

## **T. Elizabeth Mennell, Ph.D.**

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### **HIGHLIGHTS OF QUALIFICATIONS**

- 20 years development experience with progressively increasing responsibilities to President of Foundation and Vice President of Development/University Advancement
- Extensive comprehensive and capital campaign experience
- Significant experience in leading all aspects of development programs including major gifts, annual giving, alumni relations, special events, and planned giving
- Proven success at forging collaborative relationships with external and internal constituencies
- Experience in working with top level administrators on strategic planning to identify and prioritize key funding initiatives, and to develop appropriate strategies and relationships
- Extensive experience with high-level volunteers (such as Foundation Board of Directors)
- Experience in hiring, organizing, directing, motivating, and evaluating employees

### **PROFESSIONAL EXPERIENCE**

*Weber State University (Ogden, UT)*

**Vice President University Advancement**

**08/19-Current**

Areas of responsibility include: Development, Alumni Relations, Marketing and Communications, Government Relations, University Events, Economic Development

*Regis University (Denver, CO)*

**08/18 – 07/19**

**Associate Vice President Principal and Major Gifts, Special Projects**

- Responsible for active, strategic engagement and management of Regis University's most significant prospects capable of making gifts of \$500,000 or more
- Manage all Major Gift Officers and Director of Corporate and Foundation Relations
- Lead fund raiser on two capital projects: Health Professions Building (cost: \$83M) and Student Success Center (cost: \$23M)
- Revamped Major Gift program and reports – metrics, strategies, next steps, trip alerts, meeting strategies, etc.
- Restructured hiring and onboarding processes
- Hired three new staff members, fourth hire in process
- Active role in Comprehensive Campaign
- Instituted Provost's Development Council to integrate academic leadership into campaign
- Transitioning Board of Trustees Advancement Committee to Campaign Committee
- Establishing Trustee Emeritus Group
- Point person for Campaign and Alumni Engagement consultants

**Northern Arizona University (NAU) (Flagstaff)**

**01/00-02/18**

**Vice President Development and Alumni Engagement and President of the NAU Foundation 7/1/15-2/28/18**

- NAU director for all aspects of recently completed \$100 million comprehensive campaign: preparation, feasibility study, leadership phase, public phase
- Total assets under management more than doubled during campaign
- With dean, co-team leader in securing \$25 million gift to name NAU College of Business (only named college, 12 times previous largest University gift)
- Director of all aspects of The W. A. Franke College of Business \$2.5 million capital campaign (closed at \$4.7 million June 2007) and hospitality school \$500,000 capital campaign (goal reached)
- Extensive volunteer management including identifying, recruiting, training and engaging high level board members
- Played key role in evolution of Foundation Board from custodial to fund-raising board
- Developed a highly motivated and productive team by identifying and capitalizing on existing staff strengths and adding new staff in key areas
- Worked closely with administrators on top prospects and campaign strategies
- Redesigned major gift officer metrics
- Coordinated campaign activities with non-fund raising areas: Alumni Relations for events, Marketing and Public Affairs for communications
- Implemented prospect management and tracking processes
- Significantly overhauled hiring process to include activities that candidates need to perform in positions
- Developed Volunteer Handbook
- Oversaw key campaign events such as presidential consultation events, Gala (public launch) and regional kick-off events
- Designed multiple campaign reports
- Develop and manage annual budget

**Resource Development**

**04/96-03/97**

**United Way/Capital Area (Austin, Texas)**

- Campaign staff for half of private sector, Travis County and City of Austin to raise more than \$8 million, a 10% increase over previous year, and the most successful campaign in United Way/Capital Area's seventy-two year history
- Meet with CEOs of key accounts to solicit corporate gifts and secure support for campaign
- Analyze campaign account data, identify trends, and develop specific campaign strategies to achieve goals
- Recruit, train and provide support to key volunteers, campaign coordinators and committee members
- Recruit, hire, train and manage six campaign representatives to service accounts
- Educate employees and donors about United Way and combined campaigns through CEO calls, employee meetings and campaign events
- Work with Resource Development staff and key volunteers to develop and implement annual campaign strategies to achieve overall goal

- Assist in the planning and coordination of the Campaign Leadership Conference (350 employee campaign coordinators) and Jumpstart (30 employee campaign coordinators from Top 25 accounts) to train volunteers
- Frequent public speaking: conduct workshops at trainings, train committees and facilitate employee meetings
- Design and implement Speakers & Tours Program where agency representatives speak to potential donors
  - Design and provide training to more than 100 speakers; recruit, train and manage coordinator, and oversee program to ensure success
  - Program educated nearly 16,000 potential donors

**Corporate Relations, Alumni Relations, Annual Fund**

**11/93-03/96**

***St. Edward's University (Austin, Texas)***

- Comprehensive individual, community and corporate interaction to educate, recruit and secure financial support for higher education
- Identify and cultivate donors to support capital campaign
- Work with volunteers such as trustees, high-level donors, National Alumni Board members and parents
- Solicitation letter writing and direct mail appeals
- Established Mission Award event, largest fund-raising event for University
- Extensive special event organization including Annual Mission Award (500 attendees) and Alumni Reunion (600 attendees)
- Part of team that helped St. Edward's University exceed its \$22 million campaign goal, the first campaign for the University

**EDUCATION**

**The University of Texas at Austin**

Doctor of Philosophy

Educational Administration, Higher Education Administration

Dissertation: "Tribal College and University Accreditation: A Comparative Study"

Funded by North Central Assn. of Colleges and Schools, Higher Learning Commission

Areas of expertise: Native American higher education, Tribal Colleges and Universities, Accreditation, Research

**St. Edward's University (Austin, Texas)**

Master of Arts in Human Services

Area of Specialization: Social and Psychological Services

**Saint Mary's College (Notre Dame, Indiana)**

Bachelor of Arts

Majors: English Literature and Political Science

## **PRESENTATIONS**

“Revamping the Hiring Process for Front-Line Fund-Raisers” – CASE District VII, March 2018 and 2015

“The Risks (and Responses) to Conventional Capital Campaigns” Panel participant at the Association of Governing Boards Foundation Leadership Forum, January 2018

“Fundamentals of Campaign Planning” (post conference workshop) - Association of Governing Boards Foundation Leadership Forum, January 2015

“Development for Deans” Council of Colleges of Arts and Sciences Annual Meeting - Co-presenter with NAU dean, 2010, 2011, 2013, 2014

“Raising the Bar: How Campaigns Build Foundation Capacity” Association of Governing Boards Foundation Leadership Forum, Co-presenter, 2012

“Major Gift Planning: Choosing Your Team and Strategy,” Northern Arizona Chapter, Association of Fundraising Professionals, 2007

“Working with Volunteers,” – Assn. of Fund Raising Professionals AZ Conference, 2006

“The Development Professional in the Business School Setting - Competing Priorities and Organizational Challenges,” Assn. to Advance Collegiate Schools of Business Conference, 2005

“Tribal College Officials’ Views and Perceptions toward Accreditation,” North Central Association Higher Learning Commission Annual Meeting, 2001

## **VOLUNTEER ACTIVITIES**

American Indian Higher Education Consortium - Federal Grant Reviewer

American Red Cross Northern Utah/Southwest Wyoming – Board Member

American Red Cross Grand Canyon Chapter - Disaster Action Team Member and former Advisory Board Member

Flagstaff Family Food Center – Former Board Member and Volunteer

Literacy Volunteers of Coconino County - Volunteer and former Treasurer

NAU North Central Association Re-Accreditation Steering Committee - Member

Native Americans for Community Action - Former Secretary