

Frank Randall Holmes

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PROFESSIONAL EXPERIENCE

- 2003-Present **VICE PRESIDENT FOR UNIVERSITY ADVANCEMENT**
Sam Houston State University, Huntsville, TX
Report to President. Responsibilities: \$3.5 million budget, 46 full-time staff, in five departments (development, marketing & communications, alumni relations, advancement services, and museum).
- Secured largest gift commitment in university history – \$25 million (10/11)
 - Completed university's first campaign with \$61.2 million in commitments (8/10)
 - Established Sam Houston University Foundation, Inc. (6/12)
 - Growth and development 2002-2013
 - Increased gift income by 405%
 - Expanded donor base by 441%
 - Increased donor participation from 4% to 11%
 - Increased faculty & staff giving participation from 24% to 80%
 - Increased alumni dues paying membership increased by 619%
 - Expanded alumni programs and events from 20 to 300 annually
 - Grew database from 43,000 to 127,000 valid addresses
- 2000-2002 **ASSISTANT HEADMASTER FOR ADVANCEMENT**
Christ School, Arden, NC
Reported to Headmaster. Responsibilities: 9 full-time staff in development, marketing and communications, alumni and parent relations, admissions, and records.
- Set three consecutive records for unrestricted annual giving (\$515,496 in 2002)
 - Orchestrated strategic planning process involving 160 alumni, parents, and friends
 - Prepared for \$15 million campaign that raised more than \$20 million
 - Achieved all-time record enrollment two consecutive years
- 1995-1999 **ASSOCIATE VICE PRESIDENT FOR ADVANCEMENT/ALUMNI**
The University of Memphis
Reported to Vice President for Advancement. Responsibilities: 11 full-time staff, annual giving, alumni membership, alumni records, alumni meetings and events, and recognition programs.
- Increased annual fund donor participation more than 30%
 - Increased Alumni Association assets from \$30,000 to more than \$700,000
 - Planned and implemented community day that attracted 5,000 to campus
 - Planned and implemented new alumni membership dues program
- 1984-1995 **EXECUTIVE VICE PRESIDENT (various titles prior to 1991)**
University of Houston Alumni Organization – 501 (c)(3) (Now UH Alumni Association)
Reported to Board of Directors. Responsibilities: 10 full-time and 3 part-time staff, liaison to UH president, strategic planning, asset management membership, fund-raising gala, alumni programs, publications, records, and recognition programs.
- Developed comprehensive program, holding 350 meetings and events annually
 - Increased membership from 1,600 to more than 16,000, with 76% renewal rate
 - Expanded constituent-based support organizations from 3 to 23
 - Established fund-raising gala that grew from \$21,000 to \$180,000 in net revenues
 - Secured lead gift commitment of \$2 million for construction of new alumni center

- 1982-1984 GENERAL MANAGER
Gray-Walker, Inc., Houston, Texas
Reported to Owner/President. Responsibilities: 9 full-time employees, management of office and warehouse, inside and outside sales, shipping, inventory, payables, and customer relations.
- 1980-1982 DIRECTOR OF ANNUAL PROGRAMS (1980-81)
INTERIM EXECUTIVE DIRECTOR OF DEVELOPMENT (1981-82)
University of Houston
Reported to Associate Chancellor. Responsibilities: 3 full-time and 1 part-time staff (not including coordination of college development officers' annual giving programs).
- 1980 DIRECTOR OF DEVELOPMENT
Millsaps College, Jackson, Mississippi
Reported to Vice President for Advancement. Responsibilities: implementing a new planned giving program and supporting capital campaign.
- 1976-1980 EXECUTIVE DIRECTOR
Texas A&I Alumni Association – 501(c)(3), (now Texas A&M-Kingsville)
Reported to Board of Directors. Responsibilities: 4 full-time and 2 part-time staff, Association's liaison with A&I president, planning, budgeting, annual giving, clubs, merchandising, major events, and recognition programs.
- 1975-1976 ASSISTANT DIRECTOR OF ALUMNI AFFAIRS (1976)
COORDINATOR OF ALUMNI PROGRAMS (1975-76)
Memphis State University (now The University of Memphis)
Reported to Director of Alumni Affairs. Responsibilities: growth and development of club and constituent-based alumni programs, and support of major alumni events.

MEMBERSHIPS, ACTIVITIES, & HONORS

Huntsville-Walker Co. Chamber – Ex-officio Board (2004-Present), Board & Exec. Com. (2010-11)
Woodlands Area Chamber – Ex-officio Board (2012-14), Board & Vice President (2014-Present)
Greater Conroe/Lake Conroe Area Chamber Board – Ex-officio Board (2012-Present)
Woodlands Economic Development Partnership – Representative (2012-Present), Board (2013-Present)
Conroe Economic Development Council – Board Member (2014-Present)
SHSU Chapter of Golden Key International Honour Society – Honorary Member (2011)
Huntsville Leadership Institute Graduate (2004)
Trinity Episcopal Church, The Woodlands, TX, Lay Eucharistic Minister (2003-Present)
Sam Houston State University Alumni Association Life Member
Samuel Houston Society Member

PROFESSIONAL ACTIVITIES & MEMBERSHIPS

Sam Houston State University

- President's Cabinet (2003-Present)
- Budget Committee (2003-Present)
- Strategic Planning Committee (2004-Present)
- Chair of Vice President for Finance & Operations Advisory Search Committee (2014)
- Master Plan Executive Committee (2007-08 & 2012 update)
- Chair of Legislative Relations Planning Committee, Chair (2008 & 2009)
- Vice President for Finance & Operations Search Committee Member (2008 & 2010)
- Athletic Championship Committee (2009)
- Chair of President & Mrs. James F. Gaertner Retirement Celebration Committee (2010)
- Presidential Investiture Committee (2010-11)

Association of Fundraising professionals (AFP)

Council for Advancement & Support of Education (CASE)

- District IV Conference Executives Track Chair (2014)
- District IV Alumni Program Awards Judge (1996 & 1997)
- District IV Conference Track Chair for Alumni Administration (1991)

Christ School

- Strategic Planning Committee (2001-02)
- Headmaster's Administrative Team (2000-2002)
- Assistant Baseball Coach, Varsity & JV (2001), Varsity (2002)

The University of Memphis

- President's Administrative Council (1995-99)
- Enrollment Management Council (1996-99)
- Information Technology Policy and Planning Council (1996-99)
- University of Memphis Foundation Executive Director Search Committee (1998)

University of Houston

- President's Cabinet (1984-1991 as university employee)
- Athletic & Alumni Center project planning committee (1994)

Consultant to Alumni Association Chief-Paid Staff Officers and Boards of Directors

- University of North Texas Alumni Association (1999)
- University of Texas Arlington Alumni Association (1997)
- University of Texas San Antonio Alumni Association (1996)

Council of Alumni Association Executives Member (CAAE) (1989-95)

Alumni Professionals of Texas (formerly College Alumni Directors of Texas)

- Chair (1992-93)
- Member (1976-80 and 1984-94)

Texas A&I University

- University President Search Committee (1977)

Presenter or Panelist

- Sam Houston State University – numerous presentations (2003-present)
- Houston AFP Continuing Education Seminar – panelist (2013)
- Texas State University System Chief Development Officers Training – presenter (2008)
- Alpha Chi Scholastic Honorary Induction Banquet – speaker (2005 & 2007)
- Alumni Professionals of Texas Conference – presenter (1990, 1991, 1997, 2005, and 2013)
- American Association of State Colleges of Agriculture & Renewable Resources Conference – presenter (2003)
- CAAE Alumni Directors Summer Institute – panelist (1992, 1993, & 1994)
- CASE Alumni Administration Workshop – presenter (1994)
- CASE IV District Conference – presenter (1990-1995, & 1997), moderator (2013 & 2014)
- Featured in CASE *Currents* magazine article on alumni association dues

COLLEGE EDUCATION

BA Political Science, Cum Laude (1975), The University of Memphis

Student Government Association President, Pi Kappa Phi (social), Omicron Delta Kappa (leadership/scholarship honorary), Pi Sigma Alpha (Political Science honorary), Student Ambassador Board, and Who's Who in American Colleges and Universities.

MILITARY SERVICE

U.S. Coast Guard –Top Secret Security Clearance and Honorably Discharged

PERSONAL

Married – Dr. Maria Alexander Holmes (SHSU Honors College Assistant Director)

Two adult children