

Dear Hiring Committee,

I am writing to express my interest in the Chief Philanthropy Officer role at Person to Person. With over fifteen years of experience in strategic leadership, fundraising, and building, empowering, and guiding dynamic teams, I've developed the ability to lead with both agility and intention – whether managing a team of two or fifty-five.

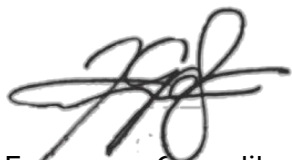
I am excited about the opportunity to help advance Person to Person's mission of supporting individuals and families as they work toward economic stability. Throughout my career, from public service to managing complex multi-million-dollar fundraising efforts, I've consistently created and implemented initiatives that make a meaningful impact, having led fundraising operations that raised over \$10.6 million, and locally, \$3.8 million in my current role for Congressman Jim Himes.

I thrive on crafting creative, multifaceted strategies that surpass ambitious financial goals. Whether it's engaging and creating meaningful relationships with new donors or implementing data-driven growth initiatives, my focus is on bringing people together – both within organizations and the communities we serve. In one of my recent roles as campaign manager in Danbury, I led a team through a complete strategic overhaul resulting in a 30% increase in fundraising, multiple high-impact donor campaigns, and strengthened relationships across a diverse donor base.

I'm drawn to P2P's mission of dignity and community and have seen firsthand how fostering respect and empowerment drives real change. My experience in leading and uniting teams, nurturing professional growth, and building robust fundraising programs aligns perfectly with P2P's values. I'm excited by the opportunity to collaborate with your team and continue to build on the strong foundation P2P has created.

I would love to bring my experience, enthusiasm, and leadership to the Chief Philanthropy Officer role at P2P. Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read 'FC' or similar initials, written in a cursive style.

Francesca Capodilupo

State Advisory Council, Children and Families 2024 - 2026
Gubernatorial Appointee

City of Danbury, Mayor's Office 2023 - Present
Government Affairs & Communications Advisor

- Responsible for collaborating with government officials, agencies, and policymakers at local, state and federal levels to advocate for the city's interests, fostering positive relationships and policies and outcomes in alignment with the city's priorities
- Manages and drives Mayor's office and city communications, including press management, outreach, and relationships, social media management, internal and external messaging
- Grants team oversight, responsible for identifying grant opportunities and, applications, and federal and state lobbying efforts
- Manages Mayor's Office - City Council, State and Federal Delegation political operations, ensuring strategic alignment and effective decision making

Roberto Alves for Mayor of Danbury 2023
Campaign Manager

- Managed political and campaign operations including field programs, staff, messaging, policy, paid media, consultants, and fundraising
- Managed and implemented press and communications including but not limited to emails, social media, press materials and releases, managing and writing social media content, speechwriting

Jim Himes for Congress 2021 - Present
Campaign Manager

- Drives political operations, managing and growing political, party, government, labor, and community-based relationships, and coalition building across the 4th Congressional District and CT
- Responsible for planning and executing a winning campaign strategy including but not limited to field and community-based engagement, volunteer operations, planning and executing a successful district convention, paid and earned media, fundraising, staff and team build out, political operations, local and state coordination
- Communications and media operations including press management, email programs, cross-platform social media content creation and management, website management, paid media program management including mail and digital
- Manages day-to-day operations of Himes for Congress and BEEPAC – compliance, fundraising, accounts, scheduling and events, staffing, assets, vendors etc.

The Campaign School at Yale, Faculty 2020 – Present

Fordham University, Elections & Campaign Management MA Program 2019 - 2022
Adjunct Professor, Fundamentals of Campaign Management

Roberto Alves for Mayor 2020 – 2021
Campaign Manager

- Managed all aspects of the campaign including fundraising, strategy, and press and communications including but not limited to emails, social media, press materials, speeches
- Developed, wrote, and implemented earned social media plans, a robust mail program, radio and TV spots
- Wrote and oversaw the implementation of a comprehensive, a highly targeted, data driven, multi-faceted field plan

Red Horse Strategies 2017 - 2021
Senior Associate, Connecticut State Director

- Recruited, pitched, and secured new business for expansion of firm in Connecticut and increased business 70% over three years
- Created, drafted, and oversaw the implementation of strong and strategic field plans leveraging data and the unique intricacies of each district into organized, cohesive, and winning campaigns
- Developed, managed, and executed campaign strategies, including messaging for political and issue advocacy clients across NY and CT
- Managed media relations for clients in addition to developing, concepting, writing, and implementing earned, digital and social media plans, press materials, crafting cutting edge mail and paid media plans

The Vinci Group 2016 - 2017
Principal, Political Director

Additional Experience

U.S. Senator Amy Klobuchar for Minnesota, Jim Himes for Congress, Ned Lamont for CT Governor, William Tong for U. S. Senate, Denise Nappier for CT State Treasurer, Garfunkel for Mayor

Education

Fordham University, M.A. in Elections and Campaign Management, Cum Laude
Emmanuel College, B.A. in Political Science with Distinction in the Field