

## **Jessica Wayne**, *Adjunct Counsel: Corporate and Foundation Relations*



Jessica Wayne is a fundraising professional, offering a diverse scope of services focused on corporate and foundation relations. She is a specialist in every aspect of corporate and foundation fundraising work, including the development of fundraising plans, prospect research, grant writing, sponsorship solicitation and relationship management. She has extensive experience in development and communications, with a strong background in large-scale fundraising campaigns, account / relationship management and writing.

For the past 11 years, Jessica has consulted for a broad range of non-profit organizations from various sectors (health, social services, education, arts) and of varying sizes. Some of her clients to-date include the American College of Surgeons Foundation, Rosecrance Health Network, Purdue University Calumet, Civitas Ensemble, Hubbard Street Dance Chicago and Concordia University Chicago. As an example of work for the American College of Surgeons Foundation, Jessica has overseen corporate and foundation fundraising for the College's national convention; conducted extensive prospect research; and prepared fundraising materials and grant proposals. Jessica has offered similar services to the Rosecrance Health Network, where she has developed systems and tracking for corporate and foundation fundraising, and has successfully prepared government, corporate and private foundation proposals.

This work followed her longstanding role (1997-2006) with the Chicago Symphony Orchestra as the Director of Corporate Development. While there, Jessica was responsible for generating over \$4 million for the CSO's operations annually through outright gifts, sponsorship, event and in-kind support. Prior to this, Jessica Wayne served as Director of Development for The Great American Children's Theatre Company (1995-1997) in Milwaukee, WI. While there, she created and implemented the company's first development plan, setting forth goals, strategies and timelines for fundraising efforts.

Jessica Wayne holds a Master's degree in Community Arts Management and a Bachelor's degree in History and Economics from the University of Illinois. She is a member of the Association of Fundraising Professionals (AFP) Midwest and Women in Development Professions (WIDP).

