in as interim for every C-Suite position while advancing enterprise-wide goals to outperform annual objectives.
- Tripled revenue and support in six years (\$65M to \$180M+) through key strategic investments. Personally cultivated and stewarded a portfolio of donors at the 6- and 7-figure level (closed an 8-figure gift). Advanced executive visibility while promoting NPF as a trusted national brand.
- Tripled grantmaking and programmatic impact in six years (\$37M to \$110M+). Partnered with the National Park Service and field partners to advance innovation and priority projects across four key areas: climate resiliency, storytelling, next generation stewards, and world class visitor experiences.
- Continued to elevate NPF as an Employer of Choice through planning and personnel investments. Grew personnel from 70 to 125 in six years. Steadily led the Foundation through COVID. Advanced a healthy and vibrant work ethic and culture that pushed for best-in-class practices.

### **SAN DIEGO MUSEUM OF ART – San Diego, CA**

**2013 – 2018**

*Chief Operating Officer*

Supervised and managed Southern California's largest arts and education institution with 20,000+ works of art, 115,000 square feet of space, 120+ staff, and 370K+ annual visitors.

- Hired by the Board of Directors to advance three major goals: (1) make art accessible to all, (2) develop a strategic vision and drive accountability across the organization to meet the vision, and (3) strengthen the financial position of the Museum through cost controls and new revenue sources.
- Managed and oversaw all departments. Stepped in to support other C-suite positions during vacancies. Spearheaded the development and implementation of the Museum's strategic plan. Successfully led the Museum's AAM reaccreditation efforts with the highest accolades. Created first-ever capital plan and completed major capital projects on time and with minimal disruption to the institution.

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Washington, DC | Mobile: 646-812-3239 | [dieterff@yahoo.com](mailto:dieterff@yahoo.com)

- Solicited, cultivated and stewarded donors in the 5-figure range. Augmented earned revenue through multiple channels. Represented the Museum in the media, at cultivation events, and at conferences. Actively worked with elected officials and key stakeholders to strengthen advocacy for the arts.
- Developed and implemented innovative programs to make art more accessible. Grew attendance by 73% by making the Museum “the” place to be via popular public programs, an award-winning App, and by hiring an innovative restaurant group that quickly became a must-visit destination.
- Spearheaded the development, fundraising, and installation of a free, outdoor exhibition of world-renown sculptures in Balboa Park’s Plaza de Panama for the first time in the Park’s 100-year history.

### **AMERICAN MUSEUM OF NATURAL HISTORY – New York, NY**

**2005 – 2013**

Progressive management responsibilities in leading science and education institution with 32 million specimens, an operating budget of \$165M, 1,000 full-time staff, and four million annual visitors.

#### *Senior Director, Finance & Administration, Institutional Advancement*

*(2010 – 2013)*

- Key member of the leadership team responsible for the private and public fundraising program that yielded \$80M in annual support for research, education and general operating support. Oversaw three departments (Finance, Membership, Planned Giving) with 65 staff.
- Helped shape the Museum’s \$1B capital campaign by working with all scientific and education departments. Redesigned the 50K member household program, yielding a 20% jump in net revenue. Restructured the digital fundraising efforts to grow the base of donors and reduce gift processing expenses. Implemented emerging UPMIFA guidelines and corresponded with donors accordingly.
- Key member of several institution-wide committees (*campaign planning group, marketing committee, exhibition committee, AAM accreditation team, employee grievance committee*).

#### *Director, Operations Division*

*(2005 – 2010)*

- Provided the SVP of Operations with guidance and expertise on all areas of operations. Managed and oversaw two departments with union and non-union staff.
- Acted as an internal management consultant and took on progressively more challenging projects. Examined and implemented strategies to reduce costs and reinforce best management practices. Spearheaded data analytics and finance and budgeting. Chaired the Sustainability efforts at the Museum. Co-led the creation of the popular Sleepover program to grow earned income by \$1M.
- Worked closely with all levels of partners and internal stakeholders to advance programs in science and education. Co-managed a comprehensive five-year collections risk assessment of the Museum’s 32M+ collections and shared results publicly at conferences and in trade journals.

### **NATIONAL PARKS CONSERVATION ASSOCIATION – (USA & Int’l)**

**2001 - 2005**

#### *Senior Program Manager, Center for Park Management*

Co-founded the Center for Park Management, a consulting practice whose goal it was to increase the effectiveness of the 400+ unit National Park Service and other protected areas.

- Launched a management consulting practice to develop and implement programs designed to enhance the financial capacity and business acumen of park managers. Identified and established the Center’s strategic vision in its formative years by shaping and guiding strategies and operating procedures.
- Interacted with all levels of management to translate management plans into practical solutions. Cultivated new business and solicited supplemental funding from foundations and corporations.

### **BANK AUSTRIA CREDITANSTALT, INC. – Greenwich, CT**

**1997 – 2000**

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*Associate, Corporate Finance Division*

Member of Corporate Finance team focused on middle-market, leveraged recapitalizations.

- Managed a \$95M portfolio of middle-market companies. Worked with senior management and clients in the US and Austria to prepare financial forecasts, conduct due diligence and underwrite transactions for more than a dozen leveraged finance transactions. Underwent Citibank credit training program. Acquired a high proficiency in business analytics and valuation models.

## EDUCATION

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HARVARD BUSINESS SCHOOL – San Diego, CA March 2015

- Not-For-Profit Leadership Certificate Program (8-week course)

COLUMBIA BUSINESS SCHOOL – New York, NY May 2002

- Master in Business Administration (MBA), Management/Finance/Operations

BRANDEIS UNIVERSITY – Waltham, MA May 1997

- Bachelor of Arts (B.A.), Majors in History and Economics, Minor in Accounting

## SKILLS AND INTERESTS

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Computer Literacy: MS Office Suite; Raiser's Edge/NXT; Fluxx; NetSuite; Adobe

Languages: Native German & English; basic Portuguese; beginner Japanese

Former Board Exp: VP at the Balboa Park Online Collaborative; Assistant Treasurer at Balboa Art Conservation Center; President of two co-operative apartment buildings in NYC

Hobbies: Passion for traveling; experiencing the outdoors and cultural sites; cooking and reading

Highlights: Section hiking the John Muir Trail and Continental Divide with my sons; Hiking the Inca trail; biking through Europe with my brother; celebrating my bachelor party in Big Bend National Park