

NDOA northwest **development** officers association

Growing Philanthropy and the Fundraising Profession



Kurt Graupensperger
Development Officer
University of Puget Sound
www.ups.edu

Background

Development field and related experience

- Certificate Program in Fundraising Management, University of Washington—1998-99
- Corporate Development Manager, Seattle Symphony—1999—2001
- Director of Corporate and Foundation Relations, Seattle Opera—2001-2002
- Development Officer, University of Puget Sound—2002-Present

Special skills in the field

- Major gift cultivation and solicitation with individuals (\$50,000-\$250,000)
- Corporate sponsorships
- Grant application preparation

Volunteer work

- NDOA SIS Committee 2003-Present
- Boy Scouts of America 2005-Present

Favorite Things

What make you unique – activities, hobbies, family, interests

- 2. Vorplattler (2nd Dance leader/instructor) with Enzian Schuhplattler (Bavarian folk dancing group), Seattle—2003-Present
- Member of Northwest Repertory Singers, Tacoma—2005-Present
- My wife, Jenny, and I have two adopted daughters (ages 6 and 3) from China and therefore have a vested interest in the plight of poor families there faced with the daunting decision of abandoning their children due to the one-child policy and prejudicial poverty.
- As leaders of the China Mission Team at our church, my wife and I lead and coordinate efforts to provide education, healthcare, and resources for rural Chinese children and their parents who are illegal migrant workers in Beijing.
- Former professional opera chorus singer; Freiburg (Germany) Stadttheater—1995-97

Tell us briefly about your first fundraising experience

- In 1993, I put on two benefit recitals in Boston and Seattle and asked friends and relatives to make a free will donation to benefit me by helping me pay for a summer musical study abroad program in Austria. I raised \$7,000—\$1,000 more than I needed.