

## John I. Blohm

John I Blohm  
213 Amelia  
Lafayette, LA 70506  
Email: jib7107@louisiana.edu

Mobile: (804) 928-8269

**University of Louisiana at Lafayette Foundation  
Chief Executive Officer**

**2018 - Present**

**University of Louisiana at Lafayette  
Vice President for University Advancement**

**2015 - Present**

**Development Consultant, CAG Advisors, LLC**

**2013-2015**

*Duties include:* Providing philanthropic advising for a private family in Birmingham, Alabama.

Assisting a CAG, Advisor, LLC colleague in May through August 2013 in providing program evaluations for the Hartland Habitat for Humanity in Kansas City and the Kansas City Region of the Girl Scouts of America.

*Specific duties as a family philanthropic advisor include:* Monthly review of proposals for gift support and providing counsel for approval of funding. Providing philanthropic training to members of the family in order to better equip them in understanding the role they play in supporting worthy organizations.

**Virginia Commonwealth University  
Vice President Development and Alumni Relations**

**2010-2013**

*Responsibilities Included:* Overseeing all philanthropic activities for the two divisions of the VCU System; MCV (the Medical College of Virginia) and Monroe Park (the Undergraduate College, Athletics and Professional Schools). I had six Foundation Directors/Presidents that I co-managed with their volunteer Board Chairs. All totaled there were 250 volunteers represented on these six Foundations.

*Specific duties included:* Management and mentoring a 40 plus Major Gifts staff (Development Directors), a Development Services division of 40 plus professionals, and an Alumni Relations division of 30 plus professionals. As the VCU system Chief Development Officer; working with the VCU President, Provost, Athletic Director, Vice Presidents and Deans in planning specific targeted campaigns and setting performance objectives for the advancement professionals assigned to their areas.

***Notable Accomplishments:*** Restructured the Development Office with a staff of over 100 employees from a decentralized model, where each School and Center fund and manage completely autonomous development operations, to a hybrid central/decentralized model which saved the University significant development cost and duplication of efforts. In the first year of the operation, development increased \$10 million over the preceding year reaching a total of \$72 million, largely through several major gifts, and in the second year the University continued the growth, reaching \$120 million which included an unprecedented \$35 million gift.

**University of Arkansas for Medical Sciences (UAMS) 2002- 2010  
Vice Chancellor Development and Alumni Affairs and Executive Director  
of the UAMS Foundation**

***Responsibilities Included:*** Overseeing all philanthropic activities for the Colleges of Medicine, Pharmacy, Public Health, Nursing, Health Related Professions, the UAMS Hospital, and the following Institutes: Rockefeller Cancer, Jones Eye, Donald W Reynolds Aging, Jackson T Stephens Spine, and Psychiatry Research. As Executive Director of the UAMS Foundation (a subsidiary of the U of A System Foundation) I trained, managed and was responsible for the engagement of a 40 person volunteer board.

***Specific duties included:*** Management and mentoring a 30 person Major Gifts staff (Development Directors) based in the University's Colleges and Centers. Growing central office services to include Prospect Research, Annual and Alumni giving programs, a Planned Giving program, and a Corporations/Foundation's Major Gifts program and serving as the Chief Development Officer of the University, working directly with the Chancellor in cultivating seven and eight figure gifts.

***Notable Accomplishments:*** Designed, organized and implemented the first University wide Comprehensive Campaign "Campaign Imagine". The campaign secured \$385 million in gifts and pledges, putting it over the top of the \$325 million goal for private gift support. The campaign ended December 31, 2010. UAMS annual cash receipts from gifts increased from \$15 million in year 2000 to a consistent \$33 million in years 2003 through 2010. Major gifts were the key to this success and included a \$48 million gift for the Spine Institute, a \$15 million gift plus matching gift of \$15 million for the Institute on Aging, a \$24 million gift for the Eye Institute expansion and a new Psychiatry Research Institute, a \$12 million gift for the Cancer Institute, a \$10 million gift for the campus' greatest needs and several gifts under \$10 million for needs across campus, including the new hospital building. During my nine years with the University, I recruited 30 new professional field staff to assist in the Major Gift process.

**Emory University 1998 – 2002  
Senior Associate Vice President for Health Sciences Development**

***Responsibilities Included:*** Overseeing all Development and Alumni activities for the Robert W. Woodruff Health Sciences Center.

***Specific duties included:*** Management and mentoring a 20 person Major Gifts staff (Development Directors) based in the University's Schools and Centers. Growing central office services to include Prospect Research, Annual and Alumni giving programs, a Planned Giving program, and a Corporations/Foundations Major Gifts program.

***Notable Accomplishments:*** Growing the annual gift and pledges totals for the Health Sciences Center and hospitals to \$50 million, the highest total ever for this division of Emory University.

**University of Alabama at Birmingham  
Associate Vice President for Development**

**1996 – 1998**

***Responsibilities included:*** Creating a first ever hybrid (central/de-central) approach to University Advancement with clear metrically measured accountability for all employees.

***Specific duties included:*** Managing all Development and Alumni activities for the University. Mentoring and overseeing a staff of 12 Development Directors and six Development Services professionals for school based Major Gift development programs. Serving as the University's Chief Major Gifts development officer for all units of UAB, including the UAB Health Center--School of Medicine and the UAB Hospital.

***Notable Accomplishments:*** Increasing UAB total gifts and pledges from \$30 million per year to over \$40 million and putting in place the University's first prospect management system with clear fundraising objectives for each Director of Development.

**University of Florida  
The following three positions:**

**1987 – 1996**

**Senior Development Director/Coordinator of Advancement and Alumni Affairs –  
College of Medicine (1993-1996)**

***Responsibilities included:*** Serving as a Major Gifts officer soliciting gifts of \$100,000 and up for the College of Medicine, managing two professionals in the areas of Alumni Affairs and publications, an Administrative Assistant, and five support personnel.

***Specific duties included:*** Responsibility for the total fundraising program (\$14 million per year), overseeing all alumni, department and college wide events, organizing, campaign activities and arranging for the Dean and Department Chairs to visit with Major Gift prospects.

***Notable accomplishments:*** Increased the annual totals for gifts and pledges from \$8 million to a steady reoccurring \$14 million.

**Director of Development – College of Architecture**

**1990-1993**

***Responsibilities included:*** Serving as the College's Chief Development officer with total responsibility for all Development and Alumni efforts.

***Specific duties included:*** Major Gift solicitations (\$100,000 and up), coordinating alumni and development programs, alumni receptions, recognition events, arranging for the Dean to meet with major prospects, and coordinating the communications between the College and the University of Florida Foundation.

***Notable accomplishments:*** Securing over \$15 million for the College's first ever Comprehensive Campaign, targeted originally for \$6 million. This included helping to secure an \$8 million gift, a \$2 million gift, another \$2 million gift, and a \$1 million gift.

**Director of Development – Institute of Food and Agricultural Science      1987-1990**

***Responsibilities included:*** Assisting with all phases of fundraising for the Institute of Food and Agricultural Science (IFAS) with emphasis on solicitation of Major Gifts on behalf of the University of Florida Capital Campaign.

***Specific duties included:*** Coordination of the efforts of volunteers and members of the University of Florida Foundation, Inc. planning recognition events for donors and receptions for alumni and friends, and serving as Secretary to the SHARE Foundation.

***Notable accomplishments:*** Achieving annually, over 200 face-to-face contacts with prospects having gift capacities of high five, six and seven figures. Securing 20 or more major gifts (\$20,000 and up) for the University for three consecutive years.

**Virginia Wesleyan College      1984 – 1987**

**Director of Annual Fund/Associate Director of Development**

***Responsibilities included:*** Managing all development activities of the College i.e. Phonathons, Direct Mail, and Major Gift solicitations.

***Specific duties included:*** Cultivation and solicitation of corporations, foundations, and individuals with high five-figure gift capacity. Designing all fundraising publications and collateral material, organizing college relation dinner programs, speaking to civic groups, churches, and other interest groups, working closely with the Board of Trustees in development related activities.

***Notable accomplishments:*** Organizing and managing the College's "Friends of Wesleyan" project, an annual community based campaign where gift clubs or societies were used to broaden the base of support and increase contribution levels.

**Suomi College      1982 – 1984**  
**Director of College Relations**

***Responsibilities included:*** Alumni Relations, Annual Giving and managing a portfolio of five figure prospects for the College's Major Gifts program.

***Specific duties included:*** Overseeing the work of the National Alumni Board and providing guidance for their various projects throughout the year, acting as liaison between the National Alumni Board and the College administration staff, working closely with the Board of Trustees in development related activities, assisting with the Finnish Council in planning and organizing summer theme festivals and coordinating various face-to-face solicitation campaigns at strategic locations throughout the United States.

***Notable accomplishments:*** Putting in place the College's first Annual Fund program consisting of a major Phonathon and a Direct Mail program, which together raised over \$75,000 of new philanthropic support.

**Anchor Bay Public Schools  
Director of Outdoor Education Programs**

**1977 – 1982**

***Responsibilities included:*** Designing and coordinating the outdoor education program for 200 middle school students, managing 15 instructors and scheduling classes for four separate one-week outdoor education units.

**Mathematics and Science Teacher**

***Responsibilities included:*** Teaching two units of Basic Math and four units of Science at the Anchor Bay Junior High School.

**Physical Education Teacher**

***Responsibilities included:*** Creating and implementing the physical education objectives for the elementary schools in the Anchor Bay Public School system; designing and directing an Extracurricular Intramural program.

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**Education**

Graduate Course Work toward Michigan Permanent Teacher  
Certification Certificate - Oakland University Rochester, Michigan, 1982

Bachelor of Science – Central Michigan University  
Mt. Pleasant, Michigan, 1977

**Memberships**

Council for Advancement and Support of Education (CASE)  
American Association of Medical Colleges

**References:**

Personal references are available upon request.