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## **Professional Experience**

### **Pomona College** – Claremont, CA

*Interim Vice President for Advancement*

*October 2012 – July 2013*

As Affiliated Consultant of Marts & Lundy, managed and directed all advancement activities, including development, communications, alumni and government relations. Served as officer of the college and senior advisor to the President. Represented the college to members of the Board of Trustees, and to friends and alumni nationally. Served as the principal officer for the \$250 million *Campaign Pomona: Daring Minds*.

### **St. John's College** – Santa Fe, NM

*Vice President for Advancement*

*July 2005 – September 2012*

Managed and directed all advancement activities, including development, communications, alumni and government relations. Served as officer of the college and senior advisor to the President. Represented the college to members of the Board of Visitors and Governors, and to friends and alumni nationally. Served as the principal officer for the \$125 million *Campaign for St. John's College*.

### **The Jackson Laboratory** – Bar Harbor, ME

*Vice President for External Relations*

*February 2004 – January 2005*

Managed and directed all external relations programs, including development, trustee relations, public information, government relations and marketing and communications. Supervised professional and support staff of 23. Served as director of \$85 million *Campaign for Discovery*. Served as member of Senior Management Team. Restructured external relations department to achieve strategic goals and developed new strategies to reach campaign objectives. Oversaw all activities related to special event celebrations of 75<sup>th</sup> anniversary of the founding of the Lab. Provided staff support for trustee campaign and development committee and provided counsel to Board of Governing Trustees. Initiated assessment of board structure and organization.

**Milken Institute** – Santa Monica, CA

*Vice President for Development*

*July 2002 – January 2004*

Served as the Institute's first Vice President for Development. The Milken Institute is an independent, non-partisan public policy research organization dedicated to improving the lives and economic conditions of diverse populations in the U.S. and around the world. Designed, implemented and managed all philanthropic giving activities, including establishment of fundraising priorities, recruitment and management of Board of Overseers, and providing strategic direction for Chairman, CEO, and other senior leaders. Directly implemented individual, corporate and foundation giving programs. Designed and managed new annual giving program. Personally solicited annual, major and principal gifts.

**RAND Corporation** – Santa Monica, CA

*Executive Director of Development*

*1996 – July 2002*

Managed and directed all philanthropic activities for the nation's largest independent public policy research center. Built an organized and effective development effort for an institution that had historically relied on funding from sources outside the philanthropic arena. Placed special emphasis on the development and expansion of an individual major gifts program. Designed and implemented RAND's first comprehensive campaign with a goal of \$100 million. Established an international fundraising program with an emphasis on the Middle East and Europe and directly managed the philanthropic giving program for RAND Europe. Managed and directed professional and support staff. Advised the President and corporate officers. Served as the primary development liaison to Trustees and Advisory Board members.

**University of California, Los Angeles** (1975 – 1996)

*Associate Vice Chancellor, Development*

*1994 – 1996*

Directed all development and development support programs and activities with emphasis on design and planning for the campus's second comprehensive campaign, which had an initial goal in excess of \$1 billion. Served on the Chancellor's Executive Committee and contributed development perspective to deliberation of issues affecting the campus. Ensured that strategic plans reflected academic priorities and appropriately involved volunteer leadership. Participated on system-wide forums and task forces, and served as chair for various inter-campus committees. Through Assistant Vice Chancellor for Finance and Information Management, oversaw proper management of all support services for Development and University Relations, including finance, gift processing, accounting, information systems, stewardship and administrative services.

*Assistant Vice Chancellor, Development*  
1982 – 1994

Directed all development activities for the UCLA campus, which resulted in more than \$100 million annually in gifts and pledges from all sources. Managed a staff of more than 125 professionals and an expenditure budget in excess of \$6 million. Provided counsel to senior University officials and volunteers on all aspects of private philanthropy. Responsible for the design and implementation of *The UCLA Campaign*, a \$300 million program in support of academic programs, which was the largest effort of its type mounted by a publicly assisted university when it was announced. Established international fundraising program, with special emphasis on Asia. Personally represented the University internationally and solicited contributions from a wide variety of donors. Served as Vice President-Development of the UCLA Foundation, a non-profit corporation with assets of more than \$300 million.

*Director of Development, Health Sciences*  
1976 – 1982

Supervised development and alumni relations for the Schools of Medicine, Dentistry, Nursing and Public Health; the UCLA Hospitals and Clinics; and the Research Institutes affiliated with UCLA's Center for the Health Sciences. Involved in the design and implementation of philanthropic programs for annual support, capital programs, endowed professorships and directed research in excess of \$10 million annually. Directly responsible for defining long range development needs for the School of Medicine in consultation with the Dean and faculty members. Supervised seven-member professional staff.

*Associate Director of Development, Health Sciences*  
1975 – 1976

Responsible for fund raising and alumni programs for the Schools of Dentistry, Nursing and Public Health. Oversaw annual giving and major gifts programs and organized and directed Medical School Anniversary Convocations. Assisted with selected fund raising programs for School of Medicine.

**Union Theological Seminary – New York, NY (1971 – 1975)**

*Director of Development and Alumni Affairs*  
1975

Direct responsibility for all development, alumni affairs and public relations activities. Planned \$1.4 million annual and capital fund raising program. Directed reorganization of alumni affairs and public relations program. Provided staff support for Trustee Development and Support Committee, and for faculty in program development.

*Director of Annual Giving*  
1974

Managed Matching Challenge Grant as a part of successful \$500,000 Annual Fund Campaign. Also, directed major gifts solicitation and endowment campaign with \$600,000 goal. Supervised six-member office and records staff.

*Assistant Director of Development*  
1971 – 1973

Provided staff support for Trustee, Alumni Giving and Special Gifts Committees for annual giving. Organized and executed 10-region annual fund program, including direct mail, phonathon and personal solicitation.

**Education**

M.A. – Columbia University, New York, NY. Thesis: “The Impact of the Religious Issue in the 1928 and 1960 Presidential Campaigns.” – 1974

Rockefeller Fellow, Union Seminary, New York, NY – 1971

A.B. with Honors in American History – Stanford University, Palo Alto, CA. – 1970

**Personal and Professional Affiliations**

Alumni Council – Union Seminary, New York, NY 2002 – Present

Trustee – CASE International, Washington, DC 2001 – 2004

Board of Advisors – Santa Monica Family YMCA 1998 – 2004

Elder – Pacific Palisades Presbyterian Church 1986 – 2004