

# Gary N. Gladstone, CFRE

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An accomplished non-profit executive and results-oriented leader with over 25 years of non-profit, corporate, government and volunteer experience. A strategic thinker and team builder with a proven track record of helping organizations achieve or exceed their revenue goals. A seasoned professional with the demonstrated ability to deliver superior results by building consensus and cultivating effective relationships with multiple stakeholders. An exceptionally focused talent with proven expertise in integrated fund program development and implementation who is passionate about building community and leveraging diverse teams to achieve fiscal and organizational objectives.

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## Professional Experience – Not For Profit Sector

Gladstone Consulting Inc,  
Principal

2008 – Current

- Director of Development for David Soknacki Campaign for Mayor, City of Toronto, 2014 responsible for co-ordinating and managing a high level fundraising strategy with complete back office functionality
- Financial Resources Development Officer for Zareinu Educational Centre of Metropolitan Toronto, responsible for Government Relations, Foundation and Corporate major opportunities. Have arranged meetings and tours with many Ministers, Senior Staff and advisors to the Premier
- Obtained over \$6.0 Million in funding from Federal, Provincial and Municipal governments for over 10 clients
- Director of Advancement for Rocco Rossi Campaign for Mayor, City of Toronto 2010, responsible for co-ordinating and managing a high level fundraising cabinet with complete back office functionality to generate over \$1.2 Million in a ten month period
- Managed entire campaign for 19<sup>th</sup> Annual Dinner and Draw attracting over 700 patrons, raising just under \$500,000, implemented Tribute Journal, managed Volunteer Committee and oversaw all details for successful implementation
- Streamlined operations of money losing Foundation and worked with the Board to refocus all energies to Direct Mail, Planned Giving and Major Gifts ensuring stable funding for Long Term Care Facility in Markham and implemented online fundraising campaign generating \$70,000 in revenue.
- Consultant to corporation wishing to expand business in Markham

**Recent clients include:** Vishnu Mandir – Voice of the Vedas, David Soknacki – Toronto Mayorality Candidate, Nanny Angel Network, Sanatan Mandir Cultural Centre, CariVaughan, Rocco Rossi Campaign for Mayor, Shmuel Zahavy Cheder Chabad, Markhaven Foundation, Bais Chaya Mushka, Caring Homes for Orphan Children, Chess 'N Math Association, Discount Car and Truck Rental, Oxford Road Developments, Zareinu Educational Centre, Whitchurch Stouffville Strawberry Festival, Federation of Chinese Canadians of Markham, A-Vocation Employment Alliance of Durham, Beth Joseph Lubavitch Synagogue, Hungarian Canadian Cultural Centre, Friends of Simon Wiesenthal Center for Holocaust Studies, Festivals and Events Ontario, St. Clement of Ohrid Macedonian Orthodox Cathedral, Markham District Veterans Association, Jewish Federation of Greater Toronto

The Centre for Israel and Jewish Affairs  
Director, Grant Seeking Directorate

2013 – 2014; 2015

- Instrumental in realizing goal of \$2M CAD at two major fundraising galas (Toronto and Winnipeg). Assembled and vetted corporate and community lists; assigned or made approaches and follow-ups as appropriate for gifts of \$2500+. Coached Chairs and Committee members on personal fundraising approaches and followed up as needed.
- Created, oversaw and directed the CIJA Grant Seeking Directorate. Delivered service excellence to constituent agencies with regards to all aspects of grant research, writing and submission.
- Developed a new revenue stream by coordinating and undertaking submissions of grant applications for CIJA.
- In partnership with the Board of Directors, developed a culture of philanthropy in the organization.

- Responsible for the development functions that relate to all prospect identification, cultivation, solicitation, and stewardship activities related to the \$400 Million Capital Campaign spanning three campuses in the Greater Toronto Area
- Support to other areas of development including but not limited to annual giving, special events and communications
- Generated in excess of \$1 Million from Individuals, Foundations and Government

Regesh Family & Child Services

Director of Development

2006 – 2008

- Responsible for all fundraising endeavours such as Direct Solicitation, Grants, Donor Recognition, Direct Mail, Special Events and Annual Giving to ensure the growth of Regesh Family & Child Services and established comprehensive annual giving program, generating over \$400,000 per annum
- Met with all levels of government to seek funding envelopes for Regesh leading to United Way Project Funding and Government of Canada multi year grant
- Responsible for all marketing of Regesh Family & Child Services

Shmuel Zahavy Cheder Chabad

Business Manager / Director of Development

1998 – 2006

- Directly responsible for all non-educational operations of the Jewish High School and Elementary School, of 300 international dorming students
- Oversaw total combined operating budget of \$3.0 million
- Responsible for; fundraising, budgeting, setting tuition fees, collections, staff supervision, payroll, building maintenance and community relations, maintaining liaison with parents from around the world as well as ensuring the safety and well-being of the students
- Coordinated Annual Dinner and Draw generating over \$350,000 per annum

B'nai B'rith Youth Organization

Director of Development

1994 – 1998

- Implemented, managed and directed a comprehensive charitable gaming program for the Jewish Community involving Bingos, Break Open Tickets and Casinos to generate approximately \$400,000 per annum
- Liaison with Minister of Consumer and Commercial Relations and his staff with regards to all elements of Charitable Gaming
- Managed all facets of Alumni Fund Raising (i.e. Direct Mail, Golf Tournament, etc.)

Shmuel Zahavy Cheder Chabad

Director of Development (Part Time)

1992 - 1994

- Implemented, managed and directed a comprehensive charitable gaming program for the Lubavitch Community involving Bingos and Casinos to generate approximately \$250,000 per annum

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**Professional Experience – For Profit Sector**

Mollie Gladstone Accessory's

Vice President Administration and Information Systems

1988 – 1995

- Managed the daily operations of one of Canada's leading Fashion Jewelry Importers and Distributors
- Administered annual budget of approximately \$2 million and provided total after sales support for annual sales of over \$2 million
- Supervised up to six staff, two partners and one senior manager
- Responsible for planning and implementing exhibits at Trade Shows countrywide
- Designed and implemented systems in all facets of the company's operation, including automation
- In charge of Customer Service for over 1200 accounts including 25 national accounts

AT&T Canada (Formerly CNCP Telecommunications)

Information Centre Analyst

1986 – 1988

- Provided training and support for mainframe and micro-based End User Computing across the country.
- Conceived and spearheaded the development of a bimonthly newsletter: "I.S. News and Views".

- Joined the organization as the only Programmer Analyst in Canada and advanced to Systems Supervisor

### Community Activities and Volunteer Experience

- Recipient, Queen Elizabeth II Diamond Jubilee Medal, December 2012
- Nomination Contestant for the Federal Riding of King-Vaughan 2014 - 2015
- Regional Lead, Justice of the Peace Appointments Advisory Committee, 2007 – Present  
Appointed by Attorney General to coordinate the screening, interviewing and classifying of all Justices of the Peace in York and Durham Regions
- Chair, Ontario Trillium Foundation Grant Review Team for York Simcoe, 2010 - 2012  
Appointed by Minister of Culture to be chairperson of York Simcoe Grant Review Team
- Member, Ontario Trillium Foundation Grant Review Team for York Simcoe, 1999 – 2004, 2007- 2012  
Appointed by Minister of Culture to be on first Grant Review Team to determine priorities and process for York Simcoe Grant Review Team
- President, Thornhill Federal Riding Association, 2012 - 2014
- Captain, Canadian Youth Under 16 Chess Olympiad Team, Turkey, 2010
- Governor, Chess Federation of Canada, 2007 - 2010
- Volunteer Campaign Manager for Federal Candidate in Thornhill 2009 – 2011
- Fundraiser, Federal Political Party, locally and nationally 2006 - 2012
- Director, Federal Riding Association, 2002 – Present
- Board Member, B'nai B'rith Youth Organization, Lake Ontario Region, 2002 – 2006
- Chairman, Mayfair Bingo Downsview Pooling Association, 1994 - 2004
- Vice-Chairman, Charities First Ontario, 1995 – 2002
- Board Member, Jewish Campus Services, 1998 - 2002
- Vice-Chairman, B'nai B'rith Youth Organization, Lake Ontario Region, 1988 - 1995
- Recipient of Gold Key Award, B'nai B'rith Youth International highest international award for volunteer service, 1994
- Volunteer Worker at Baycrest Centre for Geriatric Care and Providence Villa and Hospital, 1974 – 1991
- Charter President, Maven Lodge, B'nai B'rith Canada, 1985

### Professional Speaking Engagements

- Presented seminar “How to Work With All Levels of Government to Maximize Revenue” at AFP Seminar, November 2012, November 2013
- Presented seminar “Fundraising and Government Relations” at Festivals & Events Ontario 2012 Conference
- Presented “Got Game”, how to maximize charitable revenue in Bingo, at Bingo World International Expo, Las Vegas Nevada 2002
- Presented seminar “Everything You Always Wanted to Know About Bingo But Were Afraid to Ask” at Charities First Ontario Education Day, 1997
- Presented to the Standing Committee for Administration and Justice on Bill 75, “an Act to regulate alcohol and gaming in the public interest, to fund charities through the responsible management of video lotteries and to amend certain statutes related to liquor and gaming”, 1996

### Education and Professional Memberships

- CFRE, Certified Fundraising Professional 2007
- Management Training, Presentations, Communications, Delegation, Supervision, Time Management 1986
- *B. Math*, Computer Science & Information Systems Option, University of Waterloo 1984
- Member, Association Fundraising Professionals 1999 - Current