

## EMPLOYMENT

ASSOCIATE VICE PRESIDENT, MEDICAL COLLEGE OF WISCONSIN, January 2003 – present  
ASSISTANT VICE PRESIDENT, MEDICAL COLLEGE OF WISCONSIN, January 2002 – January 2003

PAM GARVEY  
DIRECTOR OF CORPORATE AND FOUNDATION GIVING, MEDICAL COLLEGE OF WISCONSIN, September 1996 – January 2002  
Manage staff of 28, including 13 FTE fundraisers and \$1.8 million operational budget to raise non-recurring support resulting in \$18.1 million or 104% of goal in FY2011-12. Comprehensive fundraising strategies include: major gifts; planned gifts; corporate and foundation; special events; and annual gifts including employee, direct mail, telemarketing and on-line giving. Completed 8-year \$125 million campaign in 2010 by raising \$138.5 million or 108% of goal for strategic priorities. Supervise staff in proposal writing, research, accounting, data management, and information technologies as well as 3 Centers of Excellence. Maintain responsibility for 150-200 prospects and directly raise \$2+ million annually with focus on the neurosciences. Prepare and staff President & CEO in solicitation efforts including prospect identification, strategy development, engagement, briefings and proposal development. Work with staff to develop annual budgets, operational plans, recognition efforts, and complete annual audit. Developed Women In Science Series. Recent accomplishments include: recruiting 18 board members and building fundraising program for new Center of Excellence in the Neurosciences. Additionally, the College has been recognized by independent evaluator, Charity Navigator, as an efficient fundraising operation for 9 years in a row.

Cudahy, WI 53110

VICE PRESIDENT, UNITED PERFORMING ARTS FUND, April 1996 - September 1996  
WORKPLACE GIVING DIRECTOR, UPAF, September 1992 - April 1996  
Developed the strategy and supervised the coordination and execution of employee giving campaigns at 350 corporate locations annually raising \$1.5 million from approx. 20,000 donors. Increased the number of participating organizations by 35% and increased overall dollars by 48% over 4 years. Broadened regional base of support through partnership with contiguous county. Developed and coordinated direct mail and phone follow up activities. Authored fundraising manuals. Developed sponsorship for training event and underwriting for donor benefits. Organized Board of Directors and Campaign Cabinet meetings; staffed Government Relations Committee of the Board and coordinated all advocacy functions. Staffed Associate Member, Planning and Marketing Committees. Administered \$250,000 annual allocation to 10 associate multi-disciplinary arts groups. Created new grants program administering \$25,000 annually to 8-10 community based arts organizations. Supervised 12 "on loan" executives and 2 staff.

CULTURAL AFFAIRS DIRECTOR, CITY OF MILWAUKEE, April 1990 - Sept. 1992  
Participated in the creation and strategic development of the City of Milwaukee's local arts agency, developed grants program and public percent for arts program. Administered public art program resulting in three new city sculptures. Awarded \$150,000 NEA Locals Program Grant, one of nine communities nationally. Successfully advocated for Artist Live/Work Zoning Ordinance. Inventoried all City owned artwork and sculpture. Initiated "Save Outdoor Sculpture" Program in metropolitan area. Staffed Milwaukee Arts Board, Mayor's Beautification Committee and City of Milwaukee Film Office. Facilitated the provision of City services for "Dillinger" and "The Paint Job" among others.

EXECUTIVE DIRECTOR, WISCONSIN CITIZENS FOR THE ARTS, Dec. 1988 - April 1990  
Managed all facets of statewide arts advocacy organization including \$35,000 budget, legislative strategy and membership services. Activity resulted in the growth of State appropriations for the arts from \$1.7 million in 1988 to \$2.4 million in 1991. Informed and activated members through written newsletters, updates, seminars and presentations; researched and coordinated legislative strategies; lobbied; drafted speeches and legislative testimony; planned statewide legislative conference and board retreat.

FIELD ORGANIZER, GARVEY FOR SENATE, July - September 1988  
FILM PROGRAM ADVISOR, WISCONSIN UNION, August 1987 - June 1988  
CONSULTANT, WISCONSIN CHAMBER ORCHESTRA, April - August 1987  
CONCERT COORDINATOR, MADISON CIVIC CENTER, September 1985 - May 1987

## EDUCATION

CERTIFIED FUNDRAISING EXECUTIVE (CFRE), Accredited December 1996  
UNIVERSITY OF WISCONSIN - Madison, Wisconsin  
Master of Arts, Graduate School of Business, Center for Arts Administration, August 1989  
Bachelor of Science, Political Science, College of Letters & Science, Graduated with Distinction, May 1985

## OTHER ACTIVITIES

Associate of Fundraising Professionals, Member  
Memorial Union Building Association Board of Trustees, November 1996 - Present  
Milwaukee County Cultural Artistic and Musical Programming Advisory Council, October 1996 - Present