

Kevin P. Thompson, Ed.D.

Professional Summary

A transformational, dynamic, and ethical leader with proven success in building and managing comprehensive advancement programs in leading academic institutions. Adept at employing inclusive, results-oriented, and evidence-informed approaches to philanthropy and designing multi-year campaigns connecting donor passion with institutional priorities and vision. Exceptional communicator with demonstrated success in establishing sustainable relationships with alumni, faculty, friends, university administration, and volunteer leadership. Proven record of successfully identifying, cultivating, soliciting, and stewarding diverse constituencies. Specific expertise:

- Strategic Planning and Visioning
- Budget and Financial Management
- Cross-Institutional Collaboration
- Crisis Management
- Prospect Research and Analytics
- Organizational Learning and Development
- Campaign Strategy and Implementation
- Strategic Marketing and Communications
- Talent and Performance Management
- Business Risk Evaluation and Management

Executive Experience

University of Washington, Seattle, WA

Associate Dean for Advancement, College of Arts & Sciences (November 2022 – Present)

Recruited to lead as the chief advancement officer for the College of Arts & Sciences (CAS), the University of Washington's largest academic unit with over 24,000 students, over 2,000 faculty in 39 academic departments and 18 centers, and more than 150,000 alumni worldwide. Provides leadership and vision for a high-performing team of 75+ advancement professionals with specific oversight of development, constituent engagement, corporate & foundation relations, marketing & communications, advancement services, and business operations across the College and three affiliated cultural centers. Negotiates and executes shared management and cost-sharing agreements with units in a decentralized matrix organizational structure. Serves on the Dean's executive committee and University Advancement's extended leadership team. Led team to raise a cumulative \$125 million in gifts and new commitments. (\$92 million in cash received – 74%) Effectively stewards over \$637 million in endowed donor funds and efficiently manages a nearly \$9.5 million program operating budget. Directs the College's 35-member advisory board and manages a focused portfolio of principal-level donors.

- Developed and implemented the first long-range strategic plan for the CAS Advancement Office
- Restructured and optimized the 35-member college advisory board, as well as the development and marketing & communications teams
- Introduced and implemented the first organizational learning plan and multi-year talent strategy
- Launched and executed a college-wide brand refresh

Northeastern University, Boston, MA

Associate Dean of Development, College of Science (November 2020 – November 2022)

Recruited to serve as the chief development officer for the College of Science, providing strategic, tactical, and managerial leadership to meet the College's ambitious agenda. Served on the College's senior leadership team and as the principal advisor to the dean and faculty on philanthropy, advocacy, alumni engagement, and external relations. Designed a multi-year strategic fundraising plan tied to key priorities and proactively directed its implementation. Recruited, mentored, and developed a high-functioning, collaborative team of dynamic development professionals emphasizing best practice, inclusive, and evidence-informed approaches. Managed a focused portfolio of prospects and donors. The College of Science is home to over 4,600 students, 6 departments, more than 260 faculty, and over 35,000 alumni worldwide.

- Led the College to two consecutive record fundraising fiscal years, securing over \$35 million in philanthropic support – a 117% increase
- Launched new programmatic and infrastructure initiatives, including restructuring the existing major gift program to focus on highly rated prospects in support of strategic priorities
- Stewarded over \$30 million in donor funds and a \$375,000 program operating budget
- Recruited and increased giving from Dean's Advisory Council members

North Carolina State University, Raleigh, NC

Senior Director of Development, College of Sciences (February 2020 – November 2020)

Promoted to lead the major gift development program and served as deputy campaign director for the College of Sciences during the *Think and Do the Extraordinary* comprehensive campaign (\$2.1 billion+ university goal/\$60 million+ College goal). Provided effective leadership, support, oversight, and strategic direction for development staff and implemented strategies to grow and enhance effectiveness and productivity, surpassing the unit campaign goal 18 months ahead of schedule. Managed a mature portfolio of major and principal-level prospects and donors.

- Individually secured gifts totaling \$8,754,914 (2017-2020), including four professorships, eight+ experiential learning awards, eighteen undergraduate scholarships, one departmental endowment, and one graduate award
- Led team moves management and pipeline development strategy, analyzed development officer metrics, and assisted in developing the College's annual and multi-year fundraising plans
- Served on metrics & accountability and principal gifts & big ideas strategic planning workgroups
- Served as primary liaison for college-wide fundraising initiatives

Director of Development, College of Sciences (May 2017 – February 2020)

Served as frontline major gifts officer for the College of Sciences during the *Think and Do the Extraordinary* comprehensive campaign (\$2.1 billion+ university goal/\$60 million+ College goal). Built and managed a robust portfolio and developed creative strategies for discovering, cultivating, soliciting, and stewarding major and principal-level prospects and donors. Tactically incorporated institutional campaign priorities into moves management strategies. Partnered with college and university leadership, faculty, board members, and other volunteers to develop external relationships with alumni and other stakeholders.

- Consistently exceeded annual discovery qualification, proposal, and solicitation goals
- Led team moves management strategy and analyzed development officer metrics
- Recruited over 30% of foundation board members
- Collaborated with cross-university partners on high-priority strategic initiatives

University of North Carolina Wilmington, Wilmington, NC

Director of Development for Major Gifts, Watson College of Education (May 2015 – April 2017)

Served as the chief development officer and primary campaign strategist for the Donald R. Watson College of Education. Provided strategic direction for all College advancement activities, including major and planned gifts, annual giving, alumni relations, development communications, and donor stewardship. Responsible for planning, implementing, and evaluating the College's strategic development mission, vision, priorities, and operational goals. Served as a senior advisor to the dean and regularly interfaced with senior University administration and Board of Trustees leadership. Built and managed a portfolio of major and principal-level prospects and donors.

- Secured gifts totaling over \$650,000, including nine scholarships, one program endowment, and one unrestricted endowment
- Increased College-wide giving by 78% in FY16
- Led the College in the strategic development of campaign vision, priorities, and infrastructure
- Managed College volunteer leadership boards

Academic Appointments

Seattle University, Seattle, WA

Adjunct Faculty, College of Arts & Sciences (August 2024 – Present)

Taught graduate courses in the Master of Nonprofit Leadership program.

Courses: NPLR 5150 - Fundamentals of the Nonprofit Sector; NPLR 5370 - Nonprofit Governance

University of Washington, Seattle, WA

Instructor, Continuum College (September 2023 – Present)

Taught courses in the Certificate in Nonprofit Management program.

Course: NPROFIT 330 - Fundraising & Communications in the Nonprofit Sector

Consulting Experience

Thompson Philanthropic Consulting

Founder and Principal Consultant (October 2020 – Present)

Serves as a thought partner and strategic advisor to the leaders of educational, arts, cultural, religious, healthcare, and social service non-profits on philanthropic strategy, donor relationship building, as well as organizational leadership, management, and change strategy. Develops engaging and effective training materials and curricula to instruct organizational leaders and volunteers on evidence-informed practices and trends in nonprofit governance and operations.

Education

Vanderbilt University, Nashville, TN

Doctor of Education

Improving Performance through Engagement in Higher Education Advancement: An Evidence-Informed Approach

North Carolina State University, Raleigh, NC

Master of Public Administration

University of North Carolina Wilmington, Wilmington, NC

Bachelor of Arts in Political Science

Certifications

Plus Delta Partners, Carlsbad, CA

Management of Frontline Fundraising (2023)

Discipline of Frontline Fundraising (2018)

North Carolina State University, Raleigh, NC

Graduate Certificate in Nonprofit Management (2014)

Community Leadership

North Carolina State University, Raleigh, NC

College of Humanities and Social Sciences Dean's Board (2023 – Present)

Park Scholars Regional Selection Committee Member (2016 – Present)

Vice President, Public Administration Alumni Association (2019 – 2022)

Recent Grad Philanthropy Council (2016 – 2017)

Beacon Hill Civic Association, Boston, MA

Member (2021 – 2022)

StepUp of Raleigh, Raleigh, NC

Co-Partner Mentor (2019 – 2020)

North Carolina Azalea Festival, Wilmington, NC

Festival Sponsor (2010 – 2018)

Committee Chairman (2015 – 2017)