

JILL S. NEWCOM, CFP®

Summary: Experienced team leader and seasoned fundraising executive with a successful track record of cultivating long-term relationships with high-wealth individuals and securing multi-million-dollar philanthropic gifts in collaboration with campus partners.

PROFESSIONAL EXPERIENCE

Michigan State University

Director of Development and Strategic Initiatives – Western States Region • 2023-Present
Regional Development Director • 2011-2023

Lead major gift fundraiser in Northern California, Nevada and Utah for Michigan State University, a land grant university, Tier 1 research university, and member of the Big Ten Conference, with more than 500,000 living alumni

- Recently promoted to lead a six-person regional development team to create and oversee a strategic plan for the entire Western States area, including the state of California, home to 22,000+ alumni and 3,000 prospects, more than any other state outside of Michigan.
- Proactively collaborated with President Sam Stanley, the executive director of principal gifts and a campus-wide team of colleagues to bring in a \$17 million “test” gift from an Arizona-based alumnus and entrepreneur, MSU’s largest individual gift in 2021-2022
- Worked with a Hayward, CA-based donor and College of Human Medicine physicians and staff to establish an \$1.5M endowment to support small-cell lung cancer research in 2022.
- Partnered with Reno, NV couple to create a named endowed scholarship for medical students interested in pursuing careers in rural communities with \$1.15M in blended gifts.
- As Prospect Manager and in tandem with development directors in five different colleges, coordinated and led the ongoing cultivation and stewardship of a San Carlos-based couple over a period of ten years, resulting in four named endowments and almost \$2M in outright giving.
- In fiscal year 2020-2021, had 151 significant personal contacts and documented \$4.1 million in gifts, including a \$2 million outright gift from an anonymous principal gift prospect to explore an ethics initiative at MSU
- As a CERTIFIED FINANCIAL PLANNER™ and in consultation with the Office of Gift Planning and the Office of the General Counsel, have secured multiple \$1M+ deferred and blended gifts, including Charitable Remainder Trusts, Charitable Gift Annuities, Qualified Charitable Distributions, life insurance gifts and complex estate gifts
- Spearheaded the regional planning and execution of the *Empower Extraordinary* campaign in the greater San Francisco Bay Area, resulting in \$75 million raised over seven years

- During the last six fiscal years (2018-2023) and in close partnership with unit colleagues, delivered 88 proposals resulting in approximately \$34.3 million in gifts from individuals to MSU

League of Women Voters of California

Executive Director • 2004-2011

Executive director and development director for statewide nonprofit organization with 10,000 members, a 12-person board of directors, six employees and an annual budget of \$1.1 million

- Supervised a staff of six people, including the League's first-ever communications specialist and development professional.
- Increased contributed revenues 211% in four years by developing and implementing annual giving and major gift programs along with securing corporate and foundation partnerships
- Led the League's first-ever major gift campaign in FY 2006, involving 15 volunteers and 40 qualified prospects and exceeding goal by 13%
- Secured ten grants and sponsorships totaling \$1,425,000
- Won a two-year, \$550,000 grant from The James Irvine Foundation—the largest grant in the League's history at that time—in March 2009

Arts & Business Council of Sacramento (CA)

Executive Director • 1998-2003

Executive director and development director for local nonprofit organization with an 18-person board of directors, two employees, more than 100 volunteers and an annual budget of \$200,000

- Managed a staff of two people, including a program manager.
- Increased contributed revenues 225% in five years by expanding and diversifying the annual giving plan to include individual gifts, corporate sponsorships, government contracts and foundation grants
- Improved profitability of annual fundraising events by 150%
- Initiated and led a two-year strategic planning process that expanded the mission, revitalized programs and changed the name of the organization to reflect its growing role in the community

Sacramento Metropolitan Chamber of Commerce (CA)

Vice President for Community Development • 1998-2003

Vice president of second largest chamber of commerce in California (This position was held simultaneously with the Arts & Business Council position as a result of an affiliation between the organizations.)

- Staffed Perspectives, an annual fundraising event that attracted more than 3,000 community leaders and featured speakers such as Governor Ann Richards and Prime Minister Margaret Thatcher

- Recruited delegates, drafted legislative briefs, secured appointments with government officials, and staffed a regional delegation of more than 200 political, business and educational leaders on an annual lobbying trip to Washington D.C.
- Co-initiated, co-designed and coordinated a six-month strategic planning process involving 34 prominent political, business and educational leaders with the goal of strengthening the Sacramento arts community through collaboration with area businesses and universities

EDUCATION

Master of Science in Public Administration & Public Policy • London School of Economics and Political Science • London, United Kingdom

Bachelor of Arts in Political Science and Philosophy • Cum Laude • Tulane University • New Orleans, LA

President, Associated Student Body of Tulane University

PROFESSIONAL CERTIFICATIONS & OTHER DISTINCTIONS

CERTIFIED FINANCIAL PLANNER™ • July 2018

Certificate in Personal Financial Planning: Accelerated Online • UCLA Extension • December 2017

The James Irvine Foundation Fund for Leadership Advancement • August 2009

One of only four executive directors selected to receive this professional development grant in 2009

Capital Fellows Program • Executive Fellow • Sacramento State • Sacramento, CA • 1997-1998

Thomas J. Watson Fellow • Australia, India, England and Germany • 1994-1995

Awarded fellowship for independent study and travel abroad

Harry S. Truman Scholar • 1993

Received scholarship for graduate studies in recognition of an extensive record of public and community service, outstanding leadership potential and communication skills and a commitment to a career in the public service

RELATED PROFESSIONAL DEVELOPMENT

Plus Delta Discipline of Fundraising 2.0, a six-month training program for experienced fundraisers, 2021-2022

Plus Delta Discipline of Fundraising, a ten-month training program for fundraisers, 2014

Advancement Resources, The Art & Science of Donor Development, 2011

Member, Financial Planning Association, 2017-Present

Member, National Association of Charitable Gift Planners, 2019-Present

Member, Association of Fundraising Professionals, 2004-2009

Leadership Sacramento, a one-year leadership development program, 2002

“Nonprofit Leadership: Raising the Standard,” a ten-month professional development program
exclusively for nonprofit CEOs, 2001

COMMUNITY VOLUNTEERISM

Girl Scouts Heart of Central California • August 2016- Present
Troop leader

Sacramento Ballet Association Board of Directors • 2005-2009
Served as vice president from 2006-2008

Sabbatical • South America • 2003-2004
*Traveled throughout South America on self-guided and self-financed journey to learn Spanish and
develop an informed perspective on the cultural, political and economic issues facing the area*