



Capital Development Services

Founded in 1984, Capital Development Services is a full-service fundraising consulting and executive search firm serving nonprofit organizations. The company is based in downtown Winston-Salem and focuses most of its work in North Carolina, although the firm has assisted scores of clients throughout the Southeast.

“Whether it’s planning and implementing successful fundraising efforts or recruiting the best qualified candidate, our team at Capital Development Services delivers client-centered service,” Allan Burrows, president Capital Development Services said. “Based on that relationship, we work to build sustainable fund development and find dynamic leadership to fit the needs of the nonprofits we serve.”

Capital Development Services applies core principles of strong leadership, donor base, case for support and infrastructure development to achieve results in: capital and endowment campaigns, feasibility studies, development assessments, board and staff development, major gift solicitations, case writing, grant writing, and prospect identification, research, cultivation and enlistment. For its executive search work, Capital Development Services brings leadership to institutions of higher learning, health care providers, foundations and nonprofit organizations.

“Nonprofits rely on us to bring about results in terms of fundraising and executive searches that they simply don’t have the capacity or breadth of knowledge to handle themselves,” he added. “In addition, we also assist nonprofits by offering workshops and seminars on current trends to nonprofit staff and board members. Everyone at Capital Development has worked at a nonprofit, so we know the culture, challenges and opportunities firsthand.”

Burrows said that Capital Development Services works with all types of nonprofits in North Carolina from “Murphy to Manteo” in addition to clients from Savannah to Washington, DC and other areas of the Southeast. Among the firm’s current clients are USS Battleship North Carolina, the North Carolina Aquariums and the North Carolina Museum of Natural Sciences.

Butler + Burke’s service to Capital Development Services dates back to a close working relationship between founders of both companies: David Burke and John Bennett. Since 2006, Butler + Burke’s work for Capital Development Services has evolved to cover a wide range accounting services, including preparation of corporate tax returns and other financial strategies.

“Ours is a good relationship and partnership because Butler + Burke allows us to do what we do best and keep our focus on serving our nonprofit clients, while they do what they do best in serving our financial needs,” Ann Bennett-Phillips, vice president of Capital Development Services, said.

Find out more about Capital Development Services by visiting www.capdev.com or by calling (336) 747-0133.