

## **FRANK S. PISCH, CFRE**

*Chairman and Chief Executive Officer*

Frank S. Pisch is a senior fundraising executive and nonprofit leader with more than 30 years of successful experience. His strengths include campaign design and management, board and staff development, effective utilization of volunteers and all other aspects of fundraising, including creating effective fundraising teams.

Mr. Pisch has consulted to a wide spectrum of nonprofit organizations, private and four-year colleges, public universities, community colleges, university foundation boards, independent schools, hospitals and medical centers, human service and environmental agencies, youth groups, arts organizations, and trade associations—in relation to capital campaigns, major gift fundraising and strategic planning.

He has raised more than \$3 billion for his clients, and as a major gifts specialist, he has been involved in the successful solicitation of more than 150 gifts of \$1 million or more.

Mr. Pisch previously served as vice president for advancement for Berry College in Rome, Georgia; vice president for resources and public affairs for the Association of Governing Boards of Universities and Colleges in Washington, D.C.; director of development for the Baltimore Symphony Orchestra and as a senior officer of two national fundraising consulting firms.

A Connecticut native, he holds a Bachelor of Arts degree from the University of Connecticut School of Education. After 10 years as a teacher, he created, funded and directed the Adventure Challenge School, Inc. in Manchester, Connecticut. This nonprofit experiential learning center was founded on the principles of personal growth through adventure activities, hands-on learning experiences directly related to school curricula, and participation in community service.

An Antioch fellow, Mr. Pisch earned a master's degree in organization and management, specializing in nonprofit institutions, from Antioch University.

Mr. Pisch presents frequently at national conferences sponsored by the Council for the Advancement and Support of Education (CASE), the Association of Fundraising Professionals (AFP), the Association of Governing Boards of Universities and Colleges (AGB), the Big 12 Conference and many others. He has been a Certified Fundraising Executive (CFRE) since 1987.

Mr. Pisch is a former member of the board of trustees of Youth for Tomorrow in Bristow, Virginia, is a former chairman of the board of trustees of the National Outdoor Leadership School (NOLS), in Lander, Wyoming and recently served as co-chair of a successful \$10 million capital campaign for NOLS.