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Santa Barbara Foundation Welcomes Jackie Carrera, Chief Revenue and Business Development Officer

SANTA BARBARA, CA – The Santa Barbara Foundation is pleased to welcome Jackie Carrera, who will serve as Chief Revenue and Business Development Officer. Carrera was selected following a national search conducted over the last several months.

“We are thrilled to have Jackie on our team,” said Ron Gallo, President and CEO of the Santa Barbara Foundation. “She brings the experience and passion for community that the Foundation values. With her history of success in business development and fundraising, we are confident she will quickly become a great asset to the Foundation’s pursuit of its mission.”

Carrera holds 27 years of executive level experience in nonprofit management, fundraising, program development and administration, partnership development and relationship management, community and strategic planning processes, grant-making and capital projects. She has also served as an independent consultant to nonprofits on fundraising, governance and management.

As President and CEO of the Parks & People Foundation in Baltimore, Maryland, she developed a business plan to diversify the organizational revenue base. Among her many accomplishments, she implemented strategies to attract new donors to the organization, resulting in growing the annual budget from \$400,000 to \$8.4 million with assets of \$28.2 million inclusive of administrative and program endowments.

In addition to her work at the Parks & People Foundation, Carrera served as a board member for a variety of organizations, including the City Parks Alliance and Greater Baltimore Committee Leadership program. She is the recipient of several community awards, and was included as one of the 100 Most Influential Marylanders by the Daily Record in 2010.



Carrera will evaluate the Foundation's current business model and identify opportunities for revenue through new and existing channels.

"I am excited about this opportunity because I believe that Santa Barbara County is a special place of very giving people," Carrera said, "and the Santa Barbara Foundation is a powerful vehicle to lead and inspire passion, care, and commitment to its communities."

To learn more about the newest members of the Foundation staff, visit: SBFoundation.org.

About Santa Barbara Foundation:

Founded in 1928 and now the largest grant-maker in the county, the Santa Barbara Foundation's mission is to mobilize collective wisdom and philanthropic capital to build empathetic, inclusive and resilient communities.

Over the decades, nearly every Santa Barbara County nonprofit organization and essential community project has benefited from the work of the foundation. From the funding of rest camps for undernourished children in 1934 to today's groundbreaking work to support family caregivers, the foundation has grown and learned with the communities it serves.

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