

ADRIANNA CUÉLLAR ROJAS

214.797.2392

adriannacuellar@gmail.com

EXPERIENCE

SENIOR PROGRAM OFFICER

JANUARY 2022 - PRESENT

HECTOR & GLORIA LÓPEZ FOUNDATION

- Key member of start-up foundation, hired to bring philanthropic and grant making expertise, putting systems and practices in place to launch grantmaking in 2022.
- Cultivate partnerships and solicit potential grant applications in line with Foundation priorities.
- Manage grantmaking process including pre-application site visits and meetings, application invitations, grant proposal analysis, review of pertinent external data, internal grant decision-making process, grant agreement documents, and management of grants platform.
- Develop and manage relationships with priority partners including college and university, community, nonprofit and philanthropic leaders on behalf of the Foundation.
- Determine grant recommendations and make related presentations to Foundation's Board of Directors
- Primary lead for communications with applicants and grantees including university leadership.

PRESIDENT & CEO

JANUARY 2014 - DECEMBER 2021

UNITED WAYS OF TEXAS

- Executive leadership of statewide 501(c) nonprofit membership organization for 70 local independent United Ways
- Managed development of organization's mission, vision and strategy, including strategic planning
- Ensured sound fiscal and operational management of the organization, as well as effective and successful implementation of UWT initiatives, membership services, public policy and advocacy.
- Recruited, managed and led a team of diverse and highly capable staff to develop, manage and deliver a comprehensive range of services and initiatives to United Ways across the state
- Developed public policy agenda reflective of priorities of local United Ways and their communities, prioritizing issues related to public education, health, financial stability, and the nonprofit sector. Managed public policy task force and developed ongoing opportunities to engage United Way volunteers, staff and donors in state and federal advocacy.
- Served as champion for the network of Texas United Ways. Cultivated and grew strategic opportunities to address issues of importance to local United Ways and their communities focused on early childhood education and grade-level reading, child welfare and child abuse and prevention, parental engagement, workforce development including statewide data effort showing the growing number of working Texans that struggle to make ends meet.
- Initiated and managed relationships with state-level stakeholders including state elected and appointed officials and policymakers, as well as state agency, nonprofit, philanthropic, and other leaders.
- Represented Texas United Ways within the global United Way network, including United Way Worldwide leadership and serving in leadership roles within the network of state associations of United Ways
- Created opportunities for common ground among local United Ways focused on shared community challenges and social issues, as well as network and organizational strategies.
- Grew annual operating budget from \$750,000 to \$1.8M, diversifying revenue sources to state contracts, foundation grants and corporate sponsorships for both United Ways of Texas and local United Ways in their communities.
- Successfully rebuilt Board of Directors to ensure statewide, diverse representation. Identified and recruited diverse leaders actively involved with local United Ways and from key corporate United Way partners. Supported Board of Directors to effectively provide leadership and guidance for the organization including establishment Investment Committee to oversee reserves and policies.
- Prioritized organizational culture. Developed internal policies and procedures for a diverse team of staff that balanced accountability to organization and network with trust and independence of team. Created opportunities for team to grow individually, together and alongside each other.

**SENIOR PROGRAM OFFICER
THE MEADOWS FOUNDATION**

JULY 1997 – DECEMBER 2013

- Managed philanthropic work in key priority areas impacting Texas children and families, communities and the nonprofit sector including management of funding strategies, priorities, grants and relationships.
- Identified and researched issues, best practices and trends within issues as diverse as early education and animal welfare. Actively worked with partners to develop systemic strategies and solutions.
- Cultivated funding opportunities, including providing coaching and support to potential partners in regard to project development, grant writing, program sustainability and other nonprofit best practices.
- Analysis of grant proposals, including organizational infrastructure, financial viability and sustainability programmatic capacity, and potential impact; analysis of \$14 - \$32 million in requests annually.
- Made funding recommendations on approximately 60 grants per year, ranging from \$4,000 to \$4 million each grant, totaling 750 investments of \$105 million between 1997 and 2013.
- Monitored and evaluated each grant made to ensure compliance, program outcomes and investment impact, regularly maintaining a caseload of over 100 grant investments at any given time.
- Developed and maintained strong relationships with Foundation board of trustees and Meadows family.
- Mentored new foundations on range of foundation management, operational and programmatic issues.
- Developed and managed relationships with other funders, nonprofits, governmental entities, experts, and stakeholders at the local, state, and national levels.

**GOVERNMENTAL RELATIONS SPECIALIST
TEXAS YOUTH COMMISSION**

1995 - 1997

- Liaison to state/local/national entities on juvenile justice and delinquency prevention issues
- Coordinated and wrote 1995 and 1996 annual reports.

**SCHOOL SAFETY SPECIALIST
TEXAS EDUCATION AGENCY.**

1995 LEGISLATIVE SESSION

- Provided consultative services to education agencies, professional organizations, and other stakeholders on issues related to alternative education, juvenile justice and school safety.
- Tracked bills and resolutions that dealt with these issues.

**RESEARCH ANALYST
TEXAS COMMISSION ON CHILDREN & YOUTH**

1994 INTERIM COMMITTEE

- Coordinated statewide hearings, soliciting community input on the needs of Texas children.
- Researched, formulated, and wrote policy recommendations to address problems in existing social service system; these were included in report to the Legislature in December 1994

EDUCATION

- Master of Public Affairs, LBJ School of Public Affairs, University of Texas at Austin — 1993
- Bachelor of Arts, International Studies and French, Trinity University, San Antonio — 1991
- French Language Studies, Institute for American Universities, Aix-en-Provence, France — 1990
- Fulbright Teaching Assistantship in France (awarded)

INVOLVEMENT

- Foundation Communities, Board of Directors, 2017 - 2023, including Chair of Board; Served on Real Estate, Infrastructure, Resident Life Committees; Current Fundraising Committee Chair
- Austin Hispanic Impact Fund, Austin Community Foundation, Steering Committee, 2022 - 2023
- Austin Partners in Education, Grants Review Committee, 2023
- Texas Nonprofit Council, Appointed by Governor Greg Abbott, 2022
- Council of States, Leadership Council, United Way Network, 2019 - 2022
- Philanthropy Advocates (formerly Texas Education Grantmakers Advocacy Coalition), 2012 - 2022

- Prenatal to Three Texas (PN3), Steering Committee, 2018 - 2022
- Digital Texas, Steering Committee and Digital Inclusion Committee Chair, 2019 - 2022
- RAISE Texas, Board of Directors, 2019 – 2022
- United Way Retirees Association, Board of Directors, 2020 – 2022
- Parent Teacher Association (PTA) Barton Hills Elementary, Leadership, 2014 - 2018
- National Professional Council, United Way Worldwide, 2018 - 2019
- Texas Nonprofit Council, Appointed by Texas HHSC Commissioner, 2018 - 2019
- Grantmakers for Education, Co-Chair, 2013 Conference Planning Committee
- Dallas CASA, Board of Directors, 2012 - 2013
- Dallas First Presbyterian Church Developmental Day School, Board of Directors, Secretary, 2012
- Forum of Regional Associations of Grantmakers, Board of Directors, 2007 - 2010
- Philanthropy Southwest, Chair, Annual Conference, 2009 - 2010; Co-Chair, 2008 - 2009
- Dallas CASA, Court Appointed Special Advocate, 2003 - 2007
- Grantmakers for Children, Youth and Families, Annual Conference Planning Committee, 2001 - 2002

SKILLS

- Proficient in Microsoft Office including Teams, Word, PowerPoint, Excel, and GIFTS grants software; Google Office Suite including Google Docs and Slides; GivingData grants database
- Oral and written fluency in Spanish
- Limited fluency in French