



Erica de Vries
Sr. Vice President

Erica is a Senior Vice President of CCS and based in our Boston office.

She shares responsibility for project management across New England and on select projects in the Midwest. Part of the senior leadership team, she co-manages a twenty member staff on a diversity of projects: secondary educational institutions, colleges, and universities; arts and culture organizations; faith based entities; environmental projects; hospitals, health centers, and health and human service organizations; and economic development concerns. She works with lead donors, trustees of major NGOs, and CEOs of complex, multi-tiered organizations. She supervises multi-director engagements and oversees large development staffs and programs.

Trained as an attorney at Vanderbilt Law School in Nashville, Tennessee, where she served on the *Journal of Transnational Law*, Erica has consulted with nonprofit organizations for fifteen years. For two years, Erica was part of CCS Europe's executive leadership team, working out of our London office and serving clients in the UK and Europe, as well as North Africa and Middle East.

Today her work focuses on achieving sustainable growth in major gifts and unrestricted operations, especially using data to determine areas for strategic focus and investment; creating successful principal gift engagement and solicitation strategies; engaging strategic corporate and foundation support; structuring emerging fundraising programs; assessing the viability of and approach to large scale capital, endowment, and comprehensive campaigns; identifying leadership gift potential, engaging potential contributors, and closing pledges; and helping organizations to implement those plans by working closely with internal executive leadership, volunteer leaders, and staff members to structure attractive programs. A selection of nonprofits with which Erica has worked across a range of sectors include:

- **Maine Community College System:** Erica worked with the organizing government entity of the seven community colleges, each of which had a separate and distinct fundraising program. Her assessment resulted in the creation of a nonprofit umbrella organization, the Maine Community College Foundation, which subsequently embarked upon a campaign that increased philanthropic support of the comprising entities more than tenfold.
- **The Dimock Center:** This community health center in Roxbury, MA, needed to raise \$5 million between May and December 2015. It exceeded its minimum goal to renovate the Acute Treatment Services building that houses detoxification services for people battling addiction. The Center exceeded goal ahead of schedule.
- **SingHealth and Duke-NUS:** The recently formed umbrella organization for two hospitals, five specialty centers, nine polyclinics, and one medical school engaged CCS to assess current decentralized development activities, outcomes, and budgets. The new entity asked CCS to determine the capacity and path to raising as much as \$250 million in new support.
- **Maine Huts & Trails:** For this brand new nonprofit with no donor base and no natural constituency, Erica shaped a successful campaign that incorporated high-level support from corporations and foundations, as well as major gift support from individuals.
- **The Roman Catholic Dioceses of Cleveland, OH, Portland, ME, Portsmouth, UK, and Buffalo, NY:** The first two dioceses raised more than \$210 million on combined targets of \$175 million through a three-tiered engagement: executive and volunteer leadership; staff-driven approaches; and 200+ separate parish campaigns. Erica recently led an increased offertory initiative for the Diocese of Portsmouth. She is currently consulting on a \$100 million effort with the Diocese of Buffalo.
- **The Episcopal Dioceses of Jerusalem, Ohio, and Massachusetts:** Erica co-led a feasibility study for the Diocese in Jerusalem, which covers Israel, Palestine, Syria, Jordan, and Lebanon. A group of esteemed clergy, including the Presiding Bishop, and lay leaders served on the international study committee to explore a global effort. She has worked on a study for the Ohio Diocese, which exceeded its target, and also was part of the CCS team that designed an effort in Massachusetts that raised more than \$32 million on a \$20 million goal.