

Malin L. Bergman

Cell, [REDACTED]

Email [REDACTED]

Doctor of Philosophy (Ph.D.), Economics

Specialties:

- * Grant writing: winning proposals to foundations, corporations and government agencies; logic models; funder relations; program evaluation; budgeting; non-profit finance.
- * Development communications: press releases; direct mail campaigns; newsletters; annual reports; web copy; social media.
- * Research: prospect research; theoretical/empirical economic research; statistical analysis.
- * Well versed in the New York Times Style Guide and the Chicago Manual of Style.
- * Proficient in Raiser's Edge 7 and Salesforce.

Professional Experience:

Grant Writer – ACE Programs for the Homeless

April 2012 – present

- * Expanded ACE's institutional funding base by more than \$250,000 during the course of 5 months.
- * Researched and identified over 20 new grant makers during the course of 5 months, and won grants in the \$2,000 - \$100,000 range from several of those.
- * Wrote/developed new copy for grant proposals, LOIs and grant reports for over 40 foundations and corporate funders during the course of 5 months.
- * Wrote/developed copy for a direct mail campaign targeting X prospects previously unfamiliar with ACE, which yielded an X% response rate and a total donation revenue of \$XXXX (fill in later).
- * Worked closely with the Development Director to launch a new communications strategy, aimed at expanding ACE's donor base and engaging younger supporters. Conceptualized and created new content for several agency newsletters, press releases, appeals, a press kit, an info brochure and ACE's website.
- * Grew the agency's Twitter following by 25% in 5 months, and utilized Twitter to form new partnerships, acknowledge gifts, as well as cultivate new and existing supporters.

Grant Writer/Development Staff – Union Settlement Association

November 2012 – April 2013

- * Main grant writer for Union Settlement's Youth Services division (12 programs, annual budget \$3M)
- * Won several foundation, corporate and government grants in the amounts of \$2,500 - \$80,000 from funders including the Starbucks Foundation, DYCD and the NY Community Trust.
- * Wrote/developed new copy for grant proposals, LOIs and grant reports for approximately 30-35 corporations, foundations and government funders during the course of 4-5 months.
- * Identified and approached at least 10-15 institutional grant makers who were new to the agency, during the course of 4-5 months, and won grants from several of those.

Freelance Writer, Editor and Translator

September 2005 – December 2012

Post-Doctoral Fellow - Columbia University

August 2003 – August 2005

Education:

Ph.D., Economics, Stockholm School of Economics, Sweden, June 2003

Visiting Ph.D. student, MIT, Cambridge, MA, 2001-2002 (full scholarship furnished by the Sweden-America Foundation).