



## **Kim E. Fraites-Dow Bio**

Kim E. Fraites-Dow is CEO of Girl Scouts of Eastern Pennsylvania (GSEP), having joined the organization in 2011 as the Chief Development and Marketing Officer and later serving as Chief Operating Officer. An executive nonprofit leader with 20 years of professional experience, Kim has expertise in managing operations, facilities, product sales, partnerships, marketing and brand management, board relations, and fundraising for nonprofit institutions.

Integral to Kim's success has been her leadership in recruiting key personnel, building collaboration across diverse teams of people, leading organizational change management, and developing relationships across GSEP's nine-county footprint. Together with the Board, staff, and volunteers, GSEP earned top 10 status nationally for girl and adult membership, serving close to 40,000 girls with the help of more than 15,000 adult volunteers.

Prior to joining GSEP, Kim served as director of institutional giving and government relations at The Franklin Institute, where she increased revenue during the 2008-2011 economic downturn. Prior to The Franklin Institute, Kim progressed in leadership roles within the development department at The Philadelphia Orchestra. A trained classical clarinetist, she earned her Bachelor of Music degree from the Eastman School of Music while jointly earning a Bachelor of Arts degree in psychology from the University of Rochester. She also holds a certificate in arts administration from New York University. Kim lives in Newtown Square, PA, with her husband, Kevin, son Elijah, and daughter Ella—a Brownie Girl Scout.