ANGELA SEAWORTH, Ph.D., MBA, ACFRE

Texas A&M University
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EDUCATION

Indiana University, Ph.D.: Philanthropic Studies with minor in Leadership — June 2016
Dissertation: *Limited Leadership: An Examination of Houston Nonprofit Board Diversity and Whether Selection Processes and Executive Director Perceptions of Governance Models Affect Composition*

Indiana University School of Public and Environmental Affairs , — December 2005
Graduate Certificate in Nonprofit Management

University of Chicago Booth School of Business, MBA: Marketing and Strategy — June 2000

Denison University, Bachelor of Arts: Communication and Psychology — May 1994

PROFESSIONAL EXPERIENCE

Texas A&M University, Bush School of Government and Public Service — May 2020 – present

Director of Philanthropic Initiatives and Capacity Building, Center for Nonprofits and Philanthropy. Extend the Center's mission by growing its education, research, and community outreach activity, with a specific focus on philanthropic initiatives and capacity building. Lead the marketing team to stimulate enrollment in nonprofit courses and raise awareness of the faculty's and Center's work through social media engagement and traditional marketing. Submit proposals for capacity building and research projects, and support the Center's development efforts. Develop strategy and tools to support department operations, such as enrollment tracking and standard operating procedures. Teach professional development and graduate courses, and serve as faculty adviser to the Association of Fundraising Professionals Collegiate Chapter. Supervised 1.25 graduate interns during summer 2020.

Seaworth Nonprofit Solutions — June 2009 – present

President and Consultant. Consulting with specialization in strategic nonprofit management, governance and fundraising to various nonprofit organizations including organizational assessments, strategic planning, governance assessment and training, capacity building, public speaking and training, fundraising assessments, in-house development operations, and campaign feasibility studies.
Client sampling: T.L.L. Temple Foundation, Episcopal Health Foundation, Greater Houston Community Foundation, The George Foundation, Frees Foundation, Humble ISD Foundation, New Caney ISD Foundation, Lake Houston Area Chamber of Commerce, Alpha Chi Omega Fraternity, Houston Graduate School of Theology, Catholic Diocese of Austin, St. Vincent de Paul Catholic School, St. Thomas High School, Duchesne Academy, St. Vincent's House, Toy and Doll Museum, and Christ Clinic.

- T.L.L. Temple Foundation Nonprofit Executive Institute – 2020-present
- The George Foundation Excellence in Nonprofit Leadership Institute – 2018-present

Paradisus Dei February 2018 – April 2020

Vice President of Development. Established foundation for a development office and managed a $5.2 million campaign for this national Catholic organization. Conducted development assessment and identified fundraising strategies that fit within the organization's culture that focused on sustainability. Solicitations included direct mail, electronic campaign, peer-to-peer, in-person, and foundation proposals. Recruited and supervised intern and volunteers for fundraising.

- Raised $2,762,115 for operations, including highest gala net and gross in organization's history
- Secured 73% of campaign goal in 9 months, in addition increasing donor retention rate
- Wrote three new fundraising appeal scripts, changing language to create culture of philanthropy and increase transparency of how funds are used, plus a script for recurring donor appeal
- Increased Fall Appeal from $436,188 to $836,552 in two years, and surpassed 10,000 annual gifts
- Achieved 132% of annual fundraising goal, which was the most successful appeal in the organization's history, increased number of donors to 9,431 (an increase of 5% over previous fiscal year), and increased number of recurring donors by 130
- In first year, increased average annual gift by $12 and average parish program gift by $328
- Redesigned giving levels to allow donors to move up the giving ladder. In first year, 56 more donors gave at $1,000 level, 87 more gave at the $500 level, and 993 more gave at the $100 level
- Worked with national campaign committee to successfully host campaign events in Houston, TX; Calgary, Canada; Naperville, IL; Columbus, OH; Baton Rouge, LA, Harrisburg and Philadelphia, PA for cultivation and solicitation, while managing multiple $100k and $250k local campaigns
- Moved from in-house SQL database with extremely limited data to implementing DonorPerfect as database and began setting up automated stewardship steps, Smart Actions, and dashboards
- Created and implemented a stewardship chart and a pledge tracking system
- Designed governance recommendations for the CEO
- Created the organization's first 2 annual reports and content for electronic newsletters
- Developed build out for development office through 2022, including department organization charts and wrote job descriptions for 7 positions

Laura and John Arnold Foundation March 2017 – October 2017

Director of Grants Management. Collaborated with the Legal Counsel and Chief Financial Officer to efficiently manage the grantmaking processes of the foundation. Managed a team of five grants managers and a grants budget manager. Responsible for all knowledge management efforts, which included reporting for the board and seven initiative areas, plus sharing best grants management practices.

- Led implementation of a new grants management system foundationConnect that is built on SalesForce, including project management, vendor negotiation, management of data integrity, system administration, and identifying best use cases for each initiative area
- Trained staff and had 86% adoption rate within one month of the launch
- Oversaw execution of weekly grant agreements and amendments, including 158 new grants totaling $182,135,183
- Wrote and designed technical instruction guides for grantees and staff, and co-created standard operating procedures for the Grants Management Team
- Created more than 150 reports to analyze and manage team and foundation data
- Engaged teams to create and implement a standard reporting template across the foundation
- Initiated and recruited a foundation-wide task force (DataForce) to help make decisions regarding product use and process changes that would occur as the system was implemented
- Supervised summer intern to upload five years of historic data and prepare data for system rollout

Strake Jesuit College Preparatory May 2016 – March 2017

Vice President of Development. Led all institutional advancement efforts for the school, the foundation, and the Strake Jesuit Art Museum, including fundraising, communication, marketing, data operations,

special events and alumni relations, and managed a staff of 9 employees. Conducted department assessment and implemented results. Provided leadership support for strategic planning, governance, and data analysis, and onboarded the new President.

- Raised $7.1 million during my tenure, with 63% of gifts being renewed, increased or new
- Raised $4.1 million in the first six months of the fiscal year, with more than 430 increased gifts and a 17% donor recovery rate
- Conducted a series of listening sessions, supplemented by electronic surveys for alumni and parents that I created and analyzed for the President to learn from the community and to collect data to inform strategic planning
- Led President through visioning and planning exercises utilizing a logic model for the school
- Trained annual fund director to design a donor-centric annual fund plan for fiscal year 2017, to develop a stewardship plan for the school, and implemented Faculty/Staff fund redesign that lead to the highest Faculty/Staff giving rate in the school's history
- Increased alumni outreach, resulting in increased participation at nearly 85% of alumni events
- Reorganized positions to align with functions staff members were performing, revised job descriptions and created an additional front-line staff person without adding an FTE
- Led marketing and communication efforts regarding magazine redesign, analysis for new website, launched an Internal Marketing Committee, and wrote job description to add an Associate Director of Communications
- Designed the school-wide summer administrators retreat and wrote President's strategy speech for this leadership session
- Identified fundraising software was being used at 20% of its capacity and used consulting and staff training to increase usage to near 80% of capacity. Digitized office files by implementing PaperSave

Rice University, Susanne M. Glasscock School of Continuing Studies November 2009 – April 2016

Director, Center for Philanthropy and Nonprofit Leadership. Inaugural director for the development of a new academic center offering continuing studies courses, noncredit certificate programs and creating Master's-level programs. Responsible for strategic planning, management, fundraising, curriculum, recruiting and training 62 adjunct instructors, program evaluation, center personnel, student recruitment and admissions, budget forecasting, external relations and marketing. Served on the Glasscock School Senior Leadership Team and participated in the School's strategic planning process.

- Developed strategic vision for the Center based on customized market analysis, benchmarking studies, and constituency survey
- Recruited a national strategic visioning task force of Houston philanthropists, senior-level business professionals and higher education leaders to provide guidance and input into the vision for the Center and its vision and mission statements
- Developed 5-year business plan and pro forma
- Crafted a development plan and strategic marketing plan to advance the Center, which expanded the Center's geographic footprint from Houston to 39 states and 5 countries
- Increased enrollment by 123% in three years, and have more than 4,100 enrollments to-date
- Secured partnerships with 3 national professional organizations (AFP, APRA, AASP) to promote new operations certificate and the Development & Finance Symposium
- Revised 4 existing nonprofit courses resulting in student evaluation overall satisfaction score improvement of 1.3 points higher on a 5-point scale
- Wrote a proposal for a Professional Master of Arts degree in Nonprofit Leadership
- Added 23 continuing education courses in fundraising and nonprofit leadership in 24 months, strategically broadening the scope of courses in nonprofit management
- Designed and launched a new website in 2010, redesign in 2012, and developed social media plan with support from the Glasscock School marketing staff

- Secured funding for and launched two noncredit certificate programs: Nonprofit Finance Certificate and Fundraising Operations Certificate
- Operated highest gross margin program of 7 departments in the School for FY13 and FY14

Marts & Lundy, Inc. June 2007 – November 2009

Analyst. Conducted custom benchmarking studies for universities and schools regarding funds raised, staffing, budgeting and advancement best practices, using qualitative and quantitative methods. Provided Capacity Analysis for clients to forecast annual and capital fundraising potential given specified staffing conditions. Developed online surveys for client feasibility studies (public and private universities and independent school) and firm research. Team Leader for the *M&L Minute* quarterly survey and publication, and served on the Research and Development team.

The Fund Raising School, Indianapolis, IN September 2006 – May 2007

Doctoral Assistantship. Worked on the Greater Los Angeles Leadership Initiative, sponsored by the Annenberg Foundation, as part of Indiana University's Center on Philanthropy's multi-year project with University of Southern California to research and develop long-term training programs for nonprofit board chairs and executive directors to improve governance effectiveness. Developed surveys to identify progress participants were making throughout the training program and personally contacted participants to provide support for their execution of the governance materials introduced. Reported to the chief investigators and project funder.

Lumina Foundation for Education, Indianapolis, IN September 2005 – May 2006

Doctoral Intern. Developed strategies for knowledge management, grant coding and tracking in support of the Research and Program team. Researched higher education initiatives focused on higher education leadership, access, and adult learning.

Houston Christian High School, Houston, TX January 2002 – July 2005

Director of Advancement. Initiated and managed all institutional advancement efforts for HCHS including alumni relations, communications, fundraising, and marketing. Served on campus Leadership Team, consisting of senior administrators and principal to advise Head of School on all campus matters from facilities, financial issues and strategic direction of the school. Supervised three professionals and over 110 volunteers. Built advancement office from one-person shop, expanding into segmented personal solicitation, major gifts, alumni relations and planned giving. Raised more than $11 million.

- Secured $4 million gift and over $1.7 million in six-figure gifts during fiscal years 2002-04
- Fully funded a chapel, a pavilion, a library renovation and a student parking lot from 2002-04
- Increased annual fund giving by $112,000 in first year and increased parent participation by 26%
- Introduced planned giving society marketing materials; established and funded three endowments
- Created capital naming opportunities and represented donors with architects on building projects
- Developed integrated communications and marketing plan for the school including branding efforts and admissions materials; produced admissions viewbook and storyboard; redesigned and expanded newsletter
- Launched alumni relations program including reunion, giving societies, class agents, Homecoming Weekend, college mentors and internships. Increased alumni volunteer participation by 8%
- Achieved 100% participation in Faculty/Staff annual campaign and increased Board participation by 70%

University of Houston, Houston, TX August 2000 – November 2001

Director, Annual Giving. Responsible for annual giving strategy, execution and analysis for the University of Houston System. Advised development officers and Deans for 17 colleges to increase annual giving participation and gifts through Telefund, direct mail, e-mail solicitations, payroll deduction

and Electronic Funds Transfer. Supervised three professional staff and 40 part-time employees. Budget of approximately $300,000.

- Role as Director included service on the following: University Advancement Executive Team, Development Executive Staff, Senior Management Team, and Major Gifts meetings
- Increased UH main campus Central Annual Fund by 24% to $420,415 while increasing participation by 1%
- Initiated and designed business plans for Faculty/Staff, Parents, and Corporate Annual Fund Campaigns
- Developed integrated marketing campaign for Learning Leading Fund using new logo, alumni organization boards, college and alumni magazines
- Worked closely with University Advancement Services to design accurate reporting for gifts and analysis
- Increased President's Club membership, recognition society for $2,000+ gifts, from 411 to 624 members

University of Chicago, Chicago IL February 1998 – June 2000

Associate Director, Participation. Designed annual campaign strategic plans for 8 University colleges and divisions, yielding $8 million annually. Managed direct mail operations for the Central Annual Fund and automated phone campaigns for the University, generating annual revenue of $3.2 million. Supervised two professional staff members, and recruited, trained and supervised two student supervisors and calling staff of 25 students.

- Raised $1.32 million, achieving 110% of fundraising goal and a 15% increase over FY 1999
- Restructured calling strategy and Telefund operations leading to increased calling capacity and fundraising progress for all clients. Surpassed fiscal year 1999 pledge totals for 100% of clients
- Initiated new sales training for callers, resulting in increased number of Telefund pledges by 7%
- Wrote new scripts increasing initial ask structures, led to $47 higher average gift
- Invested in data research for the first time in five years, gained 980 pledges and $47,470 paid gifts
- Designed and implemented tiered stewardship program to increase retention and fulfillment, pledge fulfillment increased by 4% at mid-year

Assistant Director, Graduate School of Business Annual Fund. Responsible for coordination of phone campaigns including manual, scripting, budgeting, segmentation, pledge entry, reminders, and analysis.

- Led volunteer recruitment, strategy and management of recent graduate, class agent, and alumni volunteer programs – increased number of volunteers by 22 and volunteer giving by $32,000
- Coordinated matching and stock gift programs and wrote pledge reminders for all Annual Fund donors – increased pledge fulfillment by 10% to 75%
- Personalized stewardship and acknowledgement letters from Dean to $1,000 plus donors
- Tracked campaign goals and naming opportunities for $15 million Gleacher matching challenge

Third Round Application Reader, Graduate School of Business Admissions. Evaluated student applications and made recommendations for admission. Served for one year.

State Farm Insurance Companies, Newark, OH October 1994 – January 1998

Public Affairs Specialist II. Ohio Region Community Relations, Education and Safety Specialist. Provided Public Affairs training and orientation to agents and employees. Planned events for community programs and represented State Farm on community boards of directors and at nonprofit fundraisers.

- Organized company philanthropic events. Coordinated volunteer recruitment and training for all programs such as Make a Difference Day (1995-1997), Walk America (1996-98), and Operation Feed (1996-98)
- Managed seven Adopt-A-School committees across Ohio, started new programs at five schools

- Promoted and distributed company curriculum kits and safety education programs throughout the region via national conferences, direct contact with school districts and emergency management organizations
- Planned special events, media conferences, and press releases regarding company programs
- Coordinated Speaker's Bureau events, assigned speakers, and trained company representatives

Loaned Executive. Served as the State Farm Insurance representative to the United Way of Licking County (August - December 1997) to raise funds for the annual campaign. Conducted solicitation through presentations, personal visits, letter writing campaign, and telephone.

- Only division to exceed goal for 1997 campaign – increased donations by 100%
- First Loaned Executive to surpass professional division goal in five years
- Solicited personal gifts up to $10,000

TEACHING EXPERIENCE

Texas A&M University, College Station, TX — June 2018 – present

Lecturer, The Bush School of Government & Public Service

- PSAA 644, Section 700 Management and Leadership of Nonprofit Organizations - Taught a required graduate course as part of the Certificate in Nonprofit Management.
    - Course asynchronous format - Fall 2021
    - Course asynchronous format - Fall 2020
    - Course asynchronous format - Summer 2020
    - Course asynchronous format - Fall 2019
    - Course asynchronous format - Summer 2019
    - Course asynchronous format - Summer 2018
- PSAA 636, Grant and Project Management for the Public and Nonprofit Sectors - Taught a graduate, elective course.
    - Course in-residence format - Spring 2021
    - Course in-residence format - Spring 2020
- PSAA 643, Section 700 Foundations of the Nonprofit Sector - Teaching a required graduate course as part of the Certificate in Nonprofit Management. Redesigned course Spring 2021.
    - Course asynchronous format - Spring 2021
    - Course asynchronous format - Spring 2020
- PSAA 633, Section 700 Philanthropy: Fundraising in Nonprofit Organizations - Taught an elective graduate course as part of the Certificate in Nonprofit Management.
    - Course asynchronous format - Spring 2019
    - Course asynchronous format - Fall 2018

Center for Nonprofits and Philanthropy, Professional and Continuing Education

- Nonprofit Board Governance for Executives –Teaching October 2021
- Nonprofit Board Governance for Executives –Taught March 2021
- Nonprofit Board Governance for Executives – Developed the 3-week asynchronous course as a Subject Matter Expert, and taught it October 2020.

University of Notre Dame, Notre Dame, IN — January 2018 – present

Adjunct Assistant Professor & Core Faculty Member, Mendoza College of Business.

- Taught graduate-level required Fund Development course MNA 70764 in the Master of Nonprofit Administration program to 33 students (Spring 2020).
- Taught graduate-level required Fund Development course MNA 70764 in the Master of Nonprofit Administration program (Spring 2019).
- Designed syllabus and taught graduate-level Fund Development course MNA 70764 in the Master of Nonprofit Administration program to 30 students (Spring 2018).

University of California Irvine, Irvine, CA May 2018 – present

Lecturer, Division of Continuing Studies

- Teaching course titled Nonprofit Strategy SOCECOL_X448.5 for the Nonprofit Management Certificate program in the Division of Continuing Education (May 2021).
- Taught course titled Nonprofit Strategy SOCECOL_X448.5 for the Nonprofit Management Certificate program in the Division of Continuing Education (May 2020).
- Taught course titled Nonprofit Strategy SOCECOL_X448.5 for the Nonprofit Management Certificate program in the Division of Continuing Education (May 2019).
- Designed syllabus for new course titled Nonprofit Strategy SOCECOL_X448.5 for the Nonprofit Management Certificate program in the Division of Continuing Education and taught course May 2018).

Rice University, Houston, TX November 2009 – April 2016

Instructor, Glasscock School of Continuing Studies.

Designed course curriculum and served as lead instructor and session instructors for continuing studies courses in the Center for Philanthropy & Nonprofit Leadership.

- "*Limited Leadership: An Analysis of Board Diversity in Houston*" Best Boards Conference hosted by Rice University Center for Philanthropy & Nonprofit Leadership on March 10, 2016.
- "*Board Chair Imperatives*" Rice University Center for Philanthropy and Nonprofit Leadership on December 5, 2014.
- *"Development & Finance Symposium"* Host and moderator at Rice University Center for Philanthropy and Nonprofit Leadership May 13-14, 2014.
- *"Talent Philanthropy Panel"* Host and moderator at Rice University Center for Philanthropy and Nonprofit Leadership Donor Education luncheon April 29, 2014.
- "*Board Chair Imperatives*" Rice University Center for Philanthropy and Nonprofit Leadership on December 4, 2013.
- *"Development & Finance Symposium"* Host and moderator at Rice University Center for Philanthropy and Nonprofit Leadership June 11-12, 2013.
- "*Comprehensive Fund Development Certificate*" Mentor at Rice University Center for Philanthropy and Nonprofit Leadership February to May, 2013.
- "*Board Chair Imperatives*" Rice University Center for Philanthropy and Nonprofit Leadership on May 2, 2013.
- "*Art of Fundraising II – Culture of Ethics in Philanthropy"* Rice University Center for Philanthropy and Nonprofit Leadership on March 6, 2013.
- "*Board Chair Imperatives*" Rice University Center for Philanthropy and Nonprofit Leadership on October 19, 2012.
- *"Who Says? Ratings, Rankings, and Other Nonprofit Measurement Rigors"* Best Boards 11th Annual Conference hosted by Rice University Center for Philanthropy & Nonprofit Leadership on March 1, 2012.
- "*Board Chair Imperatives*" Rice University Center for Philanthropy and Nonprofit Leadership on October 19, 2011.
- "*Board Chair Imperatives*" Rice University Center for Philanthropy and Nonprofit Leadership on April 6, 2011.

- "*Introduction to the Nonprofit Sector*" Art of Fundraising I: The Fundamentals at Rice University Center for Philanthropy and Nonprofit Leadership on January 10, 2011.
- "*Board Chair Imperatives*" Rice University Center for Philanthropy and Nonprofit Leadership on October 20, 2010.
- "*Effective Nonprofit Leadership*" Leadership Institute for Nonprofit Executives at Rice University Center for Philanthropy and Nonprofit Leadership on October 1-2, 2010.
- "*Introduction to the Nonprofit Sector*" Art of Fundraising I: The Fundamentals at Rice University Center for Philanthropy and Nonprofit Leadership on September 13, 2010.

Guest Lecturer, Jesse H. Jones Graduate School of Business.

- "*Understanding the Nonprofit Sector*" Rice University Jones School of Business
  - Executive MBA Capstone Course January 24, 2015
  - Professional MBA Capstone Course on January 24, 2015
  - Executive MBA Capstone Course January 25, 2014
  - Professional MBA Capstone Course on January 25, 2014
  - Executive MBA Capstone Course January 26, 2013
  - Professional MBA Capstone Course on January 19, 2013
  - Executive MBA Capstone Course on January 21, 2012
  - Executive MBA Capstone Course on January 22, 2011
  - MBA Capstone Course on January 15, 2011
- "*Understanding Philanthropy to Strengthen Your School*" Rice University Jones School of Business Education Entrepreneurship Program – REEP Summer Institute on July 18, 2012.
- "*Fundamentals of Nonprofit Board/Staff Relationships*" Rice University Jones School Board Fellows Training on January 22, 2011.
- "*Board Basics: Perceptions, Research and Aspirations*" Rice University Jones School Board Fellows Training on January 16, 2010.

Indiana University, Bloomington, IN January 2006 – May 2006

Adjunct Instructor, School of Public and Environmental Affairs. Designed syllabus and taught V473 Management, Leadership, and Policy undergraduate capstone course for 34 students.

Muskingum Area Technical College, Zanesville, OH March 1996 - September 1997

Part-time Instructor. Taught six courses over six quarters at a two-year technical college, which has changed its name to Zane State College. Class sizes up to 27 students. Developed lesson plans and prepared lectures for six hours of instruction per week. Administered and graded tests and assignments; completed grade reports each quarter. Participated in professional development courses about addressing student issues.

- COMM 260 - Speech Communications. (3 credit hours)
- ENGL 130 – Essentials of Written English. (3 credit hours)

PRESENTATIONS

"Captivating Prospective Donors with Mission & Impact" lead capacity building training for the Alliance of Community Assistance Ministries based in Houston, TX on September 21, 2021.

"Board Facilitation – GISD Education Foundation in the Future" facilitated Board Retreat, strategy discussion, and training at Galveston ISD Education Foundation on September 9, 2021.

"Trends in Philanthropy" luncheon speaker at AFP Greater Dallas Chapter, Dallas, TX on August 27, 2021.

"Board Strategy" facilitated Board Retreat, strategic planning discussion, and training at College Station ISD Education Foundation on April 2021.

"Strategic Board Leadership: Prepare Your Board for Life after COVID" Co-presented with Dr. Will Brown at webinar presentation for Bush School Center for Nonprofits & Philanthropy at Texas A&M University on February 4, 2021.

"Built for Texas: The Impact and Opportunity of the Nonprofit Sector" panelist at Angelina College's annual Nonprofit Leadership Conference on January 29, 2021.

"Effective Fundraising: Moving Forward Despite a Pandemic" keynote speaker at Angelina College's annual Nonprofit Leadership Conference on January 29, 2021.

"Giving and Volunteering: The Power of Collective Action" guest lecturer at University of Notre Dame Mendoza College of Business Residential Nonprofit Master of Nonprofit Administration on November 19, 2020.

"The Power of the Nonprofit Board to Move Racial Equity Forward" co-presenter at Women of Color (WOC) Symposium Allies Track on November 17, 2020.

"Donors are Giving, so How do We Keep Them?" moderated and secured speakers for webinar presentation for Bush School Center for Nonprofits & Philanthropy at Texas A&M University on November 12, 2020.

"Cultivating Latinx Giving" moderated and secured speakers for webinar presentation for Bush School Center for Nonprofits & Philanthropy at Texas A&M University on Oct 1, 2020.

"Engineering Your Nonprofit Career" Texas A&M Association of Fundraising Professionals Collegiate Chapter on September 14, 2020.

"Fundraising: What We Can Expect Going Forward, and How to Succeed Despite the Pandemic" Texas Health and Human Services Health and Specialty Care System Annual Training for 23 Community Relations Nonprofits on September 10, 2020.

"How to get your Board Involved in Fundraising" Leadership in Public Service Program at the Center for Nonprofits and Philanthropy, Bush School of Government & Public Service, Texas A&M University on August 4, 2020.

"Fundraising Strategies During COVID-19" Leadership in Public Service Program at the Center for Nonprofits and Philanthropy, Bush School of Government & Public Service, Texas A&M University on August 3, 2020.

"Fundraising Strategies Going Forward" webinar presentation for Bush School Center for Nonprofits & Philanthropy at Texas A&M University on May 7, 2020.

"COVID Finance and HR Policies, and Management Implications" webinar presentation for Bush School Center for Nonprofits & Philanthropy at Texas A&M University on April 16, 2020.

"CARES Act & Islamic Schools" Panelist for financial options and CARES emergency funding for the Islamic School League of America and the Lilly Family School of Philanthropy's Center for Muslim Philanthropy Center on Muslim Philanthropy webinar April 8, 2020.

"Leadership in Uncertain Times" Panelist for fundraising expertise for the Conference of Major Superiors of Men webinar on April 8, 2020.

"Fundraising in the Muslim Community: Navigating Challenges Presented by Coronavirus" Panelist for 200 attendees at Lilly Family School of Philanthropy's Center for Muslim Philanthropy webinar on March 28, 2020.

"Strong Governance for Strong Schools: Making the Most of Your School Board Partnership" Archdiocese of Galveston Houston Catholic Schools Development Networking Group. Presented to Development Officers and Principals at the Chancery on February 4, 2020.

"Making the Ask for Major Gifts" Leadership in Public Service Program at the Center for Nonprofits and Philanthropy, Bush School of Government & Public Service, Texas A&M University on June 12, 2019.

"How to Get Your Board Involved in Fundraising" Leadership in Public Service Program at the Center for Nonprofits and Philanthropy, Bush School of Government & Public Service, Texas A&M University on June 12, 2019.

"Making the Ask for Major Gifts" Brazos Valley Initiative Training at the Center for Nonprofits and Philanthropy, Bush School of Government & Public Service, Texas A&M University on May 17, 2019.

"How to Get Your Board Involved in Fundraising" Brazos Valley Initiative Training at the Center for Nonprofits and Philanthropy, Bush School of Government & Public Service, Texas A&M University on May 17, 2019.

"Excellence in Nonprofit Leadership" Program sponsored by The George Foundation and hosted by The Fort Bend Chamber of Commerce to train nonprofit executives from September 2018 to May 2019. Designed curriculum for this 9-day program that covered the following topics: Excellence in Nonprofit Leadership, Governance and Leadership, Organizational Assessment, Human Capital, Strategic Planning, Fund Development, Nonprofit Finance and Best Practices in Nonprofit Leadership.

"Communication During the Giving Cycle: Finding, Cultivating, and Attracting Donors" workshop for the Arts Council of Brazos County, hosted by the Center for Nonprofits and Philanthropy at the Texas A&M Bush School of Government and Public Service on January 23, 2018.

"Great Boards are Not Accidental" at PowerTools for Nonprofits, hosted by CenterPoint Energy on November 15, 2017.

"Engineering Your Nonprofit Career" at PowerTools for Nonprofits, hosted by CenterPoint Energy on November 16, 2016.

"Techniques for Service Learning that Matters" at Rice University's College and Career Readiness Summit on December 8, 2015.

"Board Diversity in Houston: The Stats at Houston Grantmakers' Forum, hosted at the United Way of Greater Houston on December 2, 2015.

"Philanthropy Best Practices & Education to Strengthen Your School" at Houston Area Independent Schools (HAIS) Annual Conference on June 11, 2015.

"Using Philanthropy to Strengthen Your School" Distinguished Lecturer at the Texas Schools Public Relations Association annual conference in San Antonio, TX on February 24, 2015.

"Fundraising Professionals Are from Mars, Finance Professionals Are from Venus – Becoming Best Friends Forever" Lectured and moderated panel at the Abilia User Conference in Austin, TX on February 22, 2015.

"Using Philanthropy to Advance Your School" Keynote at Houston Area School Public Relations Association Holiday Luncheon on December 4, 2014.

"What's New in Houston Philanthropy" Panelist at the Greater Houston Grantmakers' Forum, Houston, Texas on December 3, 2014.

"Philanthropy Panel: Changing the Way We Think about Charity" Panelist at National Council of La Raza Regional Conference, Houston, Texas on September 26, 2014.

"Lessons on Successful Fundraising" Keynote at Goldman Sachs Institutional Client Roundtable, Houston, Texas on September 23, 2014.

"Strengthening School Culture through Stewardship" Archdiocese of Austin Best Practices Conference, Belton, Texas on September 10, 2014.

"Top Ten Reasons to Love Your Finance Office" Presented and moderated panel at the Austin Chapter Association of Fundraising Professionals Monthly Education Luncheon on July 10, 2014.

"Engineering Your Nonprofit Career" Ask the Experts Conference hosted by Greater Houston Chapter of Association on Fundraising Professionals on February 7, 2014.

"Demystifying the CFRE Exam" Ask the Experts Conference hosted by Greater Houston Chapter of Association on Fundraising Professionals on February 7, 2014.

"*Philanthropy for Now and Forever*" Keynote speaker at Archdiocese of Austin Foundation luncheon, Austin, Texas on November 6, 2013.

"*Building Capacity and Professionalism in the Houston Nonprofit Sector*" Something New for Lunch, Rice University President's Home, Houston, Texas on November 5, 2013.

"*Blending Passion & Analysis to Advance the Organizations You Support*" UBS Siegel Group's Luncheon, Houston, Texas on November 1, 2013.
"*Promote Philanthropy & Advance Your Schools*" Greater Houston Area Association of Education Foundations, Humble, Texas on October 18, 2013

"*Thoughtful Evaluation of Nonprofit Organizations*" Greater Houston Community Foundation Next Generation Group, Houston, Texas on September 18, 2013.

"Understanding Philanthropy to Advance Your School" Archdiocese of Austin Conference, Belton, TX on September 11, 2013.

"Mentoring for Nonprofit Professionals" Young Audiences National Leadership Conference, Houston, TX on August 7, 2013.

"Volunteer Management to Advance Your School" Humble Independent School District Mine the Gap Conference, Kingwood, TX on August 7, 2013.

"Engineering Your Nonprofit Career" Association of Fundraising Professionals International Conference, San Diego, CA on April 8, 2013.

"Demystifying the CFRE Exam" Ask the Experts Conference hosted by Greater Houston Chapter of Association on Fundraising Professionals on February 8, 2013.

"Engineering Your Nonprofit Career" Ask the Experts Conference hosted by Greater Houston Chapter of Association on Fundraising Professionals on February 8, 2013.

"*Partnership Panel*" Panelist at Association of Fundraising Professionals Leadership Academy in Houston, TX on October 19, 2012.

"*Volunteer Management to Advance Your School*" at Humble ISD Education Foundation Mine the Gap Symposium, Humble, TX on August 7, 2012.

"*Ethical Cases in Fundraising*" Roundtable Host at the Association of Fundraising Professionals Greater Houston Chapter Annual Ethics Workshop on July 31, 2012.

"*Understanding Best Practices and the Houston Nonprofit Sector*" Corporate and Foundation Officers Roundtable at the Better Business Bureau, July 10, 2012.

"*Increasing Your Organization's Sustainability Through Fundraising*" custom workshop for Alliance of Community Assistance Ministries, Inc. members on June 20, 2012.

"*Thoughtful Evaluation of Nonprofit Organizations*" Greater Houston Community Foundation Next Generation Group, Houston, Texas on May 15, 2012.

"Demystifying the CFRE Exam" webinar hosted by International Association of Donor Relations Professionals on March 20, 2012.

"Engineering Your Nonprofit Career" Ask the Experts Conference hosted by Greater Houston Chapter of Association on Fundraising Professionals on February 28, 2012.

"*Volunteer Involvement*" CFRE Review Course on February 27, 2012.

"How the Center for Philanthropy & Nonprofit Leadership Can Help You Achieve Your Mission" luncheon speaker for Association of Professional Researchers for Advancement Greater Houston Chapter, hosted at DePelchin Children's Center on February 24, 2012.

"*Status of the Houston Nonprofit Sector and the Center's Role in Supporting It*" Philanthropy & Houston, Downtown Club on January 31, 2012.

"Bridging the Divide: Contemplating the Foundation Staff/Board Relationships" Speaker and Panel Moderator at the Conference of Southwest Foundations 63rd Annual Meeting, Lake Tahoe, NV on October 20, 2011.

"*Strengthening Our Schools by Creating a Culture of Philanthropy*" Keynote Speaker and Corporate Giving Panel Moderator at Humble ISD Education Foundation Mine the Gap Symposium, Humble, TX on June 9, 2011.

"*Thoughtful Evaluation of Nonprofit Organizations*" Greater Houston Community Foundation Next Generation Group, Houston, Texas on May 16, 2011.

"*Emerging Trends in Nonprofit Education: The Role of the University*" University Professional & Continuing Education Association Annual Conference, Toronto, Canada on April 8, 2011.

"*Beyond Nursing: Women's International Relief Work in World War I*" Rice University Women's History Month, Houston, Texas on March 17, 2011.

"*Volunteer Involvement*" CFRE Review Course on February 19, 2011.

"Demystifying the CFRE Exam" Ask the Experts Conference hosted by Greater Houston Chapter of Association on Fundraising Professionals on February 17, 2011.

"*Understanding the Current State of the Nonprofit Sector*" University Rotary Club, Houston, Texas on January 26, 2011.

"*Strategic Governance for Membership Organizations*" Association of Fundraising Professionals Greater Houston Chapter Board Retreat on January 21, 2011.

"*Future of the Fundraising Profession*" Professional Panel for the Greater Houston Chapter Association of Fundraising Professionals 50th Anniversary Celebration educational luncheon on July 16, 2010.

"*Building and Sustaining Relationships*" CFRE Review Course on February 20, 2010.

"Demystifying the CFRE Exam" Ask the Experts Conference hosted by Greater Houston Chapter of Association on Fundraising Professionals on February 19, 2010.

"*Best Practices for Fundraising in the Current Economy*" Keynote address at U.S. Sailing Association National Sailing Programs Symposium on February 4, 2010.

"*Strategic Governance for Membership Organizations*" Association of Fundraising Professionals Greater Houston Chapter Board Retreat on January 25, 2010.

"*Trends in Fundraising*" Greater Houston Association of Education Foundation Executives lunch speaker on October 15, 2009.
"*Ethics in Philanthropy*" Rice University Development Staff Training Seminar on May 18, 2009.

"*Alpha Chi Omega: Feasibility Study and Projections*" presented feasibility study findings and analysis for a capital campaign to the Alpha Chi Omega Board of Directors on August 4, 2009.

"Demystifying the CFRE Exam" Ask the Experts Conference hosted by Greater Houston Chapter of Association on Fundraising Professionals on February 20, 2009.

"*Annual Giving Strategy, Direct Mail, Phone Solicitations and Donor Acquisition*" Art of Fundraising I: The Fundamentals at Rice University Glasscock School of Continuing Studies on October 20, 2008.

"*Challenges Women Face in Philanthropic Leadership*" Guest Speaker for Houston Women in Philanthropy Organization's Educational Session on August 13, 2008.

"*Bake Sales to Board Rooms: Women, Philanthropy and Change*" at the Marts and Lundy, Inc. Staff Summer Conference with Martha Keates on August 7, 2008.

"*The Vices of Altruism and Challenge Women Face in Philanthropy*" Guest Speaker for Houston Women in Philanthropy Organization's Educational Session on July 11, 2007.

"Demystifying the CFRE Exam" Ask the Experts Conference hosted by Greater Houston Chapter of Association on Fundraising Professionals on February 16, 2007.

"*Annual Appeals and Special Events*" Fundraising 101 Course at Rice University Glasscock School of Continuing Studies on May 17, 2006.

"Case Statements, Research, and Cultivation that Gets You to the Ask" American Humanics Program at the University of Houston on February 10, 2006.

"Annual Giving Matters: The Basics of Conducting Annual Appeals" Development for Catholic Schools Archdiocese of Galveston-Houston Board of Education Workshop on November 12, 2005.

"*Annual Appeals and Special Events*" Fundraising 101 Course at Rice University School of Continuing Studies on October 31, 2005.

"*Annual Appeals and Special Events*" Fundraising 101 Course at Rice University School of Continuing Studies on May 18, 2005.

"Career Development and Preparing for the CFRE" Ask the Experts Conference hosted by Greater Houston Chapter of Association on Fundraising Professionals on February 18, 2005.

"Case Statements, Research, and Cultivation that Gets You to the Ask" American Humanics Program at the University of Houston on February 11, 2005.

"Annual Giving Matters: The Basics of Conducting Annual Appeals" Development for Catholic Schools Diocese of Galveston-Houston Board of Education Workshop on October 23, 2004.

"Capital Campaigns – What to do Before You Start Building" Parkway Fellowship Christian Alliance Church on September 29, 2004.

"Annual Giving More Than Small Gifts…" University of Houston in November 2000.

PUBLICATIONS

Seaworth, Angela, Kristen Schlatre and John Zeitlow. Development and Finance: A House Divided? *Advancing Philanthropy*, page 62-63. Volume 21, Number 2, Spring 2014.

Seaworth, Angela D. On the Same Page. *Advancing Philanthropy*, page 41. Volume 20, Number 2, Spring 2013.

Seaworth, Angela D. Rice University: Building an Academic Center for Nonprofit Education. *Continuing Higher Education Review*, p. 75-182. Volume 76, 2012.

Seaworth, Angela D. Engineering Your Nonprofit Career. *Advancing Philanthropy*, p. 50-51. July/August Volume 19, Number 4, 2012.

Seaworth, Angela D. Giving to Education, *Giving USA 2009*, p. 95-111. *Giving USA*, a publication of Giving USA Foundation, researched and written by the Center on Philanthropy at Indiana University.

MEDIA APPEARANCES

Quoted in "Remote Learning Zooms Into Focus for Education and Career Advancement" *The Nonprofit Times* on October 2020.

Seaworth, Angela. "Lessons from the Ice Bucket Challenge" published on Glasscock School website, Rice University, August 26, 2014. https://glasscock.rice.edu/blog/lessons-ice-bucket-challenge

Quoted in "Tips for Effective Giving: Make Your Donation Count" Houston Gives. *Houston Chronicle* on March 27, 2016.

Interviewed for Bauer Business Focus by Andrew Schneider, aired on Houston Public Media KUHF on December 18, 2015.

Quoted in "How to be an Effective Nonprofit Board Member" by Melinda Tuan for the Goldman Sachs Philanthropy Fund, pp. 5, 8, December 2014.

Quoted in "Many lessons to be learned from the ice-bucket challenge, says Rice University expert" *Houston Chronicle* on September 15, 2014, https://www.chron.com/neighborhood/article/Many-lessons-to-be-learned-from-the-ice-bucket-9885689.php.

Interviewed for Ice Bucket Challenge by Miranda for Chinese Xinhua News Agency Houston bureau on September 2, 2014.

Appeared in "Ice Bucket Challenge: Where Are Your Funds Going?" by Maria Corrales, on Fox 26 News evening broadcast, http://www.myfoxhouston.com/story/26367902/ice-bucket-challenge-where-are-you-funds-going on August 26, 2014.

Quoted and governance questions published in "Turning Away Millions that Could Fund Mission" by Mark Hrywna and Patrick Sullivan in *The Nonprofit Times* on May 30, 2014.

Quoted in "Church Credit Cards: Picking a Card & Accepting Donations" by Odysseas Papadimitriou at http://www.cardhub.com/edu/church-credit-cards/ on September 18, 2013.

Quoted in "20 Years of the ACFRE – More Than a Medallion" by S. Sanae Tokumura in *Advancing Philanthropy*, p. 38-40. Volume 20, Number 2, Spring 2013.

Quoted in "Joining A Nonprofit Board: An Overview" by Melinda Tuan for the Goldman Sachs Philanthropy Fund, p. 8, March 2013.

Quoted in "The ACFRE – It Matters" by Linda Lysakowski in *Advancing Philanthropy*, p. 32-33. July/August Volume 19, Number 4, 2012.

Panelist "Philanthropy - The Art of Giving" Houston8 with Ernie Manouse, HoustonPBS, aired on December 23 and 28, 2011.

Quoted in The AFP Blog "Angela Earns her ACFRE… Are You Next?" http://theafpblog.blogspot.com/2011/05/angela-earns-her-acfre-are-you-next.html on May 23, 2011.

Quoted in "Houston looks for a generation of top givers" by Todd Ackerman in *Houston Chronicle* on April 4, 2010.

HONORS AND AWARDS

- **M. Anne Murphy Award for Professional Advancement**. Greater Houston Chapter of the Association of Fundraising Professionals, 2015
- **Nu Lambda Mu**. Indiana University, inducted 2012 inaugural class
- **Rice Leaders Cohort VI**. Rice University, 2012-2013
- **Doctoral Fellowship**. Indiana University Center on Philanthropy, 2005-06, 2006-2007
- **Graduate Fellow**. Indiana University Tobias Center for Leadership Excellence, 2005-06, 2006-2007
- **Preparing Future Faculty Scholar**, 2006
- **Who's Who Among American Universities and Colleges**, 1994
- **University of Chicago Business Fellow**. University of Chicago Graduate School of Business, 1993
- **J. Budd Long Journalism Scholarship**. Denison University, 1993
- **Omicron Delta Kappa**. Denison University, inducted 1993
- **Mortar Board**. Denison University, inducted 1993
- **Psi Chi**. Denison University, inducted 1993
- **University Scholarship**, Denison University, 1990-1994

SERVICE TO UNIVERSITIES AND SCHOLARLY FIELD

- **Texas A&M Bush School** – MPSA Admissions Committee January 2021 – present; YNPN Virtual Admissions Fair January 31, 2021; Search Committee for City and Government Faculty position August 2021 – present.
- **Nonprofit Management & Leadership Journal** – Reviewer 2020 – to present
- **Texas A&M Bush School Office of Extended Education** – Reviewed capstone papers for the Foundation of Philanthropy courses to ensure they demonstrate achievement of learning objectives, Fall 2019.
- **University of California, Irvine** – Advisory Committee Member for the Nonprofit Management Program in the Division of Continuing Education June 2019-present
- **Association for Research on Nonprofit Organizations and Voluntary Action** – Committee to select Best Paper 2016

- **Rice University** – Voices for Rice Centennial Campaign Staff Committee 2011-2014; Signed letter to Rice community about philanthropy in 2014

ASSOCIATION MEMBERSHIPS AND SERVICE

- **Association of Fundraising Professionals International –** ACFRE International Credentialing Board 2015-2019, ACFRE Marketing Committee 2012-2014; Fundraising Effectiveness Project and Growth in Giving Board Member – served on methodology and communications team 2020 to present
- **Women of Color in Fundraising and Philanthropy** – Radiant Leadership Institute Planning Committee and speaker, September 2020 – present
- **OneStar Foundation Academic Affinity Group** – Member 2014 to 2016
- **Aspen Leadership Group CDO Career Network Leadership Council** – Member 2013-present
- **Association for Research on Nonprofit Organizations and Voluntary Action** – Member 2006, 2014–present; Committee to select Best Paper 2016
- **Association of Fundraising Professionals Greater Houston Chapter –** Board Member, Youth in Philanthropy Task Force, and National Philanthropy Day Judge 2011, VP of Professional Advancement and Executive Committee Board Member 2010, Chair CFRE Strategic Goal Committee 2009 – 2010, Chair Member Involvement Committee 2004, Membership Committee 2002-2005, Senior Advancement Group, Member 2000 – present
- **CFRE International** – Subject Matter Expert Corps and wrote CFRE Exam Questions 2004-2006 term
- **International Leadership Association** – Member 2006 – 2008; 2012
- **Association of Fundraising Professionals Indiana Chapter** – Member 2005-2007; Indiana Fundraising Day Scholarship Recipient 2005
- **Council for Advancement and Support of Education** – Member 1998-2005; 2016-2017

COMMUNITY INVOLVEMENT

- **St. Vincent DePaul Catholic School** – School Board Member June 2019-present; School Board President 2020-2021
- **Learning to Give** – National Board of Directors Member 2015-present
- **St. Anne Catholic Community Grants Outreach Committee** – Member 2014 to 2020
- **Power Tools Conference for Nonprofits** – 20th Anniversary Advisory Board 2013-2018
- **University of Houston Nonprofit Leadership Alliance (formerly American Humanics)** – Leadership Circle Advisory Committee 2012-present
- **Saint Anne Catholic School Foundation** – Development Committee 2012 to 2013, Annual Giving Committee 2012-2013
- **Indiana University Center on Philanthropy** – 25th Anniversary Symposium Planning Committee 2012
- **GenerationOn a Points of Light Institute** – National Content Advisory Committee for *Learning to Give* curriculum 2012-present; National Conference for Volunteering and Service Education Track presentation reviewer 2012-2013
- **Houston Wilderness** – Advisory Board Member 2012-2016; Board Affairs Committee Advisory Representative 2012-2016

- **Humble ISD Education Foundation** – Volunteer 2008-2016; Advisory Board Member 2011-2016
- **Alpha Chi Omega Foundation** – Trustee for National Foundation Board 2006-2010, Board Development Committee 2006-2007, Marketing Committee 2008-2009; Nominating Committee 2009-2010; Task Force on Giving Levels 2009-2010
- **Fall Creek Social Events Committee** – Volunteer 2008-2012
- **Indiana Achievement Awards** – Prejudge 2009
- **Indiana University Center on Philanthropy Alumni Association** – Executive Committee, Student Representative 2005-2006
- **DePelchin Children's Center** – Young Friends of DePelchin member 2004-2006
- **United Way of the Texas Gulf Coast** – Young Leaders Member 2003-2007
- **Pro Bono Work –** Houston Zoo, Duchesne Academy, St. Anne's School, St. Vincent DePaul School, First Baptist Academy
- **Denison University** – Alumni Recruiting Team 2000-present, 10th Reunion Fundraising Committee, 15th Reunion Fundraising Committee
- **Alpha Chi Omega** - Central Ohio Panhellenic, Secretary 1995-96; Executive Board Member and Rush Advisor for Loyola University Chicago chapter 1998; Chicago Alumni Club Panhellenic Representative 1998-1999; Executive Board Member and Fraternity Relations Advisor for UH chapter 2000; Fraternity Relations Advisor for HBU Chapter 2002; National Financial Resources Task Force 2006; National Nominating Committee Alternate 2014-2016; Legislative Chair for 2018 National Convention
- **Boy Scouts of America Licking District Board of Directors** - 1996-1998 Public Relations District Committee Chair 1996-1998. Public Relations Committee 1995-1996. Golf Outing Committee Member 1996-1997
- **Heart of Ohio Girl Scout Council Board of Directors** – Board Member 1997-1998
- **Licking County Safety Coalition** - Board member 1996-1998

PROFESSIONAL CERTIFICATIONS

- **Advanced Certified Fund Raising Executive** (ACFRE), 2011 from AFP International
- **Certified Fund Raising Executive** (CFRE), 2002-2011 from CFRE International
- **Associate in Research & Planning** (ARP), 1997 from Insurance Institute of America
- **Certified Toastmaster** (CTM), 1997 from Toastmasters International

SPECIAL TRAINING

Media and Disaster Training, Training for Trainers, Speech Writing, Speaker's Bureau Training
Fundraising Software: Raiser's Edge, DonorPerfect, Top Giver Professional, Campus Call, ADDS, SunGard Advance, SalesForce and foundationConnect
Learning Management Systems: Canvas, Sakai, eCampus (Blackboard)