

# JOSEPH R. HAMATY, MSA, PMP, CFRE

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Development Professional, Project Manager, Director, and Consultant with extensive experience in leadership, fundraising, analytics, finance, accounting, operations, leadership, strategic planning and execution, public affairs and relations, marketing and launching major development campaigns, and other initiatives. Prepared to realize and support the organization's mission by building relationships, developing strategic plans, driving revenue growth, and managing projects.

## AREAS OF EXPERTISE

- Project Management
- Data Analysis & Reporting
- Leadership & Administration
- Strategic Marketing
- Feasibility Studies
- Operations Management
- Program Development
- Fundraising & Grant Writing
- Lean Management
- Capital Campaigns
- Relationship Development
- Budget Management
- Strategic Planning
- Servant Leadership
- Public Relations

## PROFESSIONAL EXPERIENCE

### JVH Consulting Services | Co-Founder/CEO

January 2024 – Present

Founded consulting firm to provide development and campaign services to national faith-based nonprofits.

- Conduct campaign assessments, management, and services ensuring that campaign and organizational goals are met.
- Provide grant research and writing services to national nonprofits.
- Share best practices and development coaching to nonprofit leaders including strategic and communication plans.
- Campaign management for clients (churches, schools, and other nonprofits) with goals from \$2 million to \$25 million.

### Newman Ministry | Vice President of Development

January 2024 – August 2025

Manage development staff and formulate & engage in strategic fundraising for a national nonprofit.

- Within one week on the job secured a grant and gifts-in-kind of over \$125,000. Annual total revenue of \$1.67M.
- Partner with internal and external stakeholders to develop a fundraising strategic plan for major gifts and other gifts.
- Strategically plan and execute development plans for major gifts and other gifts including foundation and corporate gifts via personal visits and direct mailings for moves management, donor retention, and donor acquisition purposes.
- Conduct data analysis of current donors to determine capacity and affinity.

### University of Texas at Dallas | Director of Development and Alumni Relations

May 2022 – January 2024

Director of Development for the Schools of Economic, Political, and Policy Sciences and Interdisciplinary Studies.

- Utilize moves management processes to secure partnerships with donors and build relationships with stakeholders.
- Partner with stakeholders to develop strategic approaches for major gift (\$25,000+) cultivation including seven-figure gifts, solicitation, and stewardship, including creating and executing marketing and communication plans.
- Increased donations to the School of Interdisciplinary Studies by 77% and the School of EPPS by 10%.
- Collaborate with the dean, advisory council, and other leaders to create opportunities and events that engage alumni, students, corporations, and foundations and bring awareness to the university's programs and research.

### Steier Group | Senior Campaign Manager

Feb 2018 – May 2022

Planned, directed, and launched capital campaigns and fundraising for seven non-profit clients across the U.S.

- Managed five feasibility studies for clients by conducting 300+ interviews and analyzing 1,400+ surveys.
- Solicited up to six-figure donations from client donor base, securing over \$15 million in giving to date.
- Composed scripts, recruited, and trained volunteers and employees to solicit funds.
- Developed, enacted, and evaluated marketing strategies for more effective communication and ROI.
- Provided development counsel to clients pertaining to specific fundraising and planned giving initiatives.
- Served on the digital giving team to strategize and implement digital giving and email marketing plans.

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## PROFESSIONAL EXPERIENCE (CONTINUED)

**Montserrat Retreat House | Executive Director & Director of Development** Aug 2015 – Dec 2017

Managed 15 employees and 60+ volunteers while overseeing operations, campaigns, donations, and revenue.

- Managed a \$500K renovation project, including design collaboration, budget oversight, and contracts.
- Secured a record of \$1M in donations, grants, and revenue via increased marketing and networking.
- Secured a \$15K Google AdWords grant to increase online marketing presence and capture new donors.
- Developed long-term relationships with 1,100+ external organizations, donors, and clients per year.
- Managed HR issues, including employee benefits, job appraisals, and position management.
- Development and monitoring of the organization's budget including P&L sheets, metrics development, and financial forecasting.

**Food For The Poor, Inc. | Program Specialist** Jun 2014 – Aug 2015

Solicited and oversaw fundraising programs with \$1M+ in annual donations and revenue for relief organizations.

- Traveled with donors to Guatemala and Jamaica to educate donors and facilitate current/future service.
- Conceived a new donor tier system based on giving history, recency, and giving potential, allowing team members to save time and develop a focused approach and strategy when managing their portfolios.
- Traveled and spoke at 22 charity events to increase federal and military personnel funding.
- Analyzed 7K churches to target the top 1,700 for participation in the organization's church campaign.

**Florida DCF | Senior Child Protective Investigator and Abuse Registry Counselor** Apr 2010 – Jun 2014

Investigated child abuse/neglect reports and provided community-based support for families in need.

- Investigated child abuse/neglect reports in collaboration with law enforcement and the state attorney while maintaining a 28-day closure rate and managing a caseload of 25 cases.
- Decreased spending by using map plotting technology to consolidate home visits into a clustered area.
- Developed relationships with local community professionals to establish credible information for the completion of thorough investigations and facilitate joint investigations with law enforcement.
- Completed investigation of ~12 cases, which resulted in court intervention with no judicial overturn.
- Fully assessed investigations, departmental records, criminal records, and social and medical history to make pertinent referrals to community resources to educate and strengthen families.
- Promoted in less than a year to Sr. Investigator tasked with managing and training Investigator Trainees.
- Supervised Investigators on a temporary basis as Acting Supervisor.
- Worked on a hiring team to review applications, interview and score candidates, and extend job offers.
- Interviewed callers and completed over 20 investigative intakes at the FL Abuse Hotline call center pertaining to abuse and neglect of children and vulnerable adults, while maintaining an average handling time from the start of the call to the completion of the intake report of 22 minutes.
- Utilized crisis intervention and conflict resolution techniques to successfully deter two suicidal callers until local assistance arrived.
- Developed a multi-tasking system that allowed for research, jurisdiction establishment, and application of FL Statutes, while completing reports and reducing inaccuracy.

## EDUCATION AND TRAINING

<b>University of Notre Dame   Specialization – Ethical Leadership</b>	<b>2023</b>
<b>University of West Florida   Master of Science in Administration – Public Administration</b>	<b>2013</b>
<b>University of West Florida   Graduate Certificate – Not-for-Profit Administration</b>	<b>2013</b>
<b>Florida State University   Master of Science in Criminology</b>	<b>2010</b>
<b>Florida State University   BA in Political Science &amp; Social Sciences and BA in Criminology</b>	<b>2009</b>