

Beth Sandbower Harbinson

EMPLOYMENT

Founder 2017 - present

Sobar

Our mission is to provide and promote innovative beverage options to those who cannot and choose not to drink alcohol. Founded in Howard County in 2017, Sobar works to eliminate the stigma of not drinking alcohol and encourage inclusion of innovative, healthy non-alcoholic beverages everywhere alcohol is served.

Executive Director 2012 – present

Children’s Scholarship Fund Baltimore

CSFB provides low-income Baltimore City families funding to help their K – 8th grade children attend the school of their choice. Responsible for grant writing and fundraising to exceed a \$750,000 annual budget. Manage, co-recruit and inspire the Trustees and support a strategic plan. Manage staff and oversee program. Raised 1M over our annual budget during a three year *Fund the Future* campaign.

Director of Institutional Advancement 2008 – 2011

Barrie School, Silver Spring, MD

Age 2 - Grade 12 independent school that features a Montessori lower, dynamic middle and college preparatory upper school. Responsible for leading and managing Fund Raising and Development, Communications, Alumni Relations and Parent Engagement efforts. Co-chairs Advancement Committee, the first shared board/staff committee.

President and Founder 2001 – 2008

The Harbinson Group, Ellicott City, MD

The Harbinson Group collaborated with associations and non-profits to enhance their leadership, board development and fund raising success. THG worked with clients whose missions included medical research and education, social services, the arts and youth sports and fitness. THG clients enjoyed growth in the areas of creating strategic plans, volunteer engagement and fund raising under the firm’s guidance. The Harbinson Group received a **BRAVO!** Award from Smart Woman Magazine in 2005 acknowledging the firm’s leadership, philanthropy and entrepreneurial spirit.

Director, Corporate Relations 2000

The Cystic Fibrosis Foundation, Hunt Valley, MD

Responsible for corporate sponsorship for all 12 CF events. Total revenue of \$68,000 in sponsorship, underwriting, and auction sales value in a 5 month period. Responsible for the logistics and planning of 3 major events during the same time period.

Area Director, Heart Ball 1998 - 2000
The American Heart Association, Baltimore, MD
Responsible for coordinating the largest fundraiser in the Metropolitan area. First year black tie event for 750 showed a 31% increase in net revenue and 191% increase in corporate sponsor dollars with only 8 months to plan. Second year, net revenue increase of 35% and auction revenue increase of 92%. Responsible for coordinating staff and a large group of volunteers.

Director of Sales 1994 - 1998
Chef's Expressions, Timonium, MD
Responsible for the growth and development of large corporate, non-profit and convention special events. Responsibilities include event management, marketing, direct selling and extensive networking.

Director of Sales 1991-1994
RDA Consultants, Timonium, MD
Hired as the firm's first sales representative. Primarily responsible for the firm's growth and ranking in its 5th year of business in Inc Magazine's "100 Fastest Growing Companies" list. Negotiated a long-term partnership with IBM for \$500,000 annually.

EDUCATION

Courses towards a Certificate, Fund Raising and Development
Goucher College, Towson, MD

Masters coursework in Administrative Science - 35 credits
The Johns Hopkins University, Baltimore, MD

B.A., 1981
Dickinson College, Carlisle, PA
History and American Studies double major
Dana Scholar, 1981 awarded for superior academic achievement and leadership

SPEAKING EXPERIENCE

Who Am I?	IGNITE HoCo https://www.youtube.com/watch?v=D5JOiN-GEBs
Budgeting Alumni Events	CASE District II Conference, Baltimore, MD
Development Seminar Series Speaker	Maryland State Arts Council, Baltimore, MD
First Course on Fund Raising	Association of Fund Raising Professionals, Baltimore, MD
Fund Raising Seminars	The Association of Community Services, Columbia, MD
The Changing Face of Philanthropy	Workplace Giving Conference, Chicago, IL
Special Event Fund Raising Track	Association of Fund Raising Professionals, Baltimore, MD

ACTIVITIES

Opioid Crisis Community Council – Member	2019- present
Y of Central Maryland – Strategic Planning and Board Nominating Committees	2012 - 2017
Howard County Arts Council - Board of Directors, Scholarship Committee	2007 - 2011
Leadership Howard County Graduate	Class of 2005
Howard County Women's Giving Circle – Founding Member and Board Member	2001 – 2008
Northfield Elementary School - PTA President, Grants Committee	1997 – 2004
Dancel Family YMCA – Group Fitness and Yoga Kids instructor	1999 - 2019