

Kevin M. Wallace
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HOME:

Tucson, Arizona

EDUCATION:

1989 Southern Methodist University, Dallas, Texas – Bachelor of Arts
1991 Thunderbird School of Global Management, Glendale, Arizona – MBA in International Management

EXPERIENCE:

1991-1994 Self Employed, Tucson, Arizona - Business Development Consultant
1994-2000 University Medical Center, Tucson, Arizona – Business Development Specialist
2000-2003 Self-employed, Tucson, Arizona - Business Development Consultant
2003-2010 Self-employed¹, Tucson, Arizona – Fundraising Consultant
2010-2014 CapitalQuest, Inc, Louisville, Tennessee – Senior Consultant
2014-Present CampaignCounsel.org, Tucson, Arizona – President, Senior Consultant

EXPERTISE:

Professional capital campaign fundraising consultant with experience serving over 70 nonprofit agencies located throughout the United States and whose services impact local, region, national and international populations. Clients include social, civic, health, education and religious organizations. Total funds raised exceed \$175 million. 93% of clients reach or exceed their campaign goal. Professional skills include:

- Advancement Auditing
- Board Development
- Brochure/Video Production
- Campaign Auditing
- Campaign Management
- Campaign Planning
- Campaign Strategy
- Copy Writing
- Grant Writing
- Leadership Development
- Prospect Identification
- Prospect Cultivation
- Prospect Education
- Solicitation Strategy
- Solicitation Training

RELEVANT CLIENT SAMPLE:

- Albuquerque BioPark, Albuquerque, NM.....\$ 10 million
- Billings Public Library; Billings, MT\$6 million
- Confluence Health, Wenatchee, WA \$5 and \$3.5 million
- Crespi Carmelite High School, Los Angeles, CA\$12 million
- Missoula Public Library; Missoula, MT\$ 5 million
- Salpointe Catholic High School, Tucson, AZ \$ 12 and \$10 million
- The Salvation Army, Phoenix, AZ.....\$ 5 million
- Friendship Haven, Ft. Dodge, IA\$ 7 million

¹ Worked as independent consultant for CapitalQuest, Inc.