

# CHERYL BUFORD

Vienna, VA 22182 • 703-757-3830 • [cbuford@gmail.com](mailto:cbuford@gmail.com) •  
<https://www.linkedin.com/in/cherylbuford>

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## HIGHLIGHTS OF QUALIFICATIONS

- Clear and Persuasive Communicator. Speaker, meeting facilitator, trainer and writer, producing wide-ranging pieces, from research-oriented reports to high-profile publications.
- Multi-sector professional. Experienced in business, nonprofits, philanthropies and the Federal government; particularly interested in developing cross-sector solutions.
- Results-focused leader. Dedicated to maximizing impact, in both the development of policy positions as well as in program administration.

## EXPERIENCE

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### **Virginia House of Delegates Candidate, Vienna, VA** 2017

- Ran a strong campaign challenging an incumbent, characterized by one writer as “feisty, yet underfunded.” While unsuccessful, garnered the most votes in the state for a challenger in a Democratic-controlled District.
- Developed and publicly advocated key policy positions for my district – including economic growth, education, transportation, opioid epidemic and gang violence.
- Raised over \$90,000—third best in the state for a challenger to a Democratic-controlled seat—without assistance of the Virginia Republican Party or Republican House of Delegates Caucus.

### **Social Capital Valuations (SCV), Washington D.C.** 2016 to present **Vice President, Business Development**

- Responsible for marketing, refining brand, creating content for and managing website redesign.

### **Signature Impact Consulting, Washington D.C.** 2015 to present **MCORE-certified Consultant**

- Added MCOE certification to my job-fit consultancy; over the past two years used it to coach 45 individuals, advise an Ad Agency CEO in selecting a Creative Director and to conduct two team-building consultations.

### **Institutional Religious Freedom Alliance (IRFA), Washington D.C.** 2009 to 2015 **Director of Strategic Initiatives, Board Treasurer and Volunteer**

- Wrote numerous grant proposals and donation letters, resulting in over \$300,000 of revenue.
- Created and edited IRFA Outlook, a bi-monthly electronic publication (including an issue devoted to Indiana’s Private School/Homeschool Deduction program and the DC Opportunity Scholarship program). Circulation tripled during my tenure.
- Helped create membership program, recruited two board members.
- PBS documentary – Directed messaging and recruited featured nonprofit, the Helping Up Mission.

### **Thomas Jefferson High School for Science and Technology, Annandale VA** 2009 to 2015 **Government Relations Chairperson** (TJ is a Governor’s School, rated top in the nation in 2014)

- TJHSST netted a 10 percent increase in the school’s supplemental state allocation during my tenure.
- Trained nearly 50 student and parents and led three annual delegations to meet with legislators.

## CHERYL BUFORD – PROFESSIONAL EXPERIENCE, CONTINUED

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**U.S. Department of Education, Washington D.C.** 2008 to 2009

**Associate Director for Program Analysis and Evaluation**

- Authored two articles selected for the White House’s *Innovations in Compassion* final report and edited White House’s website content.
- Wrote Department’s program analysis of the contributions of the Faith-Based and Community Initiatives in advancing NCLB, included in the transition materials for the Obama Administration.
- Moderator at training session for nonprofit organizations interested in applying for 21<sup>st</sup> Century Learning Communities grants, Anaheim, California.
- Accompanied Assistant Secretary on Site Visit and Recognition Ceremony for Reading and Beyond in Fresno, California.

**Independent Consultant and Volunteer, Boston MA and Washington D.C.** 1996 to 2008

- **U.S. Department of Labor and U.S. Department of Health and Human Services** – External grant proposal reviewer for ten panels, including three High-Growth Job Training Initiative panels, Youthbuild, Healthy Marriage and Responsible Fatherhood Initiative panels.
- **Interviewer, Job-Fit, Career Consultant and Trainer** – Interviewed, analyzed and advised over 50 clients. Created and delivered related training (including for at-risk youth).
- **Volunteer Engagements** – White House Correspondence volunteer; LBJ School of Public Affairs, Great Society Fund, Board Secretary; Colvin Run Elementary School, Character Education Chair; Ambleside School, Curriculum Chair; Marketplace Network, writer and speaker recruitment; Christian Economic Coalition and Emmanuel Gospel Center.

**United Way of America, Washington D.C. and Chicago IL** 1992 to 1996

**Senior Associate, the Housing Initiative (Consultant after move to Chicago)**

- Implemented a Ford Foundation-funded pilot program in five cities.
- Conducted site evaluations and drafted reports to Ford Foundation.
- Made presentations to federal agencies, nonprofit and philanthropic executives.
- Developed nationally circulated training materials, case studies and promotional pieces.

**Independent Consultant, Houston TX** 1989 to 1991

- **Eastwood Community Development Corporation (GECDC)**
  - Guided board decision-making and evaluated feasibility of \$1.06 million housing project.
  - Secured financial commitments from public, private and philanthropic funders.
- **Nymark-Peterson Consulting** – Contributed to disposition report and identified nonprofit organization to receive 3.7 acre commercial property containing a dilapidated 158-unit apartment complex, in an inner-city neighborhood. Corporate client gained tax benefit and nonprofit renovated the apartment complex for the benefit of working poor families.

## EDUCATION

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**University of Texas** 1988

Master of Public Affairs, LBJ School of Public Affairs

**Kansas State University** 1980

Master of Science, Family Economics

**Kansas State University** 1976

Bachelor of Science, Home Economics Education