

Graham Honaker

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Summary

- Demonstrated achiever with history of closing major and planned gifts
 - Led recent efforts to name business school at Butler with \$25M gift, representing largest in school history and followed up with a \$5M gift to create the Old National Bank Center for Closely Held Business
 - Major Gift officer during University of Louisville’s 1 billion dollar “Charting Our Course” Campaign, the Campaign for Hinkle Fieldhouse which netted more than \$20 million dollars, and most recently manager for a \$50M campaign for a new building for the Lacy School of Business at Butler University
 - Skilled at learning new concepts quickly, working well under pressure, and communicating ideas clearly and effectively.
 - Extensive experience working with Advance Database Management System
 - Skilled public speaker with 15 years of experience in the Toastmasters International Program and 2010 finalist in World Championship of Public Speaking
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Education

Masters of Business Administration <i>University of Louisville, Louisville, KY</i>	2012
Masters of Science, Kinesiology <i>Indiana University, Bloomington, IN</i> Concentration in Athletic Administration	1999
Bachelor of Arts, Psychology <i>Wake Forest University, Winston-Salem, NC</i>	1997

Career History & Accomplishments

Executive Director of Principal Gifts, Butler University

January 2018 - Present

- Work closely with the University President, VP of Advancement, and other administrative leaders to build and sustain relationships that lead to transformational gifts to the university
- Plan, organize, and direct large-scale fundraising campaigns which include multiple components.
- Responsible for portfolio management and achieving measurable targets for each fiscal year associated with donor relations.
- Oversee all strategies directed towards principal and planned gift activities for the university including prospect and donor identification, cultivation, solicitation, and stewardship securing significant philanthropic gifts for the university.
- Design strategies to ensure that major gifts to the university have the potential to move up the pipeline to the principal gifts level.
- Oversee concurrent administration of multiple principal gifts.

Senior Development Officer, Butler University

2013-2018

- Currently leading \$50M Lacy School of Business building campaign, responsible for managing Dean of Lacy School of Business, volunteers, and guiding team of seven in fundraising efforts.
- Led effort on \$25 million dollar gift to name Butler's business school in April 2016, the largest gift in school history
- Solicited and managed strategy for \$5M gift in May, 2017 to endow Old National Bank Center for Closely Held Business
- Played integral role in Campaign for Hinkle Fieldhouse which resulted in more than \$20 million raised, exceeding \$16 million goal
- Responsible for 144 personal visits to donors per year with a goal of 12 funded major gift proposals per year
- Consistently have exceeded metrics for fundraising dollars, visits, proposals submitted, and proposals funded in each year at Butler
- Responsible for regional development in the Northeast
- Assist Planned Giving Director in identification, cultivation, solicitation, and stewardship of planned giving prospects/donors.
- Work closely with Deans and Board of Advisors on philanthropic strategy plans

Director of Major Gifts, University of Louisville**2012-2013**

- Responsible for managing successful University of Louisville College of Business Capital Campaign
- Secured 33 major gifts (25K +) in three years
- Managed portfolio of prospects rated at \$1 million and above
- Responsible for raising \$2 million annually for University of Louisville College of Business
- Led efforts to create R. Charles Moyer Endowed Scholarship resulting in \$1 million for MBA scholarship fund
- Responsible for 200 personal visits to donors per year with a goal 40 written proposals
- Worked with the Dean of the College of Business and VP of Advancement on strategic plans for capital campaign
- Responsible for regional development in Florida and Chicago, Illinois
- Responsible for working with Board of Advisors and National Alumni Council for cultivation, solicitation, and stewardship purposes

Director of Development, University of Louisville***2010-2012***

- Responsible for raising gifts at \$1k and above
- Responsible for 200 personal visits to donors per year with a goal 40 written proposals
- Worked with the Dean of the College of Business and VP of Advancement on strategic plans for capital campaign
- Responsible for regional development in Florida and Chicago, Illinois
- Responsible for working with Board of Advisors and National Alumni Council for cultivation, solicitation, and stewardship purposes

Legislative Aide, Louisville Metro Council***2004-2010***

- Managed constituent concerns, issues, and questions for more than 26,000 constituents
 - Research District 11 and legislative matters including new arena, smoking ban, Ohio River Bridges project, dangerous dog ordinance, ethics reform, and other legislation
 - Manage annual \$30,000 office budget and monitoring \$175,000 in annual neighborhood Development Funds and capital infrastructure funds
 - Manage public relations for Councilman Kevin Kramer including writing and editing newsletters, e- newsletter (more than 200 written and sent), website, speech writing, and brochures
 - Extensive work with the Louisville Metro Police Department including crime prevention, building block watches, and coordinating crime-related information with the LMPD
 - Active work with building area business associations and local chambers of commerce in the area of economic development
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Memberships & Affiliations

- Toastmasters International
- Downtown Indianapolis Kiwanis Club
- CASE
- Named as one of Louisville “Connectors” by Leadership Louisville
- Named to 2007 40 Under 40 list of top community leaders by Louisville Business First magazine
- 2010 Finalist – World Championship of Public Speaking
- 2013 Toastmasters Midwest District 11 Humorous Public Speaking Champion
- 2009 Toastmasters Midwest District 11 Humorous Public Speaking Champion
- Board service for Milan Museum, 100 Black Men of Indianapolis, and Indiana Basketball Hall of Fame