

Kate Hearne Associate

Kate Hearne, moss+ross associate, has been in fundraising for the past six years. She spent the bulk of her career with Coxe Curry & Associates, Atlanta's premier fundraising consulting firm, where she excelled in managing some of the firm's largest clients. As a Senior Campaign Manager, Kate was responsible for providing detailed campaign management for as many as 10 clients simultaneously including a \$6 million campaign for Atlanta Habitat for Humanity's first ever Land Campaign, a \$60 million campaign for the Atlanta Botanical Garden, a \$32 million campaign for Pace Academy, and multiple campaigns for Atlanta's non-profits where the client exceeded the campaign goal.

Her management strengths include both the planning and execution of capital and endowment campaigns from concept to completion. In a planning capacity, this includes feasibility studies, volunteer recruitment and management, creation and production of campaign materials, prospecting, and strategic counsel for early lead gifts. During campaigns, this includes coordinating volunteer committees and activities, grant proposal submission, planning client events, drafting volunteer and donor correspondence, maintaining donor files, gift reporting, and preparing a comprehensive final report with analysis and recommendations for each completed client relationship.

Kate and her husband Sanders relocated to Durham in 2007 when he joined McKinney. She has been an active volunteer with the Junior League of Durham and Orange Counties since then. She is a graduate of Davidson College, and has been working as a part-time associate with moss+ross since the firm's inception. She is also the busy mother of twins, Sanders III and Lucy, born in February 2010.

