

T. W. HUDSON AKIN

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SUMMARY

An innovative and highly accomplished TOP NON-PROFIT OPERATIONS EXECUTIVE with a proven track record of achievement in:

FUND-RAISING • PROJECT MANAGEMENT • HUMAN RESOURCES MANAGEMENT • MEMBERSHIP AND CHAPTER RELATIONS • MEDIA AND BOARD RELATIONS • ORGANIZATIONAL DEVELOPMENT • GENERAL MANAGEMENT
REGULATORY COMPLIANCE • STRATEGIC PLANNING

Collaborates with internal and external parties to exceed established goals. Broadens the knowledge base of donors, enabling increased understanding of the alignment of philanthropic contributions and an institution's mission. A forward-thinking leader who facilitates the lasting success of relationships with the organization.

EXPERIENCE

INDEPENDENT CONSULTANT

Dallas, Texas
November 2008- Present

Provide consulting and fund-raising services (paid and pro-bono) for various not-for-profit philanthropic organizations and businesses in areas of structure, personnel, fund development, and reaching strategic centers of influence, among them including Champions For Life, T4 Global, and Peachtree Development.

CHILDREN'S MEDICAL CENTER DALLAS Executive Vice President of Development

Dallas, Texas
January 2006-November 2008

A 400+ bed, 4,000 employee, private pediatric teaching hospital affiliated with University of Texas Southwestern Medical School with more than 300,000 patient visits per year.

- Provided leadership for staff of 55 employees.
- Worked closely with volunteers as well as prospective donors, encouraging gifts to support hospital.
- Worked closely with Foundation Board of Directors.
- Engaged hospital staff and leadership in understanding of philanthropy and contribution to advancement of hospital mission.
- Reorganized staff and reporting management structure and hired replacement staff for 50 vacant positions.
- Raised more than \$74 million over three years, exceeding targets each year.
- Received largest single gift (\$10,000,000) in institution history.
- Increased staff collaboration with chiefs of service, enabling development office to increase gift support.
- Raised awareness of development, increasing philanthropic support for the hospital.
- Resigned when Board changed direction toward more event-related fund development.

UNIVERSITY OF SOUTH CAROLINA Vice President for University Advancement

Columbia, South Carolina
March 2003-November 2005

Flagship campus of an eight-campus system with 14 degree-granting colleges and schools, enrollment of 27,500, 1,600 full-time faculty and 180,000 living alumni.

- Organized development, alumni affairs, media and government relations, university spokesperson, printing department and university publications into new Division of University Advancement.
- Established reporting and management arrangements, enabling greater understanding of university mission.
- Enabled cooperation through coordination of advancement function.
- Raised more than \$200 million in private gift support over three years.
- Enabled increase of private support and contributions to alumni association.
- Coordinated development efforts across eight campus University System.
- Worked closely with Foundation Boards of Directors.
- Achieved recognition by CASE, earning Circle of Excellence award for university publications.
- Began feasibility study for next comprehensive campaign.
- Resigned due to personal family situation and was recruited to next opportunity.

Comprehensive university with more than 20,000 enrollment, 925 full-time faculty and 145,000 living alumni.

- Led team to generate private gift support for university.
- Completed alumni center campaign that raised more than \$8 million from mostly smaller gifts.
- Completed comprehensive campaign that raised more than \$113 million over five years.
- Established development staff collaboration with deans of colleges, enabling units to increase gift support.
- Worked collaboratively with campus constituencies to coordinate gift asks.
- Raised awareness of a culture of philanthropy, increasing gift support for campus units.
- Worked closely with University Board of Trustees, Foundation Board and Campaign volunteer leadership.
- Served on North Central Association of Colleges and Schools ten-year review accreditation committee.
- Served on Strategic Planning Task Force, Provost Search Committee, NCAA Certification sub-committees of compliance and minority and gender equity.
- Received 1999 CASE Circle of Excellence award for fund-raising improvement.
- Resigned when recruited to Vice President opportunity.

ADDITIONAL EXPERIENCE

LOUISIANA TECH UNIVERSITY, Ruston, Louisiana, **Vice President for External Affairs**, 1990-1995. Responsible for development, alumni affairs and university foundation. Led university through successful completion of first comprehensive campaign to raise \$50,000,000. Received 1994 CASE Circle of Excellence award for fund-raising improvement. Served on Southern Association of Colleges and Schools (SACS) ten-year review accreditation committee. Worked closely with Foundation Board of Directors. Resigned when recruited to opportunity at a larger institution and more advanced development program.

LOUISIANA BANKERS ASSOCIATION, Baton Rouge, Louisiana, **Vice President, Chief Operating Officer**, 1980-1990. Coordinated operations of association, including membership activities of 300 member banks as well as statewide marketing and installation of computerized loan software. Generated 60% of budget income. Oversaw annual convention with attendance of 2,100 and 75 exhibitors. Engaged with bankers across Louisiana, encouraging usage of association services. Worked closely with board of directors. Resigned when recruited to alma mater.

LOUISIANA TECH UNIVERSITY, Ruston, Louisiana, **Orientation Counselor**, 1977-1980. Responsible for recruitment of entering freshmen and transfer students for specific geographical regions. Headed new-student orientation program for all new students, including selection training, and supervision of paid student staff of 14. Was successful in implementing college credit for staff training course. Resigned for new opportunity.

EDUCATION

CROSSETT HIGH SCHOOL, Crossett, Arkansas

LOUISIANA TECH UNIVERSITY, Ruston, Louisiana
B.S., Human Resource Management

AFFILIATIONS

Council for the Advancement and Support of Education
Association of Fundraising Professionals
Association of Healthcare Professionals
Rotary Club, 1995-2010, Dallas and various cities
Dallas Life Homeless Shelter Board
First Baptist Church Dallas