



Texas Association of Community College Foundations

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Polly Binns
Principal
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Polly Binns, CFRE, has been actively involved with community college planning and resource development for 24 years. Currently, Binns is principal with Binns Drennon, LLC, a consulting firm focusing on strategic planning, public/private partnership development, and fundraising for community colleges and nonprofits. She is also associated with McNellis Compression Planning®, a 7-step visual planning process used extensively in the community college and non-profit sector. In that capacity she assists in facilitation of Compression Planning Institutes, marketing, web content, and public relations.

Her career began at Cecil [Community] College in 1990 where over the course of 13 years she led the Foundation and College in all aspects of resource development. From 2003 to 2013, Polly served as Executive Director for the Council for Resource Development, the national association of community college resource development officers, representing over 1600 members across the country. Polly has extensive experience in strategic planning; project management; fundraising campaigns including annual fund, capital and employee campaigns; major gift/planned giving programs; grant development; alumni development; and public relations, marketing and freelance writing. Binns has taught at community colleges and in higher education doctoral programs since 1995. She has degrees in theater arts and writing, and holds certification as a Certified Fund Raising Executive (CFRE).