



EST. 1870

WE SUSTAIN LIFE

Fundraising for Academic Leaders



FSLI



THE OHIO STATE UNIVERSITY

COLLEGE OF FOOD, AGRICULTURAL,
AND ENVIRONMENTAL SCIENCES



Academic Comprehensive Fundraising Campaigns

- How did we begin?
- What would we do differently?
- Time and Change: The Ohio State Campaign
- CFAES Success



THE OHIO STATE UNIVERSITY

Navigating the University

- Developing Goals
- Alignment
- Expecting and Anticipating Change
- Silos

Keys to Success

- Clear Roles and Responsibilities
- Consistency
- Building trust
- Develop future leaders
- Clear lines of communication



Donors

- A vital part of the equation
- How do we truly understand their motivations?
- How do you create a partnership model?

CFAES

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Thank you – Q&A

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