

Philip C. Thornton, CFRE

In my sixteen years of fundraising experience, I have completed over 2,000 face-to-face donor visits and raised nearly \$45,000,000 in gifts. I have developed and executed 15 capital campaigns for organizations all over the United States. I serve as a subject-matter expert in mid-level and major gifts, board engagement, capital campaign strategy, gift officer coaching/management and developing fundraising teams. I enjoy providing the strategic vision for an organization to develop a culture of philanthropy.

PROFESSIONAL EXPERIENCE

University of Indianapolis, Indianapolis, IN

2022 - Present

Vice President of Advancement

- Lead an 11-person professional team, managing all aspects of fundraising, alumni relations, and governance.
- Provide counsel, leadership, and data-driven decision-making for the Office of the President and the Board of Trustees.
- Secured the second-largest gift in University history (\$4,000,000).
- Secure funding for University priorities from alumni, corporations, foundations, and friends.
- Led the University to the most successful UIndy Day of Giving in history, securing \$209,065 from 668 donors. This is a 68% increase in dollars and 29% increase in donors from the year prior.
- Secured the first year-over-year gain in annual unrestricted giving after six straight years of declining donations. This was achieved in my first fiscal year in this role.
- Implemented a comprehensive data strategy coupled with a CRM conversion/upgrade for the fundraising team.
- Restructured internal positions and teams to enhance operations and teamwork.

Purdue University, West Lafayette, IN

2019 - 2022

Chief Development Officer, Industrial Engineering

- Chief Development Officer for the #2 School of Industrial Engineering in the U.S., managing all aspects of advancement, alumni engagement, and communications.
- Developed and executed the first ever *C-Suite Summit*, hosting 20 alumni CEOs and executives for a multi-day collaboration session and weekend of campus engagement. The event was the first of its kind for Purdue University and now serves as a template for other colleges and schools on campus.
- Secured the first \$1M+ cash gift for the School in six years. This was the first \$1M+ cash gift from a non-board member in School history. Subsequently secured two additional \$1M+ gifts in the same fiscal year.
- Led the School to record donor participation for the 2021 Purdue Day of Giving.
- Managed all the School's international development focused on relationships with alumni from India, China, Colombia, Kuwait, Saudi Arabia, Jordan, Turkey, Singapore, Mexico, Costa Rica and others.
- Led a team of four senior fundraisers from across the University to develop a Purdue-wide fundraising training program for all future development staff.
- Oversaw the School's mentoring program, pairing alumni with students for a semester-long relationship to enhance their connection with Purdue and engage alumni in the education process. During this time the program grew to its largest ever with 30+ mentors per semester.
- Oversaw the School's guest speaker program, bringing alumni from all over the world to campus to speak with IE-200 and IE-431 students. This program serves as one of the primary vehicles to bring alumni back to campus in an academic setting.

Theta Chi Fraternity, Carmel, IN
Chief Development Officer

2014 - 2019

- Oversaw all aspects of organizational advancement and managed a \$14.5M endowment.
- Managed a team consisting of a Director of Development, Director of Communications, two Development Officers, Development Coordinator, and other support staff.
- Developed and executed the \$1.5M Cornerstone Capital Campaign, the first-ever national capital campaign of Theta Chi Fraternity, Inc., raising \$1,519,525 in gift commitments.
- Increased Foundation endowed assets from \$11M to \$14.5M (32% increase).
- Recruited a current Fortune 500 CEO and a former U.S. Congressman to join the Board of Directors.
- Secured 16 new planned gifts valued at over \$8,000,000.
- Established 15 endowed funds through major gifts.
- Led the Annual Fund to three consecutive record-setting years in unrestricted revenue.
- Developed and implemented management procedures and fundraising training programs for volunteer leadership at the Board of Directors level.
- Developed and executed *The Helping Hand* alumni engagement campaign to drive volunteering, involvement and giving from a 148,000-member alumni base.
- Developed and implemented policy statements and institutional governance framework for regulatory compliance and increased operational efficiency.
- Coordinated the selection and distribution of \$400,000+ in academic scholarships to members across the U.S.

Pursuant, Dallas, TX
Development Officer

2012 - 2014

- Lead Development Officer for several multimillion-dollar capital campaigns, managing all aspects of campaign strategy, major gift solicitation and client development.
- Top performing Development Officer out of the entire company in 2013 with respect to donor visits secured, gifts received, gift close rate and campaign goals achieved.
- Identified, cultivated, and solicited leadership gifts for capital campaigns.
- Served as a fundraising strategist with senior executive team for clients in higher education, college athletics, healthcare, and faith/ministry sectors.

Elevate IMS (Formerly The Laurus Group), Atlanta, GA
Capital Campaign Consultant

2006 - 2008

- Gift Officer for capital campaigns ranging from \$1M - \$3M with asks ranging from \$5,000 to \$250,000.
- Managed rigorous travel schedule across the United States to meet client goals.
- Directed teams of 20+ volunteers to assist with capital campaigns through peer-to-peer fundraising.

EDUCATION

University of Arizona, Tucson, AZ
Master of Business Administration

2009 - 2011

San Diego State University, San Diego, CA
Bachelor of Arts

2001 - 2005

ASSOCIATIONS/CERTIFICATIONS

Certified Fund Raising Executive (CFRE)

2017 – 2026