

Joseph A. Sorenson, CAP®

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Professional Experience

Director of Affiliate Relations

January 2015 - Present

Community Foundation of Greater Des Moines, Des Moines, IA

My role is to provide strategic vision and leadership for a network of 40 county and community foundations affiliated with the Community Foundation of Greater Des Moines. My proven relationships with these community leaders provides the critical link between philanthropic strategies including charitable giving and grantmaking, and the community stakeholders seeking my support. This robust link results in a comprehensive development plan that fuels rural philanthropy activity across the state of Iowa, benefiting individual communities for the larger good of the state of Iowa.

- Facilitate more than \$10 million charitable giving and \$5 million in community grants annually
- Produce network asset growth of 28% in two years
- Assist individuals and families in establishing a charitable legacy through community foundations funds
- Coordinate initiatives to grow philanthropy across Iowa with regional and statewide stakeholders
- Manage group of development contractors to achieve strategic advancement goals
- Experience in accepting noncash assets such as real estate, closely held businesses, farmland, grain and more
- Provide more than 50 presentations annually on planned giving best practices to audiences varying from 10 to 250 attendees

Community Foundation Fundamentals Course Instructor

June 2015 – Present

Council on Foundations, Arlington, VA

I was nominated by a peer to serve as course instructor for the Council on Foundation's Community Foundation Fundamentals Course. Developed in conjunction with Indiana University's Center on Philanthropy, these courses help community foundation staff, board members and volunteers master the unique aspects of the community foundation field.

- Communicate course curriculum over a two-day period to professionals new to the community foundation field
- Provide insight to best practices in: governance, asset development, grantmaking, foundation investment strategy and organizational effectiveness
- Serve as ongoing resource to community foundation professionals across the country

Manager of Affiliate Relations

July 2012 – December 2014

Community Foundation of Greater Des Moines, Des Moines, IA

Provided assistance to a network of 40 county and community foundations affiliated with the Community Foundation of Greater Des Moines. My responsibility was to serve as a resource to mostly rural community foundations by supporting them in grantmaking, asset development and board development. My first year of this role was served as an AmeriCorps VISTA.

- Created a bi-weekly e-newsletter to communicate timely resources to statewide network
- Facilitated board trainings designed to empower local community foundations to grow in their planned giving activity
- Assisted volunteers in creating websites, print materials and other marketing collateral, translating complex concepts into easy to understand themes
- Established thorough understanding of fundraising techniques in major giving, planned giving, donor relations and prospect research

Education

The American College, Bryn Mawr, PA

January 2015 – October 2015

Chartered Advisor in Philanthropy Certification

Simpson College, Indianola, IA

Diploma April 2012

Bachelor of Liberal Arts, Economics with emphasis in Finance, Applied Philosophy

Leadership and Community Involvement

- Rural Development Council, Member
- Leadership Iowa University, Board of Directors/Recruitment Committee Chair
- Young Nonprofit Professionals Network – Des Moines, Board of Directors/Treasurer
- Association of Fundraising Professionals of Central Iowa, Board of Directors/Secretary
- Mid Iowa Planned Giving Council, Member
- Junior Achievement of Central Iowa, Volunteer
- YMCA of Greater Des Moines, Volunteer