

---

# CORTNEY N. PIPER

---

2104 North Park Blvd • Knoxville, TN 37917 • cpiper514@comcast.net • (865) 522-7007 (w) • (865) 789-2669 (c)

---

## Education

### **The University of Tennessee**

Bachelor of Arts: Political Science

Bachelor of Arts: Environment and Society Concentration in Sociology

GPA: 3.66/4.0 Cum Laude

**Knoxville, Tennessee**

May 2003

### **The University of Tennessee**

#### **Professional and Personal Development**

Certificate of Non-Profit Management

**Knoxville, Tennessee**

September 2004

## Experience

### **Tennessee Clean Water Network**

Director of Development and Communications

**Knoxville, TN**

February 2005-Present

- Manage the organization's major gifts fundraising strategy, membership services and the Board of Directors fundraising activities for the organization's approximate \$400,000 budget. Gifts from major donors increased by 100% within first year of hire.
- Assist with Program Development, which resulted in launching a community organizing program where citizens know how to utilize the democratic process to protect their water resources. This resulted in the formation of over 15 citizen groups statewide, working individually and networking together to protect Tennessee's waters.
- Market TCWN through various media outlets to assert strong organizational support in Tennessee, resulting in editorial board support from all major newspapers in Tennessee and monthly statewide press coverage.
- Responsible for developing a large, influential membership and sustainable funding base to influence state and local decision makers to protect our water, communities and laws that keep Tennessee's waters clean.
- Implement TCWN's power building plan; meet with state's key players to discuss goals and results of the organization's activities.
- Responsible for recruiting and managing volunteers.
- Coordination and release of marketing resources such as the newsletter, flyers and brochures, work with web site consultant and manage the organization website.

### **Keep Knoxville Beautiful**

Program Coordinator

**Knoxville, TN**

December 2003-January 2005

- Shared responsibility for fundraising, volunteer recruitment/management and managing media relations for the Great American Cleanup™ campaign which resulted in over 2,500 volunteers, 40 media stories and a task force of Knox County Judges, Commissioners and Keep Knoxville Beautiful working to crack down on litter ordinance enforcement.
- Developed, coordinated and implemented a new business membership program that raised \$9,000 and recruited 6 new business memberships in 3 months.
- Responsible for grant writing and award applications, which resulted in winning 5 national awards, 3 state awards that raised \$8,000 in one year.
- Created and implemented Greek Challenge competition during 2004 Great American Cleanup™ that won a first place national award for the most innovative Keep America Beautiful program in 2004.
- Responsible for recruiting volunteers through marketing and public relations for Keep Knoxville Beautiful.
- Founding member of the Knox County Cemetery Preservation Association, its objective is to work with Knox County to protect neglected and abandoned cemeteries.

### **Green Corps/Toxics Action Center**

Field Organizer

**Portland, ME**

August 2003-November 2003

- Participated in Green Corps Environmental Leadership Training Program and was placed with Toxics Action Center to develop leadership skills while making a critical impact on key environmental campaigns.
- Conducted training consultations for community groups made up of 5-15 people facing toxic threats in their neighborhoods (i.e assistance with developing a campaign plan, how to win a public hearing etc.), which resulted in winning public hearings in which their appeals were heard and granted, in addition to holding successful press conferences.
- Raised \$3,000 through one two week major donor drive, the most money raised by a new hire.
- Identified and cultivated donors to the organization through training consultations.
- Assisted with planning Toxics Action Center's annual state conference.
- Implemented Maine's power building plan; met with state's key environmental players to discuss goals and results of the organization's activities.

Continued

## **Beyond Pesticides**

### Internship

**Washington, D.C.**

May 2002-May 2003

- Shared responsibility for leading and coordinating the organization's first School Pesticide Reform Coalition Strategizing Summit.
- Processed and organized data for major reports, wrote articles and created publications for the organization's Children and Schools Program.
- Edited existing web pages and integrated new pages into the organization's existing web site using Dreamweaver software.
- Completed the Washington DC internship from East Tennessee while attending class full time.

### **Trainings**

- Completed the Institute for Charitable Giving "Great Beginnings," "Art of Asking" and "Seize the Opportunity" seminars. The Institute for Charitable Giving is considered the premier development-coaching center in the country. The goal of the seminar is to teach its participants how to accomplish a balanced portfolio and sustainably grow an organization.

### **Honors and Awards**

- The University of Tennessee swimming scholarship recipient, 1998-2003.
- Southeastern Conference Honor Roll, 2000-2003.
- Co-Captain of the Lady Vol Swim Team, 2001-2002.

### **Activities**

- Chairperson, City of Knoxville Better Building Board. January 2007-Present, member since 2005.
- Advisory Board Member, Boys and Girls Clubs of the Tennessee Valley
- North Hills Neighborhood Association
- Dogwood Arts Festival By-ways Committee Chair, North Hills Garden Club
- Volunteer, TN Valley Golden Retriever Rescue
- Steering Committee Member, Knox County One Question
- Member, Association of Fundraising Professionals
- Master's swimmer