



**William H. Miller, CFRE, Chief Executive Officer
Kean University Foundation**



Bill is passionate about working with nonprofit organizations and he has extensive experience and success in fund development. He has assisted regional, national, and international organizations with major gift initiatives, annual giving programs, planning and feasibility studies, development audits and philanthropic capability assessments, endowment programs, board training and development, corporate and foundation relations, prospect research, and campaign management.

During his career, he has been involved with fundraising projects that have raised more than \$1,000,000,000.

Since his appointment as the Chief Executive Officer of the Kean University Foundation, Bill has led a restructuring effort that has resulted in record-breaking results. In fiscal year 2019, the Foundation had its best year since 2010 in terms of dollars raised. In fiscal year 2020, the Foundation witnessed its best year ever.

Before starting with the Kean University Foundation, Bill served as the Regional Chief Development Officer for the American Red Cross. In that role, he was responsible for fund development activities to sustain and expand programs and services in the state of New Jersey, which secured over \$36,000,000 in philanthropic contributions over the course of a fiscal year and remains the best period of fundraising on record for the region.

Prior to joining the Red Cross, Bill served as the Chief Development Officer for the Catholic Charities of the Archdiocese of New York. In this capacity, he provided leadership for the full range of advancement activities, with an emphasis on individual major and planned gifts as well as board support for a \$100,000,000 Centennial Campaign. He also oversaw ongoing efforts in special events, corporate and foundation grants, e-philanthropy, and direct response.

Bill also has more than thirteen years of experience working as a resident consultant with a number of clients in different nonprofit sectors. From 2012 to 2014, he served as the Executive Director (starting and building a campaign office, constructing a centralized database of over 240,000 records, and eventually overseeing a team of twenty-one) for the Catholic Diocese of Pittsburgh's \$125,000,000 capital and endowment campaign, which has received more than

Outstanding Professional Fundraiser The Robert J. Smythe Award



\$233,000,000 in philanthropic commitments and was, at the time, the most successful Catholic fundraising initiative on record. During his tenure as a consultant, Bill also managed an international campaign for a nonprofit organization based in Paris, France. This particular campaign, which was conducted in both the United States and Europe, solicited gifts in various currencies and involved the management and training of volunteers on two continents.

Bill regularly presents at industry conferences, authors articles for nonprofit and professional publications, has been cited by others in the field, and serves as a guest speaker on radio segments as well as podcasts. He has taught a class on fund development at Duquesne University and started an internship program with Carnegie-Mellon University students interested in philanthropy and nonprofit management.

In 2016, Bill was named a 40 under 40 rising star in the New York nonprofit community. In 2018, he was recognized as a 40 under 40 by NJBIZ. Just this year, Bill was featured in the Wall Street Journal for receiving a Lifetime Achievement Award due to his dedication to public service. In addition, he was recently included in Business Leaders & Professionals Top 100 Registry and is being featured in Top Industry Professionals magazine. In December, he will be recognized as the Top CEO of the Year of 2021 by the International Association of Top Professionals (IAOTP).

In addition to earning a bachelor's degree in education at Randolph-Macon College, he has completed numerous management, development, and grant-writing educational programs. Bill is one of only 8,000+ fundraising professionals to have earned the designation of Certified Fund Raising Executive. He also is on track to earn his Certification in Planned Giving from Crescendo's Gift College.

Bill lives with his daughter in Rahway, NJ.