

Stephen J. Morin

Passionately curious leader and coach. Highly successful, creative, and innovative university vice president and consultant.

EDUCATION

Northeastern University, Boston, MA, Master of Arts, Political Science, September 1994

Bates College, Lewiston, ME, Bachelor of Arts, History, May, 1988

Middlebury College, Middlebury, VT, Bread Loaf Writers' Conference, Summer, 1987

PROFESSIONAL EXPERIENCE

Founder and President, 3/23-present, Prifask Consulting Services

Strategic Consultant, 3/23-present, New England Center for Children

Assessment and analysis of current advancement (development and communications) operations.

Creation of operational and campaign plan designed to maximize work productivity and results toward a comprehensive campaign and celebration of its 50 year anniversary.

Strategic Consultant, 7/22–2/23, University of New Haven

Special event consultant for the University's 37th annual Scholarship Ball. This signature gala, on average, raises \$2 million each year.

Vice President for Advancement, 3/15—10/21, University of New Haven

Created, launched, managed, and significantly exceeded the University's \$100 million, first-ever, comprehensive campaign—finishing the campaign at \$167 million.

- Conducted feasibility study; oversaw strategic planning for the campaign and created the campaign case statement and branding; planned for the execution of the entirety of the campaign; and created the public launch event and script. After passing the initial \$100 million goal eighteen months early, we raised the goal to \$120 million. We concluded the campaign with \$135 million raised, while also attracting an additional \$32 million in research grants and contracts, for a total of \$167 million.
- Doubled annual fundraising results during course of campaign (\$9 million per year to \$18 million per year), while reducing personnel budget by 20% and operating budget by 30% during the same time.
- Worked directly, and primarily, with the President on the University's top prospects and donors.
- Created a new, and much more productive, system for the supporting the President and his fundraising work. This led to the President increasing his dollar amounts raised by more than 90%.
- Led the effort to plan and execute the University's centennial celebration in 2020, mobilizing teams of faculty, staff, students, and volunteers.
- Created our acclaimed virtual Centennial Ball.
- Increased the productivity of major gift officers by 500 to 1,000%. Upon arrival at the University, our gift officers were raising a mere \$100,000 to \$200,000 per year. All of them are now raising between \$500,000 and \$1,000,000 per year consistently.
- Increased the number of appropriate solicitations by gift officers and deans by 300%.
- Created formal fundraising program for our deans, including training and metrics.

- Oversaw the creation of college-based advisory boards.
- Was the driving creative force for our campaign launch gala, which raised \$4 million in one night.
- Increased the number alumni attendees at events by 100%.

CASE, District 1 session leader, 2019: How Improv Skills Will Make You a Better Advancement Professional

Senior Vice President for Advancement, 12/12 – 3/15, Suffolk University

Led offices of Development and Alumni Relations (staff of 26); Marketing and Communications (staff of 25); and Government and External Affairs (staff of 3), and managed an overall budget of \$10M.

- Completed restructure of Development and Alumni Relations office and Marketing and Communications office, creating more productive systems which resulted in a robust turnaround of ten-year declining trends. Success achieved with no additional expense increases.
- Trustee giving increased 105%; Alumni giving increased 103%; faculty and staff giving increased 35%; total giving increased 68%; recognition society giving increased 82%; and annual giving increased 46%.
- Alumni participation in giving increased 28%; student participation in giving increased 354%.
- Significantly increased Board members' and President's direct engagement in fundraising.
- Created and directed fundraising campaign for new \$50M academic building.
- Held high-end portfolio of 50 top prospects.
- Created, developed, and launched successful University branding campaign.

Chair, CASE, District I Conference 2014 Emerging Leaders track. Session leader: Negotiation Strategies for Fundraisers

Adjunct Faculty, "Strategic Resource Development for Non Profits," Suffolk University MBA program, fall semester, 2014

Assistant Vice President, School Development, 8/10- 12/12, Boston University

Directly oversaw and managed the fundraising results for nine schools and colleges (and peripherally six additional schools and colleges) during the creation and launch of the University's \$1 billion campaign.

- Mentored deans and chief development officers in all facets of their development work, focusing primarily on board development and cultivation and solicitation of their top prospects.
- Built and further developed school advisory boards for greater effectiveness and campaign work. Conduct regular board meeting preparations and attend all board meetings.
- Developed with deans and chief development officers, specific and targeted campaign plans, and actively supported the timely execution of these plans.
- Transitioned and restructured six of the nine school-based development offices for a better ROI.
- Led analytical process of value propositions within the school development operations, created data points and assessed where we could find greater value. Established more refined metrics for chief development officers and their respective deans.
- Traveled with deans, focusing attention on their top 50 prospects and donors.
- Held high-end portfolio of 30 prospects.
- Worked as direct solicitor and as part of teams that secured several gifts at the seven-figure level and numerous gifts at the six-figure level.
- Led internal campaign leadership team--a campaign-focused group of twenty of the most senior officers.

Chair, CASE District I Conference 2013 Emerging Leaders track. Session leader: A View From the Top: How Presidents Can Get the Most Out of Their Advancement Offices

Guest lecturer for Boston University's Professional Fundraising Program

Special Assistant for School Development, 11/06-8/10, Boston University

Led comprehensive restructuring effort for thirteen schools and colleges to achieve greater fundraising results through strategic, functional, and pragmatic changes to development and alumni relations activities. (Held this position simultaneously with Director positions at the College of Communication and the School of Theology.)

- Solicited and collected data from internal and external sources to identify strengths and weaknesses in fundraising operations at the schools and colleges and then implemented plans to increase fundraising results and change the culture of philanthropy in each unit.
- Worked closely with development directors and deans to establish focused strategies for identifying, cultivating, and soliciting top prospects.
- Helped create or reconstitute 10 school Dean's Advisory Boards. Maintain high level of board activity.
- Helped oversee respective school-based campaign feasibility studies.
- Served on President's special committee to find efficiencies within BU's alumni relations efforts.

Co-Chair, CASE District I Conference 2011 New Advancement Professionals track

Director of Development and Alumni Relations, 1/08-8/10, Boston University College of Communication

Directed all facets of strategic efforts to increase the development results at the College, including positioning new Dean for fundraising success and preparing the College for the University's campaign.

- Increased overall giving by 143% and alumni giving by 104%.
- In second fiscal year, the College received its largest individual and foundation gifts in its history.
- In second fiscal year, broke all-time annual fundraising record for the College.
- Worked with new Dean to create high-level advisory board.
- Served on the College's strategic planning steering committee.

Director of Development and Alumni Relations, 12/04-1/08 Boston University School of Theology

Instituted comprehensive changes in strategy and focus for development and alumni relations success.

- Helped lead seven-person team to create school-wide strategic plan.
- Increased total giving by 49%.
- Increased alumni giving by 146%.
- Increased annual fund leadership giving by 82% and number of annual fund leadership donors by 74%.

Campaign Director, 4/00-12/04, LCA, Lexington, MA

Successfully moved growing college preparatory school to national status through comprehensive campaign.

- Managed all facets of initial \$14,400,000 comprehensive capital campaign (2000–2004).
- Increased parent giving 212%.
- Increased alumni giving 200%.
- Directly and extensively involved in Academy's strategic planning process and vision for 2010.

Development Officer, 11/98-4/00, Boston University, College of Communication, Boston, MA

- Directed all facets of development at the College, focusing primarily on principal and major gifts.
- In initial fiscal year increased donations in all areas of giving: overall giving, 120%; alumni giving, 242%; corporate giving, 128%; and increased total number of gifts 57%.
- Integral member of teams creating new academic programs and related fundraising initiatives.

Development Associate, 11/97-11/98, Boston University, School of Management, Boston, MA

- Planned strategy, cultivated, and solicited donors of varying levels (from \$5,000 to \$2,000,000+) for gifts toward \$110,000,000 building campaign.

Legal Assistant, 7/90-11/97, Cooley, Manion, Moore and Jones, LLP, Boston, MA

Legal Assistant, 7/88-7/90, Black, Lambert, Coffin, and Haines, Portland, ME

CREATIVE SOLUTIONS/VOLUNTEER COLLABORATIONS

Amelia Island Museum of History, 1/23–present, Fernandina Beach, FL

Creative strategies for marketing and fundraising plans and mini-campaigns

Garden Players Musical Theater, 10/22–present, Queens, NY

Creation of 501C3 organization; operational development; board development; and revenue generation

Gotham Food Pantry, 10/22–present, New York, NY

Fundraising plan development

Perinatal Health Equity Foundation, 10/22–present, East Orange, NJ

Creation of fundraising events

Zach's Bridge, 8/22–present, Wayland, MA

Creation of 501C3 organization; creation of narrative and story; development of fundraising plan

The FACTS Initiative, 7/22–present, Charlotte, NC

Fundraising consultation

My Brother's Table, 7/22, Lynn, MA

Public relations and marketing strategies for fundraising initiatives

MOSTe: Motivating Our Students Through Experience, 6/22–Los Angeles CA

Creative strategies for annual fundraising event

Maine State Society for the Protection of Animals, 5/22–present, Windham, ME

Create and implement signature fundraising event

Child and Family Services, 4/22–10/22, New Bedford, MA

Fundraising and community relations plan development

The Hope for Learning Foundation, 4/22–7/22, Richmond, VA

Created branding, storytelling, and grant proposal narratives