



Rick Munroe

Managing Director

With over 25 years of nonprofit fundraising and business development experience, Rick Munroe is widely respected among nonprofit peers for his success with strategic planning, major and mega gift development and leadership coaching. He works primarily with senior-level executives, trustees, and development professionals providing counsel in fundraising, governance and organizational planning.

Prior to joining Carter, Rick spent 15 years as the Vice President for Development, Director of Development, and Director of Annual and Corporate Giving at Shady Side Academy in Pittsburgh, PA. As a member of Shady Side's Senior Leadership Team, Rick directed all alumni and development efforts. He also held leadership positions with the Pittsburgh Film Office and SFX Entertainment in New York, NY.

Management Experience includes:

Rick has a reputation for developing forward-thinking fundraising, advancement and strategic programs that regularly exceed annual, major, and capital campaigns goals. He has creatively applied the fundamentals of fundraising to alumni scholarship programs, legacy gifts, reunion giving, and planned giving in ways that deepen donor engagement and inspire higher giving levels. He has also mastered the art of integrating social media and public relations into fundraising programs that result in an expanded and enhanced case for support, visibility and reputation.

Of note is Rick's experience helping nonprofits leverage strategic planning as a catalyst for inspiring major and mega giving. He partners with Board and professional leadership to set aspirational goals and assists with developing performance targets, metrics and accountability to measure impact and ensure progress.

Rick is particularly skilled in on-boarding executive staff and key volunteer leaders in a way that invigorates and strengthens an organization's culture of philanthropy through participation and gratitude across all constituencies.

Community/Memberships

A speaker at national and regional fundraising conferences, Rick is a member of CASE and NAIS and chaired the Annual Giving track for the national CASE/NAIS conference in Washington DC. He has led an executive team through the Green and Healthy Schools Academy through the Green Building Alliance in Pittsburgh which promotes

vibrant, inspiring, engaging, healthy, and high performing schools and communities through programs and engagement with educators, administrators, students, and community members. Rick is also member of the Fox Chapel Rotary in Pittsburgh.

Personal

A graduate of the University of New Hampshire, Rick and his wife, Cooper, live in Pittsburgh PA, with their daughters Clyde and Willis, and sons Grady and Finn. Rick has coached youth soccer, flag football, and basketball and enjoys singing and songwriting with his Martin guitar.