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Associate Dean for External Affairs/Chief Advancement Officer; Syracuse University, Maxwell School of Citizenship and Public Affairs (4/15-Present)

- Reorganized and rebuilt the communications, development and alumni engagement operation of the top-ranked Maxwell School during a period of substantial University and School transition, resulting in a recapturing of the #1 national ranking.
- Increased philanthropic support every year (+362% over four years), and secured the top fundraising results of any of the schools at Syracuse University.
- Surpassed overall FY20 fundraising goal, set a record for giving in the month of December (\$3.5M+), and currently projected to finish at \$20M (+570% over FY16 while decreasing expenses by 25% over the same period of time). Personally closed more than \$8M in gifts YTD, including one gift of \$5M.
- Launched the direct-admission undergraduate marketing effort, working with enrollment management to recruit undergraduate social science majors to Maxwell (previously applied via Arts and Sciences). Secured record social science applications in Year 1, a 19% increase in deposits, and a 15-point increase in average SAT scores. Early Decision deposits in Year 2 are +35%, and regular decision applications, and diversity and quality metrics have all increased over last year.

Assistant Dean for Advancement; Syracuse University, School of Information Studies (12/11-11/15)

- Led the iSchool at Syracuse University to secure record philanthropic dollars (\$5.9 million in FY14), donors, leadership donors, and increased giving across all donor segments.
- Designed and launched the first-ever philanthropic crowd funding effort at Syracuse University, which generated a 500% ROI with 50% of gifts contributed by previous lifetime non-donors.

Vice President for Development, Loretto Foundation (4/11-11/11)

- Led all aspects of annual and capital giving for the largest long-term care provider in Syracuse, including major special events, annual giving, and board development.

Executive Director/Chief Advancement Officer; Friends of Bassett Healthcare Network (3/05-4/11)

- Led the advancement effort for the Friends of Bassett (charitable foundation) with a staff of seven and a board of 35 that raised as much as \$6.6 million in cash annually in support of a health care system encompassing six hospitals, a medical school, two skilled nursing facilities, 28 community health centers and 18 school-based health centers.
- Redesigned Bassett's gift and pledge acknowledgment system (Raiser's Edge), ensuring all correspondence was simplified, personalized and mailed within 24 hours, effecting substantial annual savings in supplies and staff time.

Director of Development; Bishop Grimes Prep (9/03-3/05)

- Established the first formal development office and launched the first campaign in the history of the school, including securing a lead gift of \$300,000 and raising more than \$600,000, surpassing the feasibility study goal by 20%.

Vice President for Institutional Advancement; Le Moyne College (9/01-9/03)

- Led Le Moyne College's comprehensive development, communications, marketing, public relations, alumni and parent programming effort—a division encompassing a staff of 24 and an annual operating budget of more than \$2 million.
- Planned, recruited lead volunteers, solicited lead gifts, and launched Le Moyne's Achieving New Heights \$50 million Campaign, which raised more than \$100 million.
- In 24 months, more than doubled the number of regional alumni and parent events sponsored around the country on an annual basis without an increase in budget.
- Served as the External Director, secured funding and oversaw the coordination of national media relations associated with the creation of an innovative partnership with Zogby International in building a nationally recognized poll on Contemporary Catholic Trends that generated 90 million media impressions in one year for Le Moyne College.
- Received the 2003 CASE District II Gold Medal for best College Magazine.

Director of Development; Le Moyne College (1998-2001)

- Coordinated all aspects of Le Moyne's \$30.5 million Tradition With Vision Campaign (\$25 million goal), which secured more than \$5 million in gifts annually. Personally raised more than \$15 million toward the Campaign's total.
- Successfully completed a \$500,000 Kresge Foundation Challenge, two \$500,000 Emerson Foundation Challenges and a \$250,000 Calder Foundation Challenge.
- Raised a record \$5.6 million in cash in 1998-99—a 45% increase over the previous high.
- Managed a budget in excess of \$300,000 (exclusive of salaries and benefits).

Director of Annual Giving; Hamilton College (1996-98)

- Directed the Hamilton College Annual Fund—a nationally recognized program—in securing record unrestricted revenue (\$3.25 million) and 53.5% alumni participation, which represented the greatest increase in alumni participation in more than a decade.
- Established two new “unrestricted-only” leadership gift clubs at the \$100,000 and \$50,000 levels.
- Recruited, trained and directed more than 1,000 volunteers each year. Supervised a staff of two administrators, two assistants and four interns and managed a budget of more than \$200,000 (exclusive of salaries and benefits).

Director of Annual Giving, Le Moyne College (1994-96)

- Organized all aspects of the Annual Fund. Created and coordinated mail, phone and volunteer solicitations, surpassing unrestricted goals of \$950,000 and 30% alumni participation.
- Set records in gifts from parents, unrestricted gifts from alumni, reunion giving and phonathons.
- Increased President's Club gifts (\$1,000+) by nearly 20%—reaching a record total.
- Increased total donors by 500 and achieved the highest alumni participation in four years.
- Studied the effectiveness of Le Moyne's regional alumni chapter activity on increasing annual fund participation and revenue and redesigned the college's alumni engagement program, more than doubling the number of annual events sponsored around the country (with no increase in budget).

Associate Director of Major Gifts; Hamilton College (1993-94)

- Managed the Class of 1944's 50th Reunion Gift Program. Supported the leadership and volunteers to reach their record-setting goals of 100% participation and \$1 million.
- Coordinated Hamilton's “Rising Star” program, which brought new, significant prospects in contact with the President, Trustees and Development Officers.
- Created and managed a database to analyze sentiment and draft responses for the President and Chairman of the Board to alumni, parents and friends regarding the Residential Life Plan.
- Led the Development Office's conversion to Datatel's Benefactor database.

Assistant Director of Reunion Giving; Hamilton College (1992-93)

- Raised more than \$3.2 million, surpassing the previous record of \$1.7 million.
- Recruited 23 leadership volunteers and more than 300 class volunteers. Focused their energy and enthusiasm while coordinating with Campaign activity.

Assistant Director of Alumni Admission; Hamilton College (1991-92)

- Coordinated the effort of 1,800 Alumni Admission volunteers around the world.
- Set records in event and college fair attendance and alumni off-campus interviews.
- Increased alumni volunteer activity by 30%.
- Introduced parents as a new, pro-active element in the volunteer admission program.
- Recruited hosts and planned, coordinated and attended events in 20 states.

Awards

- Named among the top 10% of the Council for the Advancement and Support of Education's (CASE) faculty members in 2001.
- Received a CASE Circle of Excellence Award for fundraising at the International Assembly in 2000.
- Awarded the CASE 2003 District II Gold Medal for Best College Magazine.

Education

Hamilton College, Bachelor of Arts, Government Major
Le Moyne College, MBA (24 credits completed)

Recent Professional Service: Syracuse University Leadership Team (ULT); Syracuse University CRM Advisory Council; Syracuse University Major Gift Policy and Procedures (Chair), Syracuse University Professional Development and Training Committee (Chair), Syracuse University Fast Forward Operational Excellence Committee (Co-Leader), Administrative Council, Honorary Degree Committee, Enrollment Management Committee, International House Committee, Web Strategy Committee, Planning Committee, Various Search Committee Chairs.

Current and Former Volunteer Activities: Association of Fundraising Professionals (Board Member); Instructor (Philanthropy), Le Moyne College Continuing Education Program; Come Home to Syracuse (Board Member); JV Boys Basketball Coach, St. Matthew's CYO; Visiting Nurses Association (Board Member); Rotary Club of Cooperstown (Board Member); Catholic Charities of Delaware and Otsego Counties (Board Member); Jesuit Advancement Administrators Recognition Awards (Volunteer Judge).