

JEFF A. HALE, Ph.D.
JEFF A. HALE CONSULTING, LLC
Baton Rouge and New Orleans, LA (Consulting Statewide and Nationally)
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CAREER HIGHLIGHTS

- *More than two decades of senior-level institutional advancement experience; responsible for raising tens of millions (\$) in philanthropic gifts/contracts; experienced manager of successful multi-million-dollar individual, corporate, and foundation gifts; broad experience with Fortune 500 corporations and local and national foundations; and significant capital campaign and consulting experience.*
- *Started Jeff A. Hale Consulting, LLC, a Louisiana-registered business, in May of 2015. Specializing in fundraising assistance for non-profit organizations and universities, e.g., capital campaigns, major gifts, corporate/foundation relations, and annual fund.*

ADVANCEMENT EXPERIENCE

LOUISIANA ENDOWMENT FOR THE HUMANITIES (LEH), NEW ORLEANS, LA
Vice President for Institutional Advancement 03/2014-04/2015
Director of Institutional Advancement 02/2009-03/2014

Served as Vice President and chief institutional advancement officer for one of the top state humanities organizations in the USA. Primary accomplishments included:

- Raised an average of \$1 million+ annually 2010-15; \$1.4 million in fiscal year 2013-14 was the most successful in the organization's 44-year history.
- Increased corporate/foundation relations (CFR) gifts by more than 800 percent between 2009 and 2014. Tripled annual fund income during the same period.
- Built successful precedent-setting, 5, 6, and 7-figure partnerships with local, statewide, and national/multinational corporations (e.g., Entergy, Cheniere, BP, Shell Oil, Capital One, Union Pacific, BHP Billiton, et. al.); as well as national and regional private foundations (e.g., W.K. Kellogg, Patrick F. Taylor, et. al.).

THE NATURE CONSERVANCY, WORLDWIDE OFFICE, ARLINGTON, VA
Director of Corporate and Foundation Relations – Global Priorities 09/2008-02/2009

Managed corporate and foundation relations across all global fundraising units for the world's largest environmental non-profit organization. Accomplishments included:

- Led TNC's improved relationship-building with major corporate and foundation clients (e.g., 3M, Doris Duke Charitable Foundation, Anne Ray Trust, et. al.).
- Coordinated a successful new \$200,000 partnership with Miller/Coors.
- Supervised a five-member national corporate and foundation relations team.

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**ADVANCEMENT
EXPERIENCE
CONTINUED**

LSU FOUNDATION, BATON ROUGE, LA 08/2002- 07/2008

Asst. Vice Chancellor for Corp., Foundation, and Research Rels. 03/2008-08/2008

Senior Director, Corporate and Foundation Relations 09/2005-03/2008

Interim Vice President for Development 03/2005-09/2005

Director of Corporate and Foundation Relations 08/2002-03/2005

Managed an institutionally-focused office of corporate and foundation relations (CFR) for Louisiana State University (LSU), one of the largest “Carnegie Doctoral/Research-Intensive” Universities in the Gulf South. Primary accomplishments included:

- Coordinated the acquisition of \$40+ million in total gifts from individuals, corporations, and foundations; \$10 million was for permanent endowment.
- Managed from initiation to completion the acquisition of a \$4.3 million cash gift from the Shell Oil Foundation; 2nd largest corporate cash gift in LSU history.
- Served as Interim Vice President for Development from March through September of 2005. Supervised 30+ development professionals campus-wide. Also hired and managed a CFR staff of 2 full-time and 3 part-time employees.
- Led LSU’s integration of CFR and research relations across disciplines, creating a “one-stop shop” for corporate and foundation responsiveness and outreach.
- Successfully engaged many major national foundations, e.g., Ford, Carnegie, Kresge, Hearst, Hilton, Gates, Getty, Knight, Keck, Kellogg, Rockefeller, et. al.
- Facilitated substantial improvements in LSU’s relationships with major corporate partners, e.g., IBM, Intel, ExxonMobil, Shell, Chevron, HP, ConocoPhillips, BP, Dow, Schlumberger, Cisco, Northrop-Grumman, Marathon, AT&T, Dell.
- Extensive “Forever LSU” capital campaign experience (2005-08): I managed LSU’s self-study for Grenzebach Glier, coordinated/drafted the initial campaign case statement, traveled nationwide with Chancellor Sean O’Keefe to recruit campaign committees, and landed several 6 and 7-figure CFR campaign gifts.

UNIV. OF NEW MEXICO, COLLEGE OF EDUCATION, ALBUQUERQUE, NM

Director of Development 01/2000-07/2002

Reporting to Dean Viola Florez, as well as the UNM Foundation, I directed the fundraising/advancement effort for the second largest college/school at UNM (2,200+ students; 120 faculty; 21,000 alumni). Primary accomplishments included:

- \$4 million in cash/in-kind gifts from individuals, corporations, and foundations.
- Led UNM’s relationship building with major corporate and foundation partners, e.g., Gates Foundation, HP, Kellogg Foundation, Intel, Wells Fargo, et. al.
- More than doubled (206 percent) the college’s fundraising in FY 2001-02.

**ADVANCEMENT
EXPERIENCE
CONTINUED**

THE UNIVERSITY OF MAINE AT PRESQUE ISLE, PRESQUE ISLE, ME
Director of Development 10/1998-12/1999

Directed all aspects of institutional advancement for a public, four-year university (1,400 students), including: alumni/ae relations, communications, corporate and foundation relations, annual fund, and major gifts. Primary accomplishments included:

- Established the University's first institutionally-focused advancement office.
- Managed the UMPI Foundation; recruited/trained foundation board volunteers.
- Coordinated a University-wide donor database conversion to "Raiser's Edge."
- Created successful corporate outreach initiative: "Business Associates Program."
- Increased overall private giving by 45 percent.

THE COLLEGE OF SANTA FE, SANTA FE, NM
Director of Corporate and Foundation Relations 03/1997-10/1998

Managed corporate, foundation, and government relations for a private college (1,900 students) with campuses in Santa Fe and Albuquerque. Accomplishments included:

- \$3.6 million in cash and in-kind gifts from corporations, foundations, and government sources, including \$1 million from the Mabee Foundation.
- Capital campaign experience: collaborated with the college president, deans, faculty, and board on the completion of an \$11 million Visual Arts Center.
- Coordinated CSF's relationships with national corporations (e.g., AT&T, Sun Microsystems, PNM, et. al.) and foundations (e.g., Hearst, Hilton, et. al.).

LEADERSHIP CENTER/CONSORTIUM FOR SERVICE TO LATIN AMERICA,
BATON ROUGE, LA
Chief Executive Officer 10/1995-03/1997
Chief Operations Officer 11/1992-10/1995
Programming Coordinator 12/1988-10/1992

While completing a Ph.D., I managed grantsmanship, staffing, donor relations, and program management for international training/technical assistance projects in the areas of education, justice/legal reform, and public administration. Accomplishments included:

- \$2.3 million raised from government, NGO subcontractor, and corp. sources.
- Primary funding agency: U.S. Agency for International Development (USAID).
- Managed and supervised a home office staff in Baton Rouge, as well as project-specific staffs in Tampa, Albuquerque, and Las Cruces (USA); and abroad in Honduras, El Salvador, and Costa Rica.

**CONSULTING
EXPERIENCE
(SAMPLING)**

COUNCIL FOR A BETTER LOUISIANA, BATON ROUGE, LA (CABL.ORG)
Advancement Consultant 09/2015-Present

Assisting with overall institutional advancement for Louisiana's oldest and most respected statewide public policy and educational advocacy organization. Highlights:

- Designed and co-wrote new "Our Case for Membership & Support" brochure.
- Leading efforts to increase membership, major gifts, and private grants.

LOUISIANA STATE MUSEUM & MUSEUM FOUNDATION, NEW ORLEANS, LA
Lead Consultant, New Orleans Jazz Museum Capital Campaign 06/2015-10/2016

Managed the planning, design/development, and initial implementation of a \$2+ million capital campaign to create the city's first world-class jazz museum. Highlights included:

- Led campaign planning, feasibility, goal setting, and fundraising.
- Drafted campaign case statement and assisted in initial museum designs.
- Recruited a nationally prominent campaign steering committee.
- Coordinated campaign launch events in Manhattan, NY and New Orleans, LA.

COLUMBUS ZOO AND AQUARIUM, COLUMBUS, OH
Corporate and Foundation Relations (CFR) Consultant 09/2011-07/2013

Advised Zoo leadership on strategies for improving fundraising success with major national corporations/foundations, e.g., Doris Duke Trust, Anadarko Petroleum, etc.

EDUCATION

LOUISIANA STATE UNIVERSITY, BATON ROUGE, LA
Ph.D. in History awarded August, 1995

LOUISIANA STATE UNIVERSITY, BATON ROUGE, LA
M.A. in History awarded May, 1987

UNIVERSITY OF SOUTHERN MAINE, PORTLAND/GORHAM, ME
B.A. in History awarded May, 1984

**PROFESSIONAL
ASSOCIATIONS**

Active in CASE (Council for the Advancement and Support of Education) since 1997.
CASE District IV Board Member 2002-03; New Professionals Co-Chair 1999-2003.
Member: Association of Fundraising Professionals (AFP), 2010+.

AWARDS

CASE District IV Grand Award ("Institutional Relations Projects and Special Events"), April 2007, for coordinating the nationwide launch of the \$798M "Forever LSU" campaign, and leading the effort to acquire 6- and 7-figure campaign gifts.
