

## Biography of Lea Ann Skogsberg

A key contributor in projects that have raised more than \$41 million dollars for clients and employers, Lea Ann has been asking for money for 21 years on paper and in person. While each and every grant is worthy of celebration, here are three examples of her ability to contribute her skills as a member of a successful team: 1) As the primary grantwriter for Greater DuPage MYM for eight years, she helped to build the organization from a budget of \$400,000 to more than \$1 million each year; 2) For Aurora University, she was privileged to be the primary author for the proposal that finalized the application process resulting in \$9.86 million to build the Institute for Collaboration in Education and Health Services that opened in December 2005; and 3) She contributed to the five-year initiative by the Kane County Bar Foundation to secure contributions for the Children's Waiting Room in the Kane County Judicial Center that opened in December 2003.

Her experience spans the non-profit community ranging from the arts to social services. Lea Ann's philosophy is that working to create partnerships between non-profits and funders is a compelling career because it serves both the donor and the recipient organization. She is also the author of ANNUAL for ALWAYS, an endowment program for middle income donors that allows them to support the current work of an organization while they build a permanent fund to sustain their passion. Dollars and Sense grew out of Lea Ann's desire to participate with a variety of organizations in telling their stories to obtain resources especially grant funds and endowment gifts.