

NICHOLAS W. SCULLY, CFRE

Senior Vice President

Nicholas W. Scully has more than 30 years of experience in the nonprofit sector. His areas of expertise include campaign management and implementation, prospect engagement and cultivation, alumni relations, planned giving, major gift solicitation, donor stewardship and enrollment management.

Prior to joining The Compass Group, he was the vice president for institutional advancement and athletics at Christian Brothers University in Memphis, Tennessee, where he served as chief development officer for over 18 years. He previously was at Grace-St. Luke's Episcopal Day School in Memphis, serving in various positions, including: director of development, admissions director, athletic director, social studies department chair, varsity coach and classroom teacher.

Mr. Scully holds a bachelor's degree in history from Christian Brothers University, attended law school at Memphis State University, and earned a master's degree with honors from Vanderbilt University with an emphasis in institutional advancement. A presenter regionally and nationally for the Council for the Advancement and Support of Education (CASE), the Association of Fundraising Professionals (AFP), and Noel-Levitz, he has been a Certified Fundraising Executive (CFRE) since 1989. He has taught the CFRE survey course many times and has been a guest lecturer at the Professional Seminar on Major Gifts Fundraising at Vanderbilt.

Mr. Scully has served on the boards of Idlewild Presbyterian Children's Center, Memphis Partners, Dixie Home Boys Club, St. Agnes Academy-St. Dominic School, Company D, Ave Maria Home and the National Outdoor Leadership School (NOLS) Advisory Board. He is a 1992 graduate of Leadership Memphis. Mr. Scully was also faculty advisor for and member of Sigma Alpha Epsilon Fraternity (TN Rho Chapter).

In 2000 Mr. Scully was the recipient of the Crystal Award for Fundraising Executive of the Year presented by the Memphis Chapter of the Association of Fundraising Professionals. He was recognized by Vanderbilt University with the prestigious Dave Jones Award for Excellence in Institutional Achievement at commencement ceremonies in 1999.

Mr. Scully enjoys golf, coaching youth athletics, reading, visiting art museums, hiking in the Rockies and theatre. He and his wife Patty reside in Memphis, Tennessee and have three sons, David, Peter, and Michael.

Recent and current clients include: The University of Delaware, NOLS, Missouri Valley College, Healthy Memphis Common Table, The University of Mississippi, Arkansas State University, Jackson Academy, Saint Agnes Academy - Saint Dominic School and Ave Maria Home.