

Duckworth & Associates

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Duckworth & Associates is a Canadian fundraising consultancy offering fundraising, capital project and philanthropic naming expertise to clients across Canada, the United States, and central and eastern Europe.

We offer strategic counsel and campaign management expertise to clients in the non-profit sector. Duckworth & Associates is currently engaged with the following clients: Airdrie Food Bank, Canadian Badlands Passion Play, Friends of St. Albert FCSS, Lethbridge College, STARS Air Ambulance and the YMCA of Greater Toronto. Each of these clients is in the process of or about to mount capital campaigns ranging from \$1 million to \$100 million.

In addition to offering a broad spectrum of expertise across all of the major fundraising areas, Duckworth & Associates specializes in capital project strategies from early concept to full capital campaign management and counsel.

Clients Served

- Academic Impressions, USA
- Airdrie Food Bank
- Alberta Boards of Governors
- Alberta Camping Association (ACA)
- Alberta Emerald Foundation
- Alberta Media Arts Alliance Society (AMAAS)
- Alberta Science and Technology Foundation (ASTech)
- Alberta Skills Foundation
- Algonquin College, Ottawa
- Art Gallery of Calgary
- Association of Arts and Sciences Advancement Professionals (AASAP), USA
- Association of Faculties of Medicine Canada (AFMC)
- Atlas Coal Mine National Historic Site, Drumheller
- Bow Valley College, Calgary
- Calgary Society of Independent Filmmakers (CSIF)
- Calgary Zoo
- Canadian Badlands Passion Play, Drumheller
- Canadian Council for the Advancement of Education (CCAIE)
- CentrePoint Non-Profit Management, Calgary
- City of Edmonton
- City of Leduc
- City of Fort St. John
- Council for the Advancement and Support of Education (CASE), USA
- Edmonton Centennial Celebration Project – City of Edmonton
- EMMEDIA, Calgary
- Friends of St. Albert FCSS
- Fringe Theatre Adventures, Edmonton
- Global Philanthropic, Calgary
- Haymarket Café, Calgary
- Lethbridge College
- Mallabone & Associates
- Media and Visual Arts (MaVA) Housing Association of Calgary
- Nine Lions Development Consulting
- NorQuest College, Edmonton
- Ogden House Senior Citizens 50+ Club, Calgary
- Parks Foundation Calgary
- Quickdraw Animation Society (QAS), Calgary
- Rosebud Theatre & Rosebud School of the Arts, Rosebud
- Ross W. Marsh & Associates, Calgary
- SAIT Polytechnic, Calgary
- South Fish Creek Recreation Association (SFCRA), Calgary
- STARS Air Ambulance, Calgary
- Stride Gallery, Calgary
- The New Gallery, Calgary
- THINK Consulting, UK
- Town of Cochrane
- Untitled Artists' Society, Calgary
- Whyte Museum, Banff
- YMCA of Greater Toronto



Vincent Duckworth, principal and senior consultant at Duckworth & Associates, has 17 years experience as a fundraising professional. He worked as a fundraising director with the University of Alberta, the Northern Alberta Institute of Technology and the University of Calgary. Vincent has his professional fundraising credential, CFRE, and a degree in Mechanical Engineering from the University of Alberta. Vincent is also a certified AFP Master Trainer.

Vincent E. Duckworth, BSc, CFRE

Biographical Highlights

- ❑ Born: February 24, 1965 – Sudbury Ontario
- ❑ Spouse: Christine Fraser, CA
- ❑ Children: Jack, Ethan, Allison

Interests and Activities

- ❑ Triathlon
- ❑ Hiking
- ❑ Motorcycles
- ❑ Astronomy
- ❑ Kayaking
- ❑ Writing

Career, Education and Certification Highlights

- Principal & Senior Consultant, Duckworth & Associates: *2007 to present*
- Certified Fund Raising Executive (CFRE): *2002*
- Faculty Training Academy Graduate: *2010*
- Director of Advancement, Schulich School of Engineering, University of Calgary: *2005 – 2007*
- Exec. Director, Development, Faculty of Medicine & Dentistry, University of Alberta: *2003 – 2005*
- Director of Strategic Partnerships, NAIT: *2000 – 2003*
- AFP Executive Leadership Institute Graduate: *2002*
- Director of Development, Faculty of Engineering, University of Alberta: *1995 – 2000*
- B.Sc. Mechanical Engineering, University of Alberta: *1995*

Fundraising & Consulting Highlights

- Campaign Plan for Airdrie Food Bank Campaign (2011)
- Fundraising Advisor for City of Edmonton Meta Enterprise Initiative Business Plan (2011)
- Annual Fund Revenue Development Plan, YMCA of Greater Toronto (2011) *in association with Global Philanthropic*
- Campaign Planning & Feasibility Study for City of Fort St. John Energy and Culture Centre (2011)
- Senior Counsel & Fundraising Mentor (CentrePoint FD+ Program), Canadian Badlands Passion Play (2011)
- Naming Opportunities Plan/Visual Inventory for the Art Gallery of Calgary (2011) *in association with Global Philanthropic*
- Naming Opportunities Plan/Visual Inventory for the Calgary Zoo (2010) *in association with Mallabone & Associates*
- Fundraising Feasibility & Funding Model Study for CentrePoint (2010)
- Naming Opportunities Plan/Visual Inventory for Bow Valley College's *Two Buildings One Campus* Project (2010)
- Senior Counsel & Fundraising Mentor (CentrePoint FD+ Program), Whyte Museum (2010)
- Strategic Counsel for the Rosebud School of the Arts' \$1 million Campaign for Rosebud Centre (2010 – 2011)
- Fundraising Feasibility Study for Town of Cochrane Aquatics Facility (2010) *in association with Ross W. Marsh & Associates*
- Strategic Fundraising Review, NorQuest College (2010) *in association with Ross W. Marsh & Associates*
- Naming Opportunities Plan/Visual Inventory for Algonquin College's 180,000 sq. ft., \$79 million Centre for Construction Excellence (2009) *in association with Nine Lions Development Consulting*
- Naming Opportunities Plan/Visual Inventory for SAIT Polytechnic's 740,000 sq. ft., \$445 million Trades and Technology Centre (2009)
- Fundraising Feasibility Study, Rosebud School of the Arts (2009)
- Senior Counsel & Fundraising Mentor, Media and Visual Arts (MaVA) Housing Association of Calgary (2007 – 2010)
- Senior Counsel & Fundraising Mentor (CentrePoint FD+ Program), Atlas Coal Mine National Historic Site (2009)
- Senior Counsel & Fundraising Mentor (CentrePoint FD+ Program), Rosebud School of the Arts (2008)
- Senior Counsel & Principal Gifts Director, Lethbridge College Campaign, a \$103 million, five-year (2009 – 2013) campaign *in association with Ross W. Marsh & Associates*
- Strategic Fundraising Review, Parks Foundation Calgary (2009) *in association with Ross W. Marsh & Associates*
- Strategic Fundraising Review, Lethbridge College (2009) *in association with Ross W. Marsh & Associates*
- Senior Counsel & Campaign Director: SFCRA Arena *Building Community* Campaign, a \$20 million, two-year (2007 – 2010) campaign *in association with Ross W. Marsh & Associates*
- *Its About YOU! Medicine and Dentistry* Campaign, a \$75 million, eight-year (2000 – 2008) campaign
- *The NAIT* campaign, a \$14 million, two-year campaign (2000 – 2002) – completed at \$24 million
- *The University of Alberta* Campaign, a \$145 million, five-year (1995 – 2000) campaign – completed at \$190 million
- The University of Alberta Hybrid Electric Vehicle Project (Student Project – 1992 – 1994) – completed at \$400,000

Professional and Community Affiliations

- Media and Visual Arts (MaVA) Housing Association of Calgary – Board Vice President: 2010 - *present*
- Quickdraw Animation Society – Board Director: 2009 – *present*
- Edmonton 2004 Celebration Committee – Fundraising Committee – Member: 2003 – 2004
- ASTech Foundation Resources Development Committee - Member: 2004 – 2005
- Edmonton International Fringe Festival – Board Director: 2000 - 2003
- Alberta Council of Fundraising Professionals in Education – Board Chair: 2002
- Alberta Skills Foundation – Board Director: 2001 – 2002
- Association of Fundraising Professionals (AFP)
 - Calgary & Area Chapter – Board Vice President: 2009 - 2010
 - International Conference Education Advisory Committee: 2009
 - Calgary & Area Chapter – Board EMC Chair: 2009
 - Calgary & Area Chapter – Board Conference Chair, Banff Compass: 2009
 - Canada Council – Board Member: 2003 – 2005
 - Committee on Directorship: 2005 - 2006
 - Edmonton & Area Chapter – Board President: 2001 – 2003
 - International Awards Committee – Chair, Outstanding Philanthropist Award: 2008
 - International Awards Committee – Chair, International Youth in Philanthropy Award: 2007
 - International Awards Committee – Chair, International Youth in Philanthropy Award: 2006
 - International Awards Committee – Chair, Corporate Philanthropy Award: 2005
 - International Awards Committee – Member, Outstanding Philanthropist Award: 2004
- Council for the Advancement and Support of Education (CASE)
 - District VII & VIII – Conference Advisor, 2008 Joint Conference, Las Vegas: 2007
 - District VII & VIII – Conference Co-Chair, 2008 Joint Conference, Las Vegas: 2006 – 2007
 - District VIII – Conference Chair, 2001 Conference, Victoria: 2000 - 2001
 - District VIII – Board of Directors: 2000 - 2007

Achievements and Awards

- CASE District VIII Distinguished Service Award: 2007
- CASE International Circle of Excellence Gold Award: 2002
- CCAE Gold Award for *the NAIT Campaign Launch*: 2001
- CASE International Gold Award for *the University of Alberta Campaign Launch*: 1996
- CASE District VIII Virginia Carter Smith Grande Crystal Award (top award in district): 1996
- CASE District VIII Silver Award for Publication Design and Photography: 1996
- Faculty of Engineering's Achievement Award: 1994
- University of Alberta's Tom Chambers Leadership Award: 1994
- Society of Automotive Engineers' Excellence in Oral Presentation Award: 1993
- City of Edmonton's Salute to Excellence Award: 1993

Presentations and Seminars

- What 1960's Advertising Executives can Teach Fundraisers of the 21st Century – CASE District VIII Seattle: *Future Date, February 2012*
- Naming Policies and Practices – Academic Impressions: *December 2011*
- Datamining Seminar – CentrePoint Fundraising Finesse Series: *December 2011*
- What 1960's Advertising Executives can Teach Fundraisers of the 21st Century – AFP Congress Toronto: *November 2011*
- Naming Policies and Practices – AFP Banff Compass: *May 2009*
- Keynote Speaker – 2011 ATCO Community Symposiums (Hanna, AB & High River, AB): *May 2011*
- Datamining Seminar – Alberta Association of Fundraising Professionals (AAFRE): *April 2011*
- AFP Fundamentals of Fundraising Modules 1 & 2 CentrePoint FD+ Program: *February 2011*
- Naming Policies and Practices – Academic Impressions: *December 2010*
- Naming Policies and Practices – AFP Calgary & Area: *March 2010*
- Datamining Seminar – CentrePoint Fundraising Finesse Series: *March 2010*
- Naming Policies and Practices – Academic Impressions: *November 2009*
- Naming Policies and Practices – Association of Faculties of Medicine Canada (AFMC): *May 2009*
- Naming Policies and Practices – AFP Banff Compass: *March 2009*
- Naming Policies and Practices – CAISAP Conference: *January 2009*
- Naming Policies and Practices – Academic Impressions: *December 2008*
- Naming Policies and Practices – AFP Quebec: *September 2008*
- Datamining Seminar – CentrePoint Fundraising Finesse Series: *February 2008*
- Naming Policies and Practices – Academic Impressions: *December 2007*
- Naming Policies and Practices – CASE District VII & VIII, Las Vegas: *December 2007*
- Naming Policies and Practices – Academic Impressions: *June 2007*
- Time and Technology Management in Advancement – CASE District VIII, Boise: *2007*
- Naming Policies and Practices – Academic Impressions: *May 2006*
- Major Gift Fundraising – Alberta Media Artists Association, *2006*
- Naming Policies and Practices – American Assn. of Arts and Science Colleges, Louisville: *2005*
- Naming Policies and Practices – AFP International Fundraising Conference, Baltimore: *2005*
- Naming Policies and Practices – CCAE, Banff: *2005*
- Strategic Technology Partnerships in Education – SAIT: *2002*
- Strategic Technology Partnerships in Education – Alberta Boards of Governors: *2002*
- Datamining Seminar – CASE District VIII, Portland: *2002*
- Datamining Seminar – AFP Edmonton: *2001*