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EDUCATION

J.D., **Washington University**, St. Louis, Missouri
M.Ed., **Vanderbilt University**, Nashville, Tennessee
A.B., **College of William and Mary**, Williamsburg, Virginia

ADVANCEMENT/DEVELOPMENT EXPERIENCE

June 2017 to present **Lamar University**, Beaumont, Texas: *Associate Vice President for University Advancement*

- Led development staff (eight direct reports) to an average of \$20 million raised each year by 2024, up from approximately \$6 million annually as of 2017.
- Personally responsible for closing gifts averaging \$5 million each year.
- Revitalized and reorganized the Annual Giving program, leading to a three-fold increase in dollars raised and nearly doubling the number of donors each year.
- Introduced and managed Lamar's Giving Day, "Red Day," which tripled revenue in Year Two over Year One and set new records for number of donors in each subsequent year; personally managed 2024 Red Day to record donor count.
- Built and lead a mature, multi-faceted planned giving operation and trained colleagues on principles and instruments.
- Revised and reconstituted the athletics annual fund, the Cardinal Athletics Fund, and advised professional and volunteer athletics leadership on the NIL (name/image/likeness) process; secured \$3.5 million naming gift for arena.
- Counseled and guided university leadership, including deans of all five academic colleges, in creating or reinvigorating their volunteer advisory councils, resulting in the creation of two new councils and restructuring of the other three.
- Advise and assist the university president, provost, and other academic and administrative leadership on development matters and building relationships with external constituencies, including corporations and foundations.
- Advise and assist Lamar University Foundation board and leadership on investment strategies, governance matters, trustee recruitment, and university relations.
- Write regular articles for *Cardinal Cadence* magazine and edit all advancement publications.

University volunteer service

- University Branding Task Force, 2024
- Cardinal Lights Planning Committee, 2022
- Featured Speaker, College of Arts & Sciences Chairs Retreat, 2022
- Planning Committee for the Investiture of President Jaime R. Taylor, 2021
- Advancement consultant to Southeast Texas Flood Coordination Study, 2019-present
- Search Committee, Head Football Coach, 2019
- Search Committee, Associate Provost for Research and Sponsored Projects, 2019
- [Faculty/Staff] Athletics Council, 2018-present; Student-Athlete Retention Subcommittee, 2024-present
- Disaster Resilience Committee, 2018-2020
- Multiple RFP evaluation committees for Athletics, 2018-2020
- NCAA Accelerating Academic Success Program (AASP), 2018-2020
- Strategic Enrollment Planning Council, 2018-2019
- Search Committee, Athletic Director, 2018

September 2013 to May 2017 **Florida Institute of Technology**, Melbourne, Florida: *Director of Development/Chief Planned Gift Officer*

- Served in a leadership role through the public phase of the university's record \$123 million comprehensive campaign, which was completed 23% above its goal.
- Led major gift efforts for and built meaningful and fruitful relationships on behalf of two colleges, the College of Science and the College of Psychology and Liberal Arts, advising their deans and faculty on development and external relations matters.
- Acted as primary resource and contact for planned giving inquiries and conversations, establishing a mature and agile program and increasing planned gift commitments by 50% annually over a four-year period.
- Specialized in new prospect identification, which revived a moribund donor base and resulted directly in at least \$5 million to date in new commitments and gifts.
- Frequently wrote and edited university documents and publications, both development-related and otherwise, along with legal research and analysis and event planning and implementation.

July 2011 to June 2013

Enzian and the Florida Film Festival, Maitland, Florida: *Director of Development*

- Conducted all fundraising and sponsorship efforts for non-profit independent film theater and its showcase annual event, the Florida Film Festival (FFF), ranked as one of the top 50 film festivals in the world, exceeding all monetary goals with a nearly five-fold increase in 2012 year-end campaign giving, 44% increase in 2011 year-end campaign giving, and 21% increase in 2012 United Arts Annual Campaign.
- Planned and designed \$350,000 campaign for renovation of facilities plus \$1.5 million campaign for expansion and wrote all pertinent campaign materials.
- Developed, recruited, and managed a young professionals group, the Associate Producers Council, focused on philanthropic efforts on Enzian's behalf.
- Advised and collaborated with the Enzian Advisory Council, a group of area volunteers and professionals.
- Wrote and edited numerous outreach pieces including the 2012 FFF Annual Report.

May 2010 to June 2011

Make-A-Wish Foundation® of Central and Northern Florida, Maitland, Florida:
Director of Development

- As chief development officer for a chapter encompassing 54 counties, with a primary focus on the metro Orlando area, cultivated and solicited major and planned gifts, with an annual goal of about \$400,000; exceeded goal in first year ahead of schedule, including a combined endowment gift and bequest that later realized \$650,000.
- Selected as one of three representatives from chapters nationwide for national planned giving policy and education committee. Spoke regularly before service clubs (e.g. Rotary, Kiwanis), chambers of commerce, and other groups to advance the Foundation's mission and build a network of contacts in the area.
- Wrote numerous letters, brochures, grant applications, and other documents to attract major funding.

November 2007 to September 2008 **Florida State University Foundation**, Tallahassee, Florida: *Regional Director of Development, South Florida*

- Based in Palm Beach County, represented FSU as a generalist for area stretching from Vero Beach to the Florida Keys with special emphasis on Palm Beach, Broward, and Miami-Dade counties and built relationships with members of a community numbering over 30,000 FSU alumni and prospective donors.
- Hosted university leadership, including deans, development officers, faculty members, board members, and other personnel on their visits to south Florida and worked collaboratively to advance FSU's visibility and increase giving opportunities throughout the region.

June 2006 to November 2007

Florida Atlantic University, Boca Raton, Florida: *Director of Development*

- Led development efforts for the Charles E. Schmidt College of Science, including six departments (biology, chemistry, mathematics, physics, geosciences, and psychology), and laid the groundwork for the multimillion-dollar gifts that eventually resulted in the naming of what today is the Charles E. Schmidt College of Medicine and the Carole and Barry Kaye Performing Arts Auditorium.
- Worked closely with the dean, department chairs, and other senior administrators and faculty to identify and articulate campaign priorities in preparation for a future university campaign.
- Managed the 12-member Development Committee of the College's volunteer Science Advisory Board.
- Wrote and edited development communication materials, including case statements, proposals, brochures, and letters.

April 2004 to September 2005

Brevard Community College Foundation, Cocoa, Florida: *Executive Director*

- As the institution's chief advancement officer, professionalized and modernized the College's advancement function.
- Corrected improper and underdeveloped procedures for awarding scholarships by establishing sophisticated scholarship award procedures in compliance with federal and state law.
- Increased scholarship giving by 15% over an 18-month period and closed a gift of real estate that resulted in nearly \$2 million of philanthropic revenue for the College.
- Advised the president, senior administrative and academic leadership, and the Board of Trustees on advancement as a member of the President's Cabinet and participated in decision-making on matters of college-wide importance.
- Managed the 55-member Foundation Board of Governors and its 12-member executive committee by planning meeting agendas, preparing and presenting reports, and recruiting new members.

December 2001 to March 2004

Michigan State University, East Lansing, Michigan: *Director of Development*

- Led development efforts for America's top-ranked school for elementary and secondary education, supervising an assistant director and an administrative assistant.
- Reached \$26 million goal *four years ahead of schedule* toward the university's \$1.2 billion comprehensive campaign.
- Personally responsible for closing \$21 million in gifts in just over two years, including a \$6 million gift and three others of \$1 million or more.
- Advised and encouraged college leadership, including the dean and assistant dean, on advancement strategy.
- Developed, wrote, and edited the college's campaign case statement along with articles for college publications.

August 1997 to November 2001 **Stetson University**, DeLand & St. Petersburg, Florida

April 1999 to November 2001 **Main campus**, DeLand, Florida: *Associate Director of Development*

- As the first chief development officer for the School of Business Administration, planned and successfully implemented the \$3.5 million initial phase of the School's endowment campaign.
- Wrote the School's campaign case statement and presented it to VIP donors, prospects, and other constituents.
- Played a front-line leadership role in the conclusion of Stetson's \$200 Million Campaign, which exceeded its goal by more than 17%.

August 1997 to April 1999 **College of Law**, St. Petersburg, Florida: *Interim Executive Director of College Relations/Director of Alumni Relations*

- Performed and excelled in a wide variety of advancement functions, including management of the College's annual fund, planning and implementation of alumni receptions and activities including Law Homecoming, and public relations responsibilities that included press releases and the writing and production of the College's alumni magazines and newsletters.
- Managed and provided leadership for the successful \$9 million campaign for the Law Library (now the Dolly & Homer Hand Law Library), including designing and writing its case statement.
- Built and managed a law firm/corporate network to provide support, volunteer and philanthropic, for the College.
- As interim executive director, also managed a budget of \$350,000 annually.

November 1996 to July 1997 **Phi Mu Alpha Sinfonia Fraternity/The Sinfonia Foundation**, Evansville, Indiana: *Interim Executive Director*

- Supervised national office staff in conducting business with chapters, alumni and collegiate members, and affiliated organizations, including testimony before the local tax assessor that increased the Fraternity's tax exemption.
- Represented the Fraternity nationwide at conventions and other gatherings of music professionals.
- Spoke frequently to students nationwide on issues including hazing, risk management, and other matters.
- For Foundation, served as CEO and primary development officer: administered combined assets and budgets of approximately \$1 million and devised and implemented the annual giving campaign in consultation and collaboration with the Board of Trustees.

PUBLICATIONS

Judicial Opinions:

Callahan v. Cardinal Glennon Children's Hosp., 901 S.W.2d 270 (Mo. Ct. App. E.D. 1995)

Wehrheim v. Brent, 894 S.W.2d 227 (Mo. Ct. App. E.D. 1995)

Larocca v. State Bd. of Registration for the Healing Arts, 897 S.W.2d 37 (Mo. App. E.D. 1995)

Ross v. Union Pacific R.R. Co., No. 65674, 1995 WL 15466 (Mo. Ct. App. E.D. Jan. 17, 1995) [not published in South Western Reporter]

Dyna Flex Ltd. v. Charleville, 890 S.W.2d 413 (Mo. Ct. App. E.D. 1995)

Richie v. Laususe, 892 S.W.2d 746 (Mo. Ct. App. E.D. 1994) [written in part]

In re Hollis, 890 S.W.2d 380 (Mo. Ct. App. E.D. 1994) (mem.)

State v. Wilson, 888 S.W.2d 744 (Mo. Ct. App. E.D. 1994)

Thieme v. Tour-Toiseshell, Inc., 887 S.W.2d 795 (Mo. Ct. App. E.D. 1994)

Lamastus v. Lamastus, 886 S.W.2d 721 (Mo. Ct. App. E.D. 1994)

State v. Tankins, 865 S.W.2d 848 (Mo. Ct. App. E.D. 1993)

SELECTED PROFESSIONAL ENRICHMENT ACTIVITIES

Council for the Advancement and Support of Education (CASE):

District IV Board/Cabinet: various roles, 2019-2023 and 2024-present

"Better Together" All-District Conference: Online, 2021 (track reviewer, judging coordinator/judge, speaker)

District IV Conferences: 2024 (roundtables chair & speaker), 2023 (overall conference chair), 2022 (program co-chair & speaker), 2020 (track chair & speaker), 2019 (panels chair & speaker), 2018 (speaker)

District III Conferences: 2017 (speaker), 2016 (speaker), 2015 (speaker), 2014, 2007 (speaker), 2005, 2003, 2002 (newcomers chair), 2001 (idea exchange chair), 2000, 1999, 1998

District V Conferences: 2004 (resource center chair), 2003 (session host/evaluations chair)

Development for Deans Conferences: 2020, 2019, 2006

Summer Institute for Educational Fund Raising: 1998

SELECTED CIVIC AND OTHER VOLUNTEER ACTIVITIES

- 2024 to present
Beaumont Chamber Foundation, Beaumont, Texas
Member, Board of Directors
- 2020 to present
2018 to 2020
Leadership Beaumont, Beaumont, Texas
Member, Alumni Committee
Facilitator and Steering Committee member, 2019-2020; Member, Class of 2019
- 2014 to 2017
2004 to 2005
Leadership Brevard, Rockledge, Florida
Member, Curriculum Committee
Member, Class of 2005
- 2010 to 2017
2015 to 2017
Bach Festival Society, Winter Park, Florida
Performed as a first tenor in the 160-voice resident chorus of one of the world's premier Bach Festivals, based at Rollins College. Annual performances at least three times a year included works by a wide variety of classical composers, including Beethoven, Mozart, J.S. Bach, and more. Participated in and soloed on 2017 European tour, performing in Prague, Leipzig, and Berlin.
Choir Committee (President, 2016-2017; member, 2015-2017)
- 2012 and 2013
2011 to 2013
2010 to 2011
Winter Park Chamber of Commerce, Winter Park, Florida
Nominee, WPCC Volunteer of the Year
Member, Leadership Winter Park Alumni Council
Member, Leadership Winter Park Class XXI; Chair, class fundraising campaign
- November 2007
November 2006
Jeopardy! (television game show), Los Angeles, California
Semifinalist, Tournament of Champions
Appeared on two shows, earning \$10,000. Member of "Jeopardy! Hall of Fame."
Five-time Champion
Appeared on six shows, winning five and earning over \$105,000. Retired ranked 13th all-time.
- 2006 to 2009
2007 to 2009
Master Chorale of South Florida, Fort Lauderdale, Florida
Participated as a first tenor in 125-voice mixed chorus, performing works by composers including Brahms, Beethoven, Poulenc, Vivaldi, and Orff throughout the three-county south Florida area.
Member, Board of Directors/Steering Committee
- 2003 to 2007;
2016 to 2022
2000 to 2003
Sinfonia Educational Foundation (formerly The Sinfonia Foundation), Evansville, Indiana
Board of Trustees (President, 2004-2007; member, 2003-2007 and 2016-2022; Vice President, 2018-2022; Governance Committee chair, 2017-2022; Development Committee chair, 2016-2017)
Scholarship Committee, The Sinfonia Foundation
- 2022 to present
2022 to present
2018 to present
2009 to 2012
2006 to 2009
1997 to 2006
Phi Mu Alpha Sinfonia Fraternity, Evansville, Indiana
Member, National Songbook Committee
Deputy Province Governor, Province 40 (East Texas)
Responsible, with Province Governor, for advising and evaluating six collegiate chapters, reporting to National President.
Co-Faculty Advisor, Eta Mu Chapter (Lamar University)
Assist the chapter with their responsibilities both to the national fraternity and to their sheltering university. Monitor and approve operations and activities and serve as an advisor and mentor to the chapter and individual members.
Member, National Alumni Engagement Committee
Member, National Awards Committee
Commission on Standards (Chairman, 2000-2006; member, 1997-2000)
Led and previously served on six-member national committee responsible for setting standards for chapter chartering, chapter retention, and discipline of chapters and individuals for hazing and other infractions. Wrote Fraternity's *Protocol for Hazing Allegations* and revised its *Policy on Hazing*. Spoke frequently to groups nationwide on hazing and risk management matters.
- 2003 to 2004
1999 to 2002
1995 to 1996
Governor, Province 2 (Michigan and northern Ohio)
Governor, Province 13 (central and southern Florida)
Governor, Province 5 (Illinois, Missouri, Indiana)