

# PATRICIA MCCOWAN

## BACKGROUND SUMMARY:

- Extensive not-for-profit management & program development experience
  - Large to small academic and not-for-profit organizations
  - All life-cycle phases from start-up to well-established
  - Grant making program management, performance metrics, and mission alignment
- Long-term strategic planning, board development, & fundraising experience
  - Strategic planning and execution resulting in over \$30 million of private contributions and increased grant income, in some cases with a 200% increase
  - Recruitment and engagement of board members
  - Director of \$100 million campaign, soliciting gifts \$1,000,000 to \$10,000,000
- Budgeting, personnel, and operational management

## RELATED PROFESSIONAL EXPERIENCE:

Principal, Xanthus Nonprofit Consulting: *Woodinville, WA* (2020 – Present)  
Nonprofit Interim Executive and Board Governance Services

- Interim Executive
- Capacity Building
- Retreat Facilitation
- Board Governance

Senior Strategist, *Third Sector Company: Seattle, WA* (May 2020 – Present)

Chief Advancement Officer, *Seattle University, School of Law: Seattle, WA* (2014 – 2020)

Define and implement all aspects of the School's Advancement programs:

- Annual operations planning
- Long-range strategic planning
- Departmental financial planning & analysis
- Alumni and annual giving management
- Investor stewardship
- Public presentations
- Principal & major gift fundraising
- Campaign planning
- Endowment & scholarship planning
- Fundraising metric analysis
- Professional staff management

Executive Director, *Little Bit Therapeutic Riding Center, Woodinville, WA* (5 years)

Non-profit administration and fund development:

- Program development
- Fundraising (major gifts, corporate, foundation, planned giving, special events, & annual)
- Board of director recruitment & fundraising
- Strategic planning
- Public relations
- Personnel management (twenty-five paid staff)
- Donor stewardship
- Budget planning & monitoring

## **PATRICIA MCCOWAN**

Northwest Development & Foundations Director, *Canary Foundation, Palo Alto, CA* (6 years)

Non-profit management, fundraising (major gifts, foundation grants, annual giving) and grant administration:

- Program creation & development
- Strategic assessment & planning
- Manage staff & volunteer fundraising teams spread across three regions
- Special Event planning
- Public speaking
- Fundraising – US and Canada
- Assist with grantmaking process – US and Canada
- Grant contract negotiations with recipient organizations
- Prospect research

Director, Development Key Initiatives & Director, Comprehensive Campaign, *Fred Hutchinson Cancer Research Center, Seattle, WA* (5 years)

Major gift fundraising and program management:

- Endowment campaign
- Strategic planning
- Staff board sub-committees
- Departmental budgeting & financial analysis
- Supervise Foundation Relations & Prospect Research departments in addition to campaign responsibilities

Development liaison on projects with:

- Puget Sound Partners for Global Health
- Bill and Melinda Gates Foundation
- Breast Cancer Biomarker Consortium
- Entertainment Industry Foundation
- UW on the Prostate Cancer Research Institute
- Harborview on Avon Foundation partnership

Assistant Dean for Advancement, *University of Washington, School of Public Health: Seattle, WA* (4 years)

Define and implement all aspects of the School's Advancement programs:

- Principal & major gift fundraising
- Foundation proposal development
- Endowment fundraising
- Long-range strategic planning
- Campaign planning
- Dean's Council recruitment & engagement
- Alumni and annual giving management
- Annual operations planning
- Departmental budgeting & financial analysis
- Event planning
- Stewardship management
- Manage staff of three
- Motivate, train & assist faculty in fundraising efforts

## **PATRICIA McCOWAN**

### **RELATED VOLUNTEER EXPERIENCE:**

Chair, *PATH International Credentialing Council*, Denver, CO - 2017 to present  
Trustee and Chair of Board Governance Committee, *Little Bit Therapeutic Riding Center*, Woodinville, WA - 2016 to 2020

Lead Visitor, *PATH International*, Denver, CO - 1995 to present

Member, *Program & Standards Oversight Committee PATH International*, Denver, CO – (1 year)

Chair, *Faculty Development Committee PATH International*, Denver, CO – (7 years)

Program Consultant, *NARHA*, Denver, CO – (4 years)

Program Director & Head Instructor, *Partnership in Equine Therapy and Education*, Washington State University, Pullman, WA – (9 years)

### **FORMAL EDUCATION:**

Master of Nonprofit Leadership, *Seattle University*, Seattle, WA

Bachelor of Science, Wildlife Biology: *Washington State University*, Pullman, WA

Associate of Arts, Liberal Arts: *Spokane Community College*, Spokane, WA

### **SELECTED PROFESSIONAL EDUCATION:**

- *Interim Executives Academy – Third Sector Company*
- *Advancement Resources Training – Strategies for Donor Development, Tactics to Optimize Donor Meetings, and Building a Donor Centric Development Culture*
- *Direct Marketing on a Shoestring Budget*
- *Measuring Grantmaking Success*
- *The Art of Grantwriting*
- *Deferred Charitable Gifts*
- *Liability & Ethical Issues of Planned Giving*
- *Legal Issues Facing Non-Profits*
- *Evaluating Employee Performance*
- *Hiring Practices & Evaluation*
- *How to Make Powerful & Persuasive Presentations*
- *Leadership & Supervisory Skills*
- *Interviewing Techniques*

### **SELECTED AWARDS & CERTIFICATIONS:**

*Certificate of Nonprofit Board Consulting – BoardSource*

*Certified Advanced Therapeutic Riding Instructor, PATH International*

*Education National Volunteer Leadership Award, PATH International*

*Right Stuff Award - Volunteer of the Year, Washington State Employees Credit Union*