



EXPERIENCE

Lynn Weill Consulting, LLC

2014 – Present

Principal/Owner

- Conducting Development Audit for Runnels School to assess fundraising readiness and help them plan for future, 2015 and ongoing
- Conducted training session entitled *Fund Development: Training the Board to be Fundraisers* for Louisiana Association of Nonprofit Organizations as part of its Community Leaders program, 2015
- Conducted Fundraising Feasibility Study for Baton Rouge International School Foundation, 2014-2015
- Developed and implemented Plan of Action to reenergize Baton Rouge High School Foundation's Capital Campaign, which included conducting a volunteer assessment and volunteer training, as well as providing ongoing campaign counsel, 2014 and ongoing

Woman's Hospital

2008 – 2013

Vice President/Chief Development Officer

- Oversaw the development of a comprehensive volunteer-led fundraising program, raising over \$7 million in 5 ½ years, that included an annual giving campaign, grants program, direct mail program, employee giving campaign, Woman's Victory Open/Pink on the Plaza, third party special events benefitting Woman's, Founders and Friends, etc.
- Established an annual giving campaign in 2010 that raised \$526,000 in 2013
- Established an employee giving campaign for Woman's in 2009 that raised \$93,000 in 2013
- Led a successful new campus gifts initiative, *Transforming Healthcare for Women and Babies*, raising approximately \$3 million for the new campus
- Oversaw the design and development of the donor recognition wall displays for the new campus
- Responsible for the Volunteer Services Department, which included the Auxiliary
- Established strong, enduring relationships with donors and volunteers

Mary Bird Perkins Cancer Center

1998 – 2007

Vice President for Development and Chief Development Officer

- Oversaw the development of a comprehensive volunteer-led fundraising program with an emphasis on major and planned gifts, raising over \$15 million and growing the endowment to over \$2.7 million
- Established an annual giving campaign which now raises \$1 million per year

- Led a successful capital campaign, raising \$2.2 million
- Launched a planned giving program and developed the MBPCC Foundation's infra-structure to grow the MBPCC Foundation's endowment
- Established a fundraising program in the parishes served by MBPCC
- Responsible for marketing/public relations (1998-2005 when a separate division was established)
- Championed and oversaw first full-time Volunteer Services program (2005-2007)
- Established strong, enduring relationships with donors and volunteers

Capital Area United Way

1996 – 1998

Vice President of Leadership/Major Gifts

- Responsible for Leadership/Major Gifts Division (gifts of \$1,000+); Alexis de Tocqueville Society (\$10,000+) grew from 24 members in 1996 to 45 members in 1997
- Initiated Planned Giving Program which included *Strategies* Newsletter and CAUW/Baton Rouge Area Foundation Endowment Partnership
- Staffed Alexis de Tocqueville Society Cabinet and Leadership Giving Cabinets
- Developed and oversaw leadership recognition programs/events

General Health System

1990 – 1996

Team Leader of Guest Services; Acute Care Division (1995 – 1996)

Responsible for the following departments on the campuses of the Baton Rouge General Medical Center (BRGMC) and the Baton Rouge General Health Center: Volunteer Services, Communications, Guest Services, Gift Shop/Gift Tree, BRGMC Auxiliary, and General Health System Mail Center

- Administered 13 cost centers and budgets totaling over \$2.0 million
- Managed over 350 volunteers and staff with five (5) direct report managers
- Staffed BRGMC Auxiliary and its fundraising activities, totaling over \$120,000 in 1996

Director of Guest Services; BRGMC (1995 – 1995)

Responsible for the following departments at BRGMC: Volunteer Services, Communications, Guest Services, Gift Shop, BRGMC Auxiliary, and General Health System Mail Center

- Administered 9 cost centers and budgets totaling over \$1.0 million
- Managed over 350 volunteers and staff with four (4) direct report managers
- Staffed BRGMC Auxiliary and its fundraising activities, totaling over \$100,000 in 1995

Director of Volunteer Services, Communications, and Mail Center; BRGMC (1994 – 1995)

Responsible for the following departments at BRGMC: Volunteer Services, Gift Shop, Communications, Clerical Services, BRGMC Auxiliary, and General Health System Mail Center

- Administered 8 cost centers and budgets totaling just under \$1.0 million
- Managed over 300 volunteers and staff with four (4) direct report managers
- Initiated and lead the system-wide Quality team that established the General Health System's Mail Center to centralize and process all mail for the GHS (over 2 million pieces/year)
- Staffed the BRGMC Auxiliary and its fundraising projects which raised \$90,760 in 1994

Director of Volunteer Services, Communications, and Clerical Services; BRGMC (1992 – 1994)

Responsible for the following departments at BRGMC: Volunteer Services, Communications, Clerical Services, Gift Shop, and BRGMC Auxiliary

- Managed 15 additional employees in the two new departments which included the following new responsibilities: processing all switchboard calls for BRGMC, processing all mail for BRGMC and several General Health, Inc. entities (approximately 950,000 pieces of mail/year), typing, transcribing, and copying services for all departments within the BRGMC
- Staffed BRGMC Auxiliary and its fundraising projects which raised \$87,800 in 1993

Director of Volunteer Services, BRGMC (1990 – 1992)

Responsible for the Volunteer Services Department of BRGMC, including recruiting, placing/hiring, training, supervising, evaluating, and recognizing of volunteers and staff

- Initiated recruitment program which increased number of volunteers from 135 in 1990 to 300 in 1992
- Created Summer Youth Volunteer Program (50 teens)
- Redesigned the BRGMC Gift Shop and installed an Inventory Control System in the Shop
- Computerized the Volunteer Services Department
- Staffed BRGMC Auxiliary and its fundraising projects which raised \$61,500 in 1991 and \$65,500 in 1992
- Initiated new fundraising projects for the BRGMC Auxiliary

Handworks Knit Shop

1982 – 1984

Founding Partner and Co-Owner

Specialized in custom designs and sale of fashion yarns for knitting

Jewish Federation of Greater Baton Rouge

1981 – 1982

Executive Director

Responsible for raising funds within the Baton Rouge Jewish community to support local, regional, national, and international organizations, projects, and causes through a volunteer board

- Coordinated all fundraising activities, budget process, fund allocations, program development, and planning

- Hired, trained, and supervised office staff
- Staffed volunteer board and all committees
- Supported annual fundraising campaign which raised over \$314,000 from a Jewish community of approximately 400 families

Ethyl Corporation (Albemarle) 1976

Program Analyst

Exxon Corporation 1970 – 1973 & 1977

Systems Analyst & Consultant

- Designed and programmed business applications using COBOL and Mark IV for IBM mainframe
- Wrote user's manual and trained users for each program written

East Baton Rouge Parish School Board 1970

Math Teacher, Glen Oaks High School

EDUCATION

Louisiana State University 1966 – 1970

B.S. in Education, Major in Math/Minor in English

3.63 GPA (Possible 4.0)

Dean's List all semesters; Mortar Board; Who's Who at LSU (1970)

COMMUNITY & PROFESSIONAL

Assn. for Fundraising Professionals, Baton Rouge Chapter 1998 – Present

President (2006), President-Elect (2005), Vice President for Membership (2004)

Planned Giving Council of Greater Baton Rouge 2004 – Present

President-Elect/Membership (2005 – 2006), Leave a Legacy Vice President (2002 – 2004)

The Rotary Club of Baton Rouge 1997 – Present

Board of Directors (2007 – 2009)

Capital Area Network 2000 – Present

Treasurer (2003)

YWCA ENCOREplus

2002 – 2007

Advisory Committee (2002-2007)

Congregation B'nai Israel

1970 – Present

Board of Trustees (1980 – 1982; 2007 – 2009; 2014 – Present); Co-Chair of 140th Anniversary Year Celebration (1997 – 1999); Sisterhood President (1980 – 1982); First Vice President of Sisterhood (1978 – 1980); Second Vice President of Sisterhood (1974 – 1975); Advisor to Temple Youth Group (1985 – 1993); Advisor to Junior Youth Group (1983 – 1985); Fundraising Auction Chair (1993); Conclave Advisor (1985, 1989, 1993)

Jewish Federation of Greater Baton Rouge

1970 – Present

Co-Chair of Women's Division (1990 – 1991); Board Member (1980 – 1982, 1990 – 1991); Leadership Development Committee Chair (1974 – 1975)

Greater Baton Rouge Leadership Alumni

1994 – Present

Board of Directors (2002 – 2007)

B'nai B'rith Women

1973 – 1985

President (1975 – 1976); Fundraising Vice President (1974 – 1975)

Louisiana Appleseed Foundation

2000 – 2003

Board of Directors (2000 – 2003)

Baton Rouge Crisis Intervention Center

1994 – 1996

Board of Directors (1994 – 1996); Executive Board Member (1994 – 1995); Treasurer (1995 – 1996)

East Baton Rouge Parish Housing Authority

1994 – 2001

Commissioner (1994 – 2001); Second Vice Chair (1997 – 2001)

Chamber of Commerce Leadership Class

1993 – 1994

Inter-Civic Council of Baton Rouge

1990 – 1991

Baton Rouge Bar Auxiliary

1972 - Present

HONORS

Outstanding Professional Fundraiser of the Year	2008
Baton Rouge Business Report's Influential Women in Business Award	2005
SME Marketer of the Year Award	2003
Baton Rouge High School Alumni Association Hall of Fame	1999
Recipient of Congregation B'nai Israel President's Award	1999