
PERSONAL RESUME OF
R. WAYNE KING

Tulsa, Oklahoma 918 872-8005 Home 304 692-5898 Cell rw_king@frontier.com

**WORK
EXPERIENCE**

Director of Major Gifts, September 2014 to Present
John 3:16 Rescue Mission, Tulsa, OK

Retired January 2014 to September 2014

President & CEO, July 2007 to January 2014

West Virginia University Foundation, Morgantown, WV 26507

- ◆ Report to a 27-person Board of Directors and serve as a voting Director.
- ◆ Develop plans and policies for Board of Directors' consideration and implement Board policies and directives.
- ◆ Develop and implement long-range strategic plans and priorities.
- ◆ Direct the day-to-day operations of the Foundation which has 113 team members and an annual budget of \$11.6 million.
- ◆ Serve as a relationship manager for key donors to the University.
- ◆ Recorded \$99.5 million gifts received for Fiscal Year 2013.
- ◆ Recorded record \$173 million gifts received for Fiscal Year 2012.
- ◆ Recorded record \$96 million gifts received for Fiscal Year 2011.
- ◆ Eight direct reports – two senior Vice Presidents of Development, CFO, Chief Investment Officer, Directors of Human Resources, Communications, and Internal Audit.
- ◆ Responsible for \$1.3 billion of assets under management including One Waterfront Place, a seven story office building.
- ◆ Endowment exceeded \$500 million for first time in history on 9/30/2013.
- ◆ \$46 million gift to name College of Engineering & Mineral Resources, committed Jan 2012.
- ◆ \$750 million "A State of Minds" Campaign achieved 96% of goal on 12/31/2013. Campaign will reach goal 18 months early.
- ◆ Recruited 18 new Board members 2009-2012 as a result of term limits enacted in 2004.
- ◆ Represent the Foundation at West Virginia University alumni and athletic events across the U.S.

President, August 2004 to June 2007

Mercy Foundation, Des Moines, IA 50314

- ◆ Provided leadership and vision for all fund raising programs operating under the umbrella of Mercy Medical Center which includes Mercy Hospitals, Bishop Drumm Retirement Center, Mercy Hospice, Mercy College, Mercy Centerville, and House of Mercy.
- ◆ Responsible for Board relations and development (21 member Foundation Board and five subsidiary boards).
- ◆ Supervised 43 development officers, managers and staff for the system. Seven development officers, the Auxiliary programs director, and one administrative assistant are direct reports. One development officer, four support staff, two managers, two directors and the other 25 staff members supervised by my direct reports.
- ◆ Managed investment program of the Foundation (\$33,000,000 in pooled investment fund).
- ◆ Represented the Foundation to Mercy Medical Center senior staff, volunteers and major donors.

- ◆ Planned first system-wide campaign (“Honor The Legacy” theme).
- ◆ Planned capital campaign to support new \$82,000,000 Mercy West Lakes Hospital project (scheduled to open fall 2009).
- ◆ Provided oversight for Mercy Auxiliary operations including seven gift shops, four salons, new Starbucks (opened February 2007) and Volunteer Services.

Senior Vice President for Development, Dec 1999 to July 2004

Oklahoma State University Foundation, Stillwater, OK 74076

- ◆ Served as Moves Manager for \$70,000,000 donor, who gave the largest single gift by an individual ever to higher education in Oklahoma.
- ◆ Served as Moves Manager for \$7,500,000 corporate donor, who gave the largest corporate gift ever to OSU.
- ◆ Directed President’s Opportunity Scholarship Trust campaign (\$50,000,000)
- ◆ Managed Top 100+ University Donors.
- ◆ Directed football stadium renovation campaign (\$86,000,000).
- ◆ Directed Alumni Center Campaign (\$14,000,000).
- ◆ Successfully completed \$206,000,000 *Bringing Dreams to Life* campaign with final tally of \$261,000,000.
- ◆ Supervised 27 constituency development officers and 11 support staff for the five-campus system. 11 development officers and one administrative assistant were direct reports. 16 development officers and 10 support staff were supervised by my direct reports.
- ◆ Set fund raising record of \$42,000,000 in Fiscal Year 2003.

Vice President for Development, Oct 1995 to Dec 1999

Oklahoma State University Foundation, Stillwater, OK 74076

- ◆ Provided Leadership in three major areas:
 1. The OSU \$206,000,000 *Bringing Dreams to Life* six-year comprehensive campaign – first in OSU history.
 2. Major gift programs.
 3. Supervised 27 constituency development officers and 11 support staff for the five-campus system.
- ◆ Significantly expanded professional fund raising staff.
- ◆ Developed prospect management system involving all five campuses.

Executive Director of Major Gifts, July 1994 to Oct 1995

Oklahoma State University Foundation, Stillwater, OK 74076

- ◆ Developed plans for and managed all major gifts program activities.
- ◆ Coordinated contacts with major foundations and corporations.

Vice President for Development, July 1987 to July 1994

Southern Wesleyan University, Central, SC 29630

- ◆ Managed Department of Development, including the Offices of Alumni, Church Relations, and Public Relations.
- ◆ Supervised Department of Admissions and Student Recruitment.
- ◆ Enrolled more than 3,000 new donors in six years.
- ◆ Directed *Bold New Venture* capital campaign, including the development of a new student center .
- ◆ Hired and trained Dean of Enrollment Management.
- ◆ Set SWU fund raising record of \$1,280,000.
- ◆ Won \$50,000 First Prize in SCFIC Alumni Challenge.
- ◆ Solicited and received first ever SWU \$1,000,000 gift.

Executive Director, July 1987 to July 1994

Lawrence Garvin Clayton Foundation, Central, SC 29630

- ◆ Designed and implemented planned giving program for SWU.

Vice President for Development, July 1982 to July 1987

Bartlesville Wesleyan College, Bartlesville, OK 74006

- ◆ Managed Department of Development, including the Offices of Alumni, Church Relations, Public Relations, Recruitment and Admissions.
- ◆ Planned and directed successful \$4,000,000 *Tower of Strength* Campaign for facilities and annual funds.
- ◆ First \$1,000,000+ estate gift committed during my tenure.
- ◆ Conducted numerous Wills Clinics in churches across the Western half of the United States.

Director of Annual Fund, Nov 1981 to July 1982

Bartlesville Wesleyan College, Bartlesville, OK 74006

- ◆ Planned and directed first community annual fund campaign.
- ◆ Designed and planned church annual fund campaign for Western half of the United States.

Administrative Manager, Sep 1981 to Nov 1981

Triple I Corporate Recruiters, Kansas City, MO

- ◆ Planned sales force recognition program.
- ◆ Administered training program for corporate recruiters.
- ◆ Supported Vice President of Sales.

Branch Executive Director, July 1979 to Sep 1981

Johnson County Branch of the YMCA of Greater Kansas City, MO

- ◆ Director of four-facility branch YMCA with \$1,000,000 operating budget.
- ◆ Supervised 15 professional staff and more than 150 employees, including part-time instructors.
- ◆ Started a planned gift program.
- ◆ Organized first phone-a-thon fund raiser using volunteer callers.
- ◆ Significantly improved volunteer program.

Metro Association Director of Communications/Downtown Branch

Exec and Ken-Ton Family YMCA Branch Exec, Sep 1976 to July 1979

YMCA of Buffalo & Erie County, Buffalo, NY

- ◆ Developed and supervised metropolitan area wide communications program including radio and TV.
- ◆ Developed and introduced professional staff training plan as part of Masters Degree completion requirements.
- ◆ Supervised last year of operation of downtown Y and final building closure.
- ◆ Planned and directed \$400,000 capital campaign to expand Ken-Ton Family Y fitness facilities.
- ◆ Planned and directed city-wide fitness program using Buffalo Bills and Buffalo Sabres players.

Associate Branch Executive, Sep 1973 to Sep 1976

Armed Services YMCA, Panama Canal Zone

- ◆ Received five National Armed Services YMCA Blue Ribbon Program awards.
- ◆ Served on the Panama Canal Citizens Advisory Board.

Special Services Coordinator (Sports and Tours), Dec 1970 to Aug 1972

United States Navy, Holy Loch, Scotland

**EDUCATIONAL
BACKGROUND**

- ◆ B.A. in Physical Education, Asbury College
- ◆ M.S. in Parks & Recreation Administration, Indiana University
- ◆ M.A. in Human Relations, University of Oklahoma

**PROFESSIONAL
TRAINING**

- ◆ Certified Instructor for the National Institute of Wills & Bequests
- ◆ Big 10 Fund Raising Institute
- ◆ Association of Healthcare Philanthropy National Conference attendee 2005, 2006, and 2007
- ◆ Association of Governing Boards – Foundation Leadership Forum attendee 2008, 2010, 2011 - presenter 2011 and 2013
- ◆ C.A.S.E. – Institutionally Related Foundation Conference Presenter 2013

ACTIVITIES

- ◆ Author of 12 professional journal articles
- ◆ Past President and Founder of the SC Piedmont Chapter, Association of Fund Raising Professionals
- ◆ Seminar leader in fund raising for local, state, and national levels
- ◆ Christian College Coalition-Development Audit Team Leader
- ◆ Motivational and humorous speaker
- ◆ Author of *Speaking to Win!* a speaker's resource book
- ◆ Consultant and Trainer for the Oklahoma Center for Non Profit Management
- ◆ President of the Rotary Club of Clemson
- ◆ Chairman of the Board of Clemson Area Chamber of Commerce
- ◆ Rotary Paul Harris Fellow
- ◆ Rotary Leadership Development Trainer over 10 Districts