

Gilberto Rubén Gerald
PO Box 234
New York, NY 10044
212.913.9433
gilgerald@gilgerald.com
www.gilgerald.com

Objective Manage and provide consulting services that take advantage of more than twenty-five years of experience in management, program development, fund development, and cultural and linguistic capacity-building services in and for organizations and projects addressing urgent needs in marginalized communities.

- Skills Profile**
- Manager of a consulting firm providing publicly funded and fee-based technical assistance and training services to benefit human services organizations in the areas of fund development, cultural and linguistic competency, and evaluation.
 - Grant writer with consistently excellent results in securing public sector and private sector contracts and grants, from \$2,500 to \$8 million per award, in areas addressing human service needs in socially and economically disadvantaged communities and groups, including but not limited to: health, mental health, prevention of and recovery from substance abuse; HIV/AIDS prevention, treatment and care; and housing and homelessness.
 - Experienced consultant supporting community planning groups, by providing services to facilitate and support needs assessments.
 - Bilingual and multicultural competencies based on being a first generation immigrant to the US, a naturalized US citizen, a native of Panamá, a member of the African Diaspora, and part of the Post-Stonewall lesbian, gay, bisexual and transgender community.
 - Experienced community-based agency executive, senior manager and development director.

Employment History **President, Gil Gerald & Associates, Inc.** September 1990 - Present
Los Angeles, CA (9/1990—6/1998)
San Francisco, CA (6/1998 – 10/2012)
New York, NY (11/2012 – Present)

- Served as the Project Director of a technical assistance and training project under contract to the California Department of Alcohol and Drug Programs to improve the cultural competence of alcohol and other drug treatment providers in serving LGBT individuals and families.
- Served as a lead consultant under contract to CompassPoint, between 2000 and 2003, to provide capacity-building services to one of eight racial/ethnic minority AIDS services organizations, under a federally-

funded demonstration grant to the San Francisco Department of Public Health and CompassPoint (Capacity LEAP).

- Provided program planning and grant-writing services to a range of government and community-based nonprofit organizations, including but not limited to the San Francisco AIDS Office (prepared the City's application for more than \$8 million in federal funding for local HIV prevention services in FY 1999), Tarzana Treatment Centers in Los Angeles (more than \$9 million in total funding through twenty-two applications in 2004/2005), Latino Coalition for a Healthy California, Minority AIDS Project (Los Angeles), Black Coalition on AIDS (San Francisco), Bienestar (Los Angeles), and AltaMed Health Services Corporation (East Los Angeles). Services supported by resulting grants include but are not limited to outpatient primary care for uninsured, low-income and very low-income individuals, substance abuse treatment for all levels of care, HIV prevention, HIV support services, HIV outpatient medical and mental health services, emergency shelter and transitional housing, drug court services, paratransit services for the elderly and disabled, social marketing campaigns, teen pregnancy prevention, and benefits assistance and advocacy services.
- Successfully supported client efforts to obtain funding from a range of federal, state and local, public and private sources, including but not limited to the Centers for Disease Control and Prevention, Health Resources and Services Administration, Social Security Administration, Substance Abuse and Mental Health Services Administration, Housing and Urban Development, Office of Minority Health, California Department of Health Services, California Department of Corrections, Safeway, California Endowment, Los Angeles Housing Department, San Francisco Foundation, Horizons Foundation, Small Change Fund, Evelyn and Walter Haas Jr. Fund, Kaiser Permanente, Van Loben Sels/RembeRock Foundation, Gilead Sciences, and Catholic Healthcare West among many others.
- Served as a consultant to the Los Angeles County Commission on HIV Health Services and the San Francisco HIV Prevention Planning Council to support needs assessments, community plan development, and application for federal funding preparation processes.
- Conducted, under contract to the US Conference of Mayors (Washington DC), a federally-funded study of the HIV prevention needs of gay and bisexual men of color in five cities.

Director of Development & Communications,
Black Coalition on AIDS,
San Francisco, CA

February 2004—March
2006

- Served as a member of the Senior Management Team for an agency with an annual budget of \$1.8 million and a staff of thirty individuals.

- Led the development effort that increased the agency's annual income from \$900,000 to \$1.8 million in twenty four months.
- Managed a development program with direct mail, public and private sector grant seeking, major donor solicitation and major event components.

Executive Director, Minority AIDS Project June 1989—September 1990
Los Angeles, CA

- Provided executive and operating leadership for an agency with an annual budget of \$1 million and a staff of eighteen individuals providing HIV prevention and supportive health services.

Director of Minority Affairs, National AIDS November 1986—May 1989
Network, *Washington, DC*

- Provided primary leadership for a program of technical assistance, networking and advocacy for community-based HIV/AIDS services targeting racial and ethnic minority communities.

Executive Director, National November 1983—November 1986
Coalition of Black Lesbians and Gays,
Washington, DC

- Provided executive leadership for a national advocacy group with chapters in seven major metropolitan areas in the US.

Architect, Perkins & Will; Henningson, January 1977—November 1983
Durham & Richardson; Hellmuth, Obata
and Kassabaum; and Arthur Cotton
Moore, *Washington, DC*.

- Served in various capacities, from Designer Draftsman to Senior Staff Architect, on a number of commercial and institutional (hospital) projects

Project Manager, Georgetown University 1975—January 1977
Hospital, *Washington DC*

- Coordinated contractors' work to renovate the hospital.

Education

Bachelors of Architecture, 1974, Pratt Institute, *Brooklyn, NY*

Published Work

- "The Trouble I've Seen," *Freedom in this Village*, edited by E. Lynn Harris, Carrol & Graff Publishers, New York, 2005
- "With My Head Held Up High," *In The Life: A Black Gay Anthology*, edited by Joseph Beam, Alyson Press, 1986.
- "Blacks and Gays," *Point of View*, the magazine of the Congressional

Black Caucus Foundation, 1988.

- “What Can We Learn From The Gay Community’s Response to the AIDS Crisis?” *Journal of the National Medical Association*, Volume 81, Number 4, April 1989
- Introduction: “Minority Populations: AIDS Risk and Prevention,” *The AIDS Challenge: Prevention Education for Young People*, Edited by Marcia Quackenbush and May Nelson with Kay Clark, Network Publications, 1988.
- Gentlemen Concerned, A Fun Event Raising Serious Funds, *Grassroots Fundraising Journal*, July/August 2007, pp 4-8
- The “down low”: new jargon, sensationalism, or agent of change? *21st Century Sexualities, Contemporary Issues in Health, Education, and Rights*; Herdt, G and Howe C, editors, Routelge, 2007

Activities

- Member, Community HIV Planning Council, Los Angeles, 1989
- Member, City of Los Angeles, AIDS Advisory Council, 1989
- Member, Board of Directors of the National Coalition of Black Lesbians and Gays, 1980—1983
- Member of the Founding Board, National Minority AIDS Council, 1987—1990
- Member of the Board, Americans for Democratic Action, 1986
- Member of the Board, National Gay Rights Lobby, 1985
- Member of the Founding Board, Human Rights Campaign Fund, 1981—1984
- Member of the Steering Committee, National March on Washington for Lesbian and Gay Rights, 1987
- Member of the Board, Metropolitan Community Church of Washington, DC, 1979—1981
- Member of the Board, Shaw Project Area Committee, Washington, DC 1979—1982
- President, Downtown Shaw Neighborhood Association, 1980—1981
- Member, District of Columbia Comprehensive Plan Downtown Committee, 1984
- President, DC Coalition of Black Gays 1982-1983
- Vice President, Ward 2 Democrats, 1986
- Floor Whip for Jesse Jackson, DC Delegation, Democratic National Convention, 1984
- Congressional Testimony, Committee on Government, Intergovernmental Operations and Human Resources Subcommittee, U.S. House of Representatives, Washington, DC
- Testimony, National Commission on HIV, Los Angeles hearings, January 1990