

Kevin P. Thompson, Ed.D.

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Professional Summary

A transformational, dynamic, and ethically driven leader with proven success in managing and building comprehensive advancement programs in leading academic institutions. Adept at employing 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
- Change and 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 Mitigation

Executive Experience

University of Washington, Seattle, WA

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

Leads as the chief advancement officer for the University of Washington's College of Arts & Sciences, the largest academic unit with over 24,000 students, 2,000 faculty members, and 150,000 alumni worldwide. Provides strategic leadership and vision for a high-performing team of 75+ advancement professionals, overseeing development, constituent engagement, corporate and foundation relations, marketing and communications, advancement services, and business operations across the College and its three affiliated cultural centers. Successfully negotiates and implements shared management and cost-sharing agreements within a decentralized matrix organizational structure. Serves on the dean's executive committee and University Advancement's extended leadership team. Led the team to secure \$236.4 million in gifts and new commitments, with \$181.5 million in cash received (77%). Effectively stewards \$700 million in endowed donor funds and manages a nearly \$7 million program operating budget. Directs the College's 35-member advisory board and manages a focused portfolio of principal-level donors, each rated at \$10 million or more.

- Developed and implemented the first long-range strategic plan for the CAS Advancement Office
- Designed and led the College's philanthropic visioning and interdisciplinary big-idea generation process to address societal grand challenges
- Introduced and implemented the first organizational learning plan and multi-year career ladder strategy
- Launched the *Next-Generation Philanthropic Growth Initiative* and a college-wide brand assessment and refresh

Northeastern University, Boston, MA

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

Served as chief development officer for the College of Science, delivering strategic and operational leadership to achieve the College's ambitious objectives. As a member of the senior leadership team, advised the dean and faculty on philanthropy, alumni engagement, advocacy, and external relations. Developed and implemented a multi-year fundraising strategy aligned with institutional priorities. Built and led a high-performing development team utilizing best practices and data-driven approaches. Managed a portfolio of principal-level prospects and donors. The College of Science encompasses over 4,600 students, 6 departments, 260 faculty members, and 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 \$8.8 million (2017-2020)
- 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
- Co-led 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 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, Department of Performing Arts and Arts Leadership (September 2025 – Present)

Design and instruct graduate courses in the Arts Leadership (MFA) program.

Course: ARTL 5430 - Resource Development for Arts Organizations

Adjunct Faculty, Department of Public Affairs and Nonprofit Leadership (August 2024 – Present)

Design and instruct graduate courses in the Master of Nonprofit Leadership (MNPL) program.

Courses: NPLR 5150 - Fundamentals of the Nonprofit Sector; NPLR 5370 - Nonprofit Governance; NPLR 5430 - Fundraising and Philanthropy

University of Washington, Seattle, WA

Instructor, Continuum College (September 2023 – Present)

Design and instruct courses in the Nonprofit Management and Fundraising Management certificate programs.

Courses: NPROFIT 330 - Fundraising & Communications in the Nonprofit Sector; FUND330 – Advanced Fundraising Strategies

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 Chair (2015 – 2017)