



TEXAS ASSOCIATION OF COMMUNITY COLLEGE FOUNDATIONS

2016 Annual Conference

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Cargill Associates, founded in 1976, is a full-service national fundraising consulting firm committed to tailoring carefully designed programs to meet the needs of each client. Services include: feasibility studies; pre- and post-campaign counseling; annual giving plans; capital campaign management and counseling; internal analysis; planned giving programs; and staff training. Our clients include community and technical colleges, private and state universities, primary and secondary schools, social service agencies, hospitals, cultural projects and churches.



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Break and Friday Breakfast sponsored by



Texas Pioneer Foundation

The Texas Pioneer Foundation is a private, independent foundation established in 2004. We support academic excellence by funding innovative educational programs that are sustainable, able to build capacity and have measurable results. Our mission is to provide financial support for programs that will improve the quality and results of education for all Texas students. We prefer to work in collaboration with other funding sources and often invest in organizations where our level of giving will have a substantial impact on the success of the project. Texas Pioneer Foundation provides grant funding to organizations located in Texas or whose programs benefit residents of Texas



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STEPHEN W. CARGILL, CFRE
CHIEF EXECUTIVE OFFICER

Having joined Cargill Associates shortly after the company was founded, Steve has more than 36 years' experience in pre-campaign planning, capital, comprehensive and major gifts campaigns, development audits, strategic planning and Board training. He developed the

Cargill Associates' Pre-Campaign Survey and has personally conducted over 350. He has provided counsel for private and public universities, major health care systems, social service agencies, museums, family and children services, youth organizations, churches and parishes.

Steve has served as the firm's Chief Executive Officer for 15 years and works with the staff to continue the Cargill Associates' tradition and reputation as a trusted industry leader with a national and international client base. Cumulative, Cargill Associates clients have raised over \$7 billion.

As a founding member of the Fort Worth chapter of the Association of Fundraising Professionals (AFP) Steve is a Certified Fund Raising Executive (CFRE), a member of the Council for Advancement and Support of Education (CASE), Council for Resource Development (CRD) and Association of Healthcare Philanthropy (AHP).



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PAUL BLEVINS, CFRE
SENIOR VICE PRESIDENT

Paul Blevins has served as a capital campaign management consultant for Cargill Associates since 1983. As senior vice president, Mr. Blevins has directed hundreds of successful capital campaigns raising over \$400,000,000 for Cargill Associates client partnerships, a fund-raising firm which specializes in assisting institutions, in planning and conducting successful major gifts, and comprehensive "friend raising" and fundraising campaigns both nationally and internationally.

Mr. Blevins has conducted numerous development program audits, and provided counsel for the annual fund and the development of boards. Mr. Blevins' other areas of expertise include identifying and enlisting of volunteers and prospects, writing and preparing public relations materials and foundation proposals, and working with other staff members to implement the total campaign initiatives. He has extensive experience in the field of planned giving and estate planning.

In addition to his 31 years experience with Cargill Associates, Mr. Blevins has served as chief advancement officer at several other major institutions, planning and implementing fully integrated and successful development programs.

Mr. Blevins has been a participant in numerous conferences on development and capital campaigns sponsored by the Council for Advancement and Support of Education (CASE), Council for Resource Development (CRD), and the Association of Fundraising Professionals (AFP). As a Certified Fund Raising Executive (CFRE) since 1983, and member of the local chapter of the Association of Fundraising Professionals, Mr. Blevins adheres to the professional and ethical standards established by them.

He earned a Bachelor's Degree from Emory and Henry College in Virginia and a Masters Degree in Education and Counseling from The University of Virginia.



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TOM STOGSDILL
VICE PRESIDENT

Tom Stogsdill holds a bachelor's degree from Oklahoma Baptist University. He earned a master's degree in music and a master's degree in religious education from Southwestern Baptist Theological Seminary in Fort Worth, Texas. He pursued his doctoral study at the University of Southern California in Los Angeles.

Tom directed the University of South Dakota's first comprehensive campaign, which had a \$60 million goal but boasted a \$134 million total. After one year, he was named Vice President for Development, leading all fundraising and development support programs for the Foundation.

Prior to his time at the University of South Dakota Foundation, Tom served as Executive Director of Development for Mississippi State University; Vice President and Campaign Director for Elon University in North Carolina; and Vice President for Development at Wingate College also in North Carolina. As senior consultant for Church Stewardship Ministries and with Cargill Associates, he directed more than 65 capital campaigns.

Tom is a member of the Association of Fundraising Professionals (AFP) and the Council for the Advancement and Support of Education (CASE).