

# Angelo DiPasquale, CAVS

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## Program Management | Project Leadership Community Outreach • Volunteer Engagement • Fundraising & Events

**Entrepreneurial, creative leader with expertise in developing and implementing innovative community relations, volunteer management, development, and special event programs.** Proven ability to manage projects ranging in size and complexity from fundraising galas, walk-run events, and local food drives to a large-scale facility renovation/redesign to award-winning community service programs.

### Areas of Expertise

**Program & Project Management • Strategic Planning • Partnerships/Sponsorships • Corporate Citizenship Development • Special Events • Volunteer Engagement & Management • Team Leadership • Vendor Management Marketing/Promotions/Public Relations • Budget Management**

Strong established relationships with numerous area nonprofits and community groups. Successful track record in donor solicitation, face-to-face “ask,” and in exceeding fundraising goals. Skilled in negotiating win-win outcomes for sponsors, advertisers, and key stakeholders. Microsoft Office, database management, Internet research, and social media skills.

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## Professional Experience

NONPROFIT CONSULTANT | Tampa, FL 2014 –present  
**Consult with local community organizations on volunteer engagement and development strategies.**

Recent pro bono clients include *Tampa Bay Hope for Kids*, which provides homeless/low-income children with the essentials through community drives and corporate donations, and the *National Veterans Wheelchair Games*, an annual multi-event sports and rehabilitation program sponsored by the Department of Veterans Affairs and the Paralyzed Veterans of America.

BAY AREA HEALTHSYSTEMS (BAHS) | Tampa, FL 1998-2014  
**Director of Volunteer Services & Community Outreach (Volunteer Engagement) | Bay Area Hospital | Tampa, FL**

Directed, recruited, trained, and engaged a **500+ multi-generation volunteer corps**, managed 3.5 staff, oversaw \$300K budget, and reported directly to hospital president. Standardized volunteer processes and tools throughout system. Developed community outreach programs, directed annual fund campaigns, led special events, and partnered with development department to cultivate and solicit donors. Assisted with PR and marketing of programs. Selected achievements:

### Volunteer Management

- ❖ Grew a 500+ volunteer corps and **extended length of volunteer commitment 30%** by leveraging outstanding staff relationships to create custom volunteer opportunities aligned with volunteer interests.
- ❖ Following downsizing of full-time gift shop employees, **resourcefully rebuilt a profitable volunteer-run gift shop**, and **increased shop income by more than 60% per month within first year of operation**. Also conceived and implemented additional small volunteer-run fundraiser, which grossed approximately \$3,000 per year.

### Community Outreach

- ❖ Partnered with *Spark the Wave*, the *National Organ Donation Gift of Life*, the *United Way*, and other nonprofits to **elevate and expand the Youth Summer Volunteer Corps Program** from a 30-student hospital volunteer program to a **125-student competitive, student citizenship program**. Received Hospital Association of Pennsylvania **community benefit award**.
- ❖ **Expanded hands-on learning time for job training program for disadvantaged students** from 2 to 5 days a week by indentifying opportunities and collaborating with hospital units to develop customized, volunteer experiences to fit student career interests. Job training program along with hospital high school health careers program **was recognized by school district with Youth Leadership Award**.
- ❖ Other community outreach programs included **organizing ongoing monthly food/seasonal need collections for local food pantry**, holding health education events for general public, assisting local government in **creating a 5K race fundraiser** to fund new police station, and **inviting local artist guild members** to display artwork in hospital.

BAY AREA HEALTHSYSTEMS (BAHS) | Bay Area Hospital, continued

### *Development Events & Special Projects*

- ❖ Called on project management expertise to spearhead first-ever hospital annual fund and effectively managed 4 subsequent campaigns, **exceeding employee giving target goal by 15-20% annually.**
  - Recruited and **led fundraising committee** of more than 30 representatives from various hospital departments. Oversaw **campaign roll-out, public relations, and events** subcommittees.
  - **Secured in-kind donations from local vendors**, including airline tickets, televisions, and other items, to support event raffles and giveaways for 6-week schedule of campaign events.
- ❖ **Stewarded yearlong series of events to celebrate hospital centennial.** Managed budget to coordinate food, design and decor, and other logistics for culminating VIP cocktail party.
  - **Tapped into artistic training and background** to conceptualize, participate in, and lead creation of Historical Board project, which featured large photographs and commentary to commemorate hospital history. Also **initiated/developed idea** for **“Buy a Brick” fundraiser** to create donor brick path for new park seating area.
- ❖ Managed numerous vendors **to orchestrate multi-faceted redesign/renovation of hospital interior.** Oversaw painting and installation of flooring and furniture. Established hospital design standards.

*Previous professional experience includes* serving as an art therapist for Institute of Tampa Bay Hospital. Relevant highlights include launching an art gallery on campus by collaborating with the Tampa Museum and the medical staff, planning and organizing cultural events for patient population, and serving as United Way chair.

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### **Awards**

#### ***George Allen Award for Outstanding Leadership in Volunteer Management***

Tampa Society of Directors in Volunteer Services in Healthcare, 2011

#### ***Achievement Award for Community Benefit in Youth Programming***, Hospital Association of Florida, 2011

***Manager of the Quarter***, Bay Area Healthsystems, 2010

***Youth Leadership Award***, Pasco County School District, 2003 and 2007

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### **Community Leadership/Fundraising Events**

***Allyson West Cancer Center***: Coached local Dragon Boat Festival teams that raised and donated \$500K to the cancer center.

***Cathy Smith Breast Cancer Foundation***: Auction committee member for Bay Area Tennis Tournament that raised more than \$120K.

***Falls House***: Developed art programs for adolescents at risk. Programs were featured on the *Oprah Winfrey Show*.

***Kindred Hospital***: Established a cancer support program for women.

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### **Professional Affiliations**

***Florida State Directors of Volunteer Services***, 2004-2011 | President | Vice President | Web Master

***Society of Directors of Volunteers Services***, Southeastern Chapter

***Volunteer Administration Services*** (VAS)

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### **Certifications & Education**

***Certified Administrator of Volunteer Services (CAVS)***, Society of Directors of Volunteer Services

***Certificate, Fundraising***, University of Tampa, Tampa, FL

***Coming of Age Learning Lab***, University of Florida, Gainesville, FL

***Masters of Arts***, Art Therapy, Florida State University, Tallahassee, FL

***Bachelor of Fine Arts***, University of Miami, Miami, FL