

Enrique Gonzalez-Salgado, CFRE

SUMMARY OF QUALIFICATIONS

A seasoned professional with over twenty-two years of higher education and nonprofit administration experience with an extensive background in all functional aspects of fundraising, program development and nonprofit management. Extensive experience in developing collaborative partnerships with organization leaders and stakeholders to effectively align with and support strategic goals and initiatives.

EXPERIENCE AND CORE ACCOMPLISHMENTS

Scripps College

Associate Vice President for Philanthropy

September 2018 - Present

- Lead, plan and manage strategies for all philanthropy departments including Principal and Major Gifts, Regional Development, Leadership Annual Giving and Scripps Fund, Gift Planning, and Foundation Corporate and Government Relations.
- Closed \$179 Million “More Scripps” campaign, exceeding \$175M goal.
- Increased testamentary commitments from \$114,000 to \$10.5 Million in three year span.
- Secured \$15M grant for Pell-eligible and undocumented student scholarships.
- Exceeded Scripps Fund (Annual Giving) goals in two consecutive years by four percent and secured the highest annual giving amount in college history in fiscal year 2021.
- Participated in division realignment planning and job description development.
- Established first locally based Regional Development Officer position for east coast of the United States.
- Developed Philanthropy Team Liaison Program to enhance relationships between faculty and philanthropy team.
- Hired and onboarded five members of philanthropy team and five new members of the External Relations and Institutional Advancement division.
- Developed and established new policies and procedures for Prospect Management, Leadership Annual Giving, Principal Gifts and Stewardship.
- Actively manage a portfolio and successfully closed gifts of six and seven figures.

California State University, Fullerton - College of Business and Economics

Senior Director of Development

August 2016 – September 2018

- Led, planned and managed fundraising strategies for all development programs in the College of Business and Economics.
- Managed a portfolio of 125 prospects and successfully raised \$1.7 million in 2016-2017 and \$2.2 million in 2017-2018 for the college.
- Collaborated with department chairs, center directors, and faculty to develop funding opportunities and strengthen fundraising programs, initiatives, and strategies.
- Managed the Dean’s Advisory Board, in partnership with the Dean, by actively engaging them in the college’s strategic priorities and successfully recruited four new prominent business leaders to serve on the board.

- Developed and implemented a moves-management process for the College that incorporates effective portfolio evaluation and major gifts prospect research.
- Led a highly effective team of front-line fundraisers and professional staff members to fulfill college fundraising priorities.
- Developed presidential authorization for naming request and prospect management schedule that was adopted for university-wide use.

Fairplex - The Learning Centers at Fairplex

Director of Development

April 2015 - August 2016

- Created, implemented and directed the strategic direction of all fundraising programs including major gifts, capital campaigns, planned giving, corporate donations, private foundations, annual fund and fundraising events.
- Developed staffing plan for development office in preparation for a campaign to broaden donor base and build program branding.
- Initiated focus on building a data-driven high performing development office.
- Secured a record \$2.7 million in fundraising.

Harvey Mudd College - Office College Advancement

Director of Regional Development

August 2012 - April 2015

- Planned and executed campaign activities, in partnership with the VP and the AVP, for \$150 million campaign for Harvey Mudd College.
- Managed an active portfolio of alumni, parents, and friends in a twenty-two state region.
- Worked collaboratively to solicit major gifts with HMC faculty and department chairs.
- Successfully identified, qualified and cultivated four new constituent relationships with two becoming trustees of the College.
- Co-Chaired the College Advancement themes and values “ ICARE” committee and implemented staff development and culture of excellence strategies.

California State University, San Bernardino - College of Social and Behavioral Sciences

Director of Development

July 2008 - August 2012

- Administered comprehensive development activities for the College of Social and Behavioral Sciences.
- Secured the largest gift in college history by an individual in collaboration with the department chair.
- Realized 400 percent increase in gifts and pledges over prior results.
- Established and led the College Hall of Fame committee and program that resulted in over \$85,000 new private contributions in its first two years of existence.
- Reinvigorated College Development Council by establishing ten new relationships with alumni and community partners.

California State University, Los Angeles - Central Development and College of Engineering Computer Science and Technology

Director of Development, Major Projects and Director of Development, University Projects, Central Development

October 2005 - July 2008

- Administered a full range of fundraising activities for the University including securing funds from corporations, foundations, and individuals focusing on university-wide scholarship.
- Grew scholarship development from \$600,000 annually to \$2,500,000 in three-year span.
- Secured bequest valued at \$375,000 to support named endowed scholarships.
- Developed and executed strategic plan to complete Golden Eagle Sculpture construction, naming, recognition, and dedication ceremony. The project resulted in over \$77,000 in gifts.
- Initiated collaborative strategies to enhance stewardship mechanisms for scholarship donors across the university in partnership with Financial Aid Office and College Development staff.

Director, Mathematics Engineering Science Achievement (MESA) Schools Program, College of Engineering, Computer Science

January 2003 - October 2005

- Secured external financial and in-kind support from Los Angeles Unified School District of over \$105,000.
- Doubled programming budget from \$80,000 to \$160,000 from MESA Statewide support.
- Led planning for 2004 and 2005 Boeing Day career exploration event in collaboration with Boeing executives for over 150 middle school and high school students and teachers, securing over \$20,000 for program support.

California State Polytechnic University, Pomona

Coordinator Student Programs and Outreach and Coordinator for Native American Student Center
September 2000 - January 2003

- Administered cultural and educational programming for the campus community.
- Collaborated with California tribal community members, faculty, staff, and students to host a 3-day Pow Wow open to the community, in which over 60 vendors and 200 ceremonial dancers participated.

Residence Life Coordinator/Hall Coordinator

July 1998 - July 2000

- Administered educational programming for 1,200 residential students.
- Served as professional staff advisor to Inter-Hall Council, residential hall student government.
- Developed and implemented a training curriculum for 200 professional and student staff.

EDUCATION

Bachelor of Science, Kinesiology and Health Promotion

California State Polytechnic University, Pomona, July 1999

Certified Fundraising Executive, February 2018

CFRE International

New Leadership Academy (NLA) Fellow, 2018-2019

National Forum on Higher Education for the Public Good (National Forum), University of Michigan

COMMUNITY INVOLVEMENT

- Catholic Charities San Bernardino/Riverside Board Member, 2010 - 2013
- Diocese of San Bernardino Diocesan Development Fund Board Member, 2010 - 2011
- Co-Chair San Bernardino Green Alliance, 2008 – 2009
- LEGO League Robotics Coach, 2018, 2020 (regional competition champions), 2021
- National Conference for Community and Justice Facilitator (NCCJ), 2001

RECENT PRESENTATIONS

- CASE Academy: Strategic Thinking, January 6, 2021
- Basics of Philanthropy to California State University, CSU STEM VISTA Program, January 14, 2020
- Effective Moves Management, CASE District VII Conference-Connect West, March 1, 2018
- Fundraising Collaboration Best Practices, Association to Advance Collegiate Schools of Business (AACSB), 2017 B-School Communications and Development Symposium, March 27, 2017

OTHER APPLICABLE SKILLS

- Experienced in PeopleSoft, BSR Advance, CX, Blackbaud Raiser's Edge/NXT databases
- Proficient in Microsoft Office Suite applications and Adobe Creative Suite
- Fluent in Spanish