

PATRICK E. STEWART

Transformative Senior Director of University Advancement

Major Gifts | Fundraising Strategy | Donor Relations | Non-Profit Leadership | Fortune 500 Relationship Building



Enriched Advancement teams at highly regarded US & UK universities, leading 8-figure portfolios in diverse business cultures. Conceived, designed, and executed creative and resourceful major and principal gift campaigns yielding ~\$5B funding to date.

Worked with GG+A, Langley Innovations, Marts & Lundy, 1600over90, Plus Delta to help plan and launch key initiatives.

Sourced funding—compliantly and confidentially—for best-in-class education today to empower the leaders of tomorrow.

Collaborated with University leadership, alumni, faculty, and others to realize best-in-class Advancement results.

CORE EXPERTISE

- University Advancement Strategy
- Fundraising Operational Excellence
- Selling Strategically & Marketing
- Talent Recruitment & Onboarding
- Financial Management & Controls
- Talent Development & Growth
- Program Funding & Launch
- Donor Stewardship & Retention
- Board Leadership & Creation
- Diversity, Equity & Inclusion
- Community Outreach & Impact
- Strategic Partnerships & Alliances

PROFESSIONAL TRAJECTORY

UNIVERSITY OF CALIFORNIA, SAN DIEGO (UCSD), La Jolla, CA

April 2022 – Present

Led highly effective Development team of 9 focused on driving strategic donor engagement and fundraising performance while working closely across Advancement departments including Operations and Campaign, Annual and Leadership Giving (Principal Gifts), Alumni Relations, Health Sciences Development, Athletics, Donor Relations and Fund Stewardship, Corporate and Foundation Relations, Office of Gift Planning, and Information Services, plus other campus department.

Executive Director of Development, Jacobs School of Engineering (JSoE)

- **Leading Largest Development Team on Main Campus.** Led JSoE Development team, which made significant contributions to historic success of The Campaign for UC San Diego. UC San Diego became nation's youngest university to reach \$3B (\$1B over initial goal) in comprehensive fundraising campaign.
 - ✓ Fundraising Totals (2021-2023): +\$77.6M+ / Student Support: \$6M+ / Faculty Research: \$42M+ / Endowed Chairs: \$23M.
- **Faculty Partnership Proposal.** Directed program incentivizing faculty to actively participate in development process to regularly refresh and improve overall quality of JSoE's philanthropic prospect pool.
- **Regular Review and Implementation of Best Practices.** Routinely reached out to notable colleagues and advisors to improve operations and elevate efforts to engage external contacts more effectively.
- **JSoE Development ROI.** Realized 2X return on development dollars invested, as benchmarked against top-20 engineering programs in US universities, attaining goals with one of cohort's smallest advancement teams.
- **Funding for R&D Building.** Managed team raising \$60M+ for JSoE's Franklin Antonio Hall; team secured more than 40 major and principal gifts from variety of donors. Only building in campus history to come online on time and under budget with more than requested amount of philanthropic support.
- **Renaming of Shu Chien-Gene Lay Department of Bioengineering.** Served as primary point of contact for Department of Bioengineering on first named department within JSoE, through \$25M gift from Mr. Lay to honor his lifelong mentor, Professor Emeritus Chien.
- **\$18M for New Endowed Chairs.** With Dean, secured funding required to establish 18 new chairs in FY 2023–2024, benefitting all 6 academic departments.
- **Digital Marketing Campaign to Key Constituents Impacting Ranking, Recruitment, and Overall Operations.** Oversaw campaign that greatly increased traffic, inquiries, and engagement on notable social media platforms. KPIs detailed outperformance of 10+ peer engineering institutions.

UNIVERSITY OF MIAMI (UM), Coral Gables, Florida

October 2018 – April 2022

Selected to steer development and alumni relations for UM's largest academic unit, College of Arts and Sciences (A&S), directing team of 6 direct reports.

Executive Director of Development and Major Gifts, College of Arts and Sciences

- **Strategic Leadership and Agile Outlook.** Piloted design and implementation of philanthropic blueprint, which was instrumental in, according to President Julio Frank, "one of the best fundraising years in the University's 94-year history."
 - ✓ Total Fundraising: \$12.3MM (2019) | Philanthropic Growth: 75%+ (Since Onboarding)
 - ✓ A&S Students: 4,000+ Undergraduate, 600+ Graduate | Full-Time Faculty: 450+, Full-Time Staff: 240+

- **IMSA Fundraising, Standup.** Served as lead fundraiser for UM's Institute of Mathematical Sciences of the Americas, which has fostered, facilitated, and disseminated advances in math globally; funded by 5-year award from Simons Foundation.
- **D&I Strategic Plan, Global Black Studies Center.** Helped architect, present, and secure funding for Diversity, Equity & Inclusion Strategic Plan. Leveraged momentum to support development of roadmap for Global Black Studies Center (GBSC).
- **20+ Department Campaign Prospectus.** Collaborated across 20 distinct academic departments and top-tier art museum to craft a prospectus that was approved by UM's President, Provost, and VP of Development and Alumni Relations.
- **Strategic Partnerships and Alliances.** Cultivated relationships across development ecosystem to fuel A&S's fundraising priorities, including internally (Provost, Dean, Department Heads) and with donors (individuals, entities, foundations).

UNIVERSITY OF NEW ORLEANS (UNO), New Orleans, Louisiana

April 2017 – October 2018

Recruited to lead advancement arm of UNO, which enrolls 6,500+, across 50+ areas of study, spanning 195-acre campus.

Associate Vice President, Special Projects and Partnerships

- **6,500-Student, 50+ Program, Advancement Leadership.** Elevated UNO's advancement arm, from crafting and activating strategies to sustainably attract, onboard, and steward major gift prospects, to optimizing legacy workflows.
 - ✓ Total Philanthropy: \$10MM+ | Vehicles: UNO First Fund, Endowments, Planned Giving, Matching Gifts
 - ✓ Representative Donors: High Net Worth Individuals, Regional and National Corporations, Foundations
- **First UCM Program in State Launch.** Developed strategic fundraising roadmap, pitched 15+ leading construction firms on B.S. in Urban Construction Management, and helped originate funding for first UCM program in state of Louisiana.
 - ✓ Representative Funders & Supporters: GNO, Inc., Barriere, CORE, Durr, Fluor, Gibbs, ILSI Engineering, Landis, Lemoine
- **Executive-Level Capacity Building.** Conceived and presented a series of trainings for 40+ UNO Deans, Department Chairs, Program Directors, Student Group Advisors; filled knowledge gaps, bolstered capabilities, and impelled alignment.
 - ✓ Representative Topics: Fundraising Case Presentation, Fundraising Vehicles, Donor Stewardship, CASE Guidelines
- **Strategic Partnerships and Alliances.** Strengthened relationships with local Chambers of Commerce, non-profits, and government agencies, which, among other benefits, expanded range of students' service-learning opportunities.

*Nearly 20 companies across the region worked with UNO to design the Urban Construction Management Program. As a result of this collaboration, UNO students have a pipeline to leading employers; employers have a pipeline to top local talent; and the region will have a stronger labor base. **A 'triple-win.'***

MICHAEL HECHT, *President and CEO, GNO, INC.*

IMPERIAL COLLEGE LONDON (ICL), London, United Kingdom

September 2014 – April 2017

Tapped to lead fundraising team of 6 in natural sciences division of the 3rd ranked university in EU (US News).

Head of Development, Faculty of Natural Sciences

- **Strategic Fundraising Leadership for Top University.** Imagined and introduced fundraising strategy, which helped catapult and sustainably grow regular, major, principal gifts, planned giving; secured first 6- and 7-figure gifts in 10+ years.
 - ✓ Departments: Chemistry, Life Sciences, Mathematics, Physics | Research Centers & Institutes: 30+ (Worldwide)
- **Molecular Sciences Research Hub (MSRH) Funding.** Worked with President and Advancement leadership to draft, propose, and secure funding for the MSRH, which accelerated ICL's research and innovation in molecular science.
 - ✓ Instrumental in Agilent partnership, Time of Flight Machine loan, and multidisciplinary/cross-sectoral collaboration.
- **Multi-Channel Constituent Engagement.** Led publication and distribution of inaugural, constituent-specific, e-newsletters, which catalyzed 575+ positive responses from alumni and friends that had not contacted ICL in over a year.
- **Single-Digit Advancement Hire.** Set stage to recruit, train, and acculturate 100+ to department in startup-like culture.

CALIFORNIA STATE POLYTECHNIC UNIVERSITY (CSPU), Pomona, California

September 2010 – August 2014

Onboarded as chief fundraiser, leading team of 6, dedicated to CSPU's Engineering Department, comprised of 11 degree programs and 200+ faculty.

Director of Major Gifts, Engineering

- **\$150MM+ Campaign and University Advancement.** Shepherded promotion, development, sustainment of a robust donor portfolio; played vital role in university realizing unprecedented philanthropic revenue of \$150MM.
 - ✓ Exceeded fundraising goals 43% (2012) 98% (2013), 200%+ of 8-year average, including numerous 1MM+ gifts.
- **Advisory Board Creation and Leadership.** Recognized for coalescing, convening, and coordinating 2 advisory boards, which accelerated departmental growth trajectory, buttressed alignment, and achieved 90%+ attendance at each meeting.
 - ✓ Fortune 500 Members: Boeing, Northrop Grumman, Fluor, Parsons, Raytheon Company, Southern California Edison
- **20+ Corporate Partnerships.** Brokered relationships, negotiated agreements, and partnered with 20+ major corporations, which amplified annual funding and created enduring contribution streams for mission-critical engineering laboratories.

As a donor for 15 years, I feel Patrick has **done the most to further the College of Engineering's vision**. He **increased the visibility of the engineering program** on-campus and nationwide, and brought together a prolific group of alumni and engineering leaders to form a high functioning Dean's Leadership Board.

LARRY GATES, President, DRC ENGINEERING

SELECTED ADDITIONAL EXPERIENCE

Senior Director of Development, Health Sciences, UNIVERSITY OF CALIFORNIA, SAN DIEGO (UCSD), San Diego, California
Directed fundraising, including leading 10+ FTE team in developing, implementing, and calibrating philanthropic strategy. Tasked with and exceeded annual target of \$11.5MM+ (annual). Member of senior leadership team that drafted proposal, which resulted in a \$75MM gift from Irwin and Joan Jacobs in support of the Jacobs Medical Center. Their contribution was the largest gift ever made to UCSD Health Sciences. The Jacobs' subsequently donated an additional \$25MM towards Center.

Director of Special Gifts, Development, CALIFORNIA STATE UNIVERSITY, DOMINGUEZ HILLS (CSUDH), Carson, California
Helmed all external CSUDH major gift fundraising (15,000+ students), to include building a large portfolio of major prospects (individuals, foundations, corporations) and supporting 7 Deans campus-wide. Helped lay philanthropic bedrock to increase student-athlete scholarships 125% and equip Clinical Skills Lab for School of Nursing. Established and led first planned giving society for CSUDH, Leo F. Cain Legacy Society, which generated more for campus in year 1 than in previous 5 years combined.

Vice President of Sales, TRUECLOSE, Canonsburg, Pennsylvania
Entrusted with anchoring national sales operation of NextGen, cloud-based, loan origination platform provider, TrueClose. Constructed five-year business plan, and presented and served as firm ambassador at national lending conferences. Built robust 12,000+ prospect portfolio, spanning 50+ of nation's largest markets, and, within 1 quarter, onboarded 50+ B2B clients.

National Sales Manager, PROVANTAGE TECHNOLOGIES, Lake Forest, California
Spearheaded national sales arm of top independent technology dealer. Sourced and closed \$70MM+ in transactions (20+, \$1MM+ deals), and realized 145%+ of sales targets every year. Recognized as a 2-time Top National Sales Manager.

EDUCATION

Master's in Negotiation, Conflict Resolution & Peacebuilding, CALIFORNIA STATE UNIVERSITY, Carson, California
Graduate Seminar in Government, CALIFORNIA STATE UNIVERSITY, Sacramento, California
Bachelor of Arts, Double Major, UNIVERSITY OF CALIFORNIA, Santa Barbara, California

HONORS, AWARDS, AND MARQUEE ACHIEVEMENTS

1st Global Black Studies Center Funding & Commitment, UNIVERSITY OF MIAMI, Coral Gables, Florida
1st Urban Construction Management Degree Program in Louisiana, UNIVERSITY OF NEW ORLEANS, New Orleans, Louisiana
AACSB International Fundraising & Program Accreditation, CALIFORNIA STATE UNIVERSITY, DOMINGUEZ HILLS, Carson, California
Top National Sales Manager (2-Time Winner), PROVANTAGE TECHNOLOGIES, Lake Forest, California
Jesse Marvin Unruh California Assembly Fellow, CALIFORNIA STATE ASSEMBLY, Sacramento, California

Patrick is the **best development professional I have encountered**. He has the depth of experience and knowledge, working ethos, and polished communication skills needed to bring success to our program.

DOCTOR MAHYAR AMOUZEGAR, *Provost and Senior Vice President*
THE UNIVERSITY OF NEW ORLEANS