

## Wendell R. Jeffreys

### Professional Experience

**University of Texas at Tyler, Tyler, TX**

2015 - 2017

#### **Vice President for University Advancement**

UT Tyler is one of the fastest growing institutions in the renowned UT System and the state. Founded in 1971, the University is comprised of seven colleges on four campuses in east Texas and Houston with an enrollment of 10,000 students.

- Provided executive leadership advancing the mission of the University while managing and overseeing the Division of Advancement including Alumni Relations and Special Events. Responsible for university-wide external community relations and awareness, all fundraising initiatives and campaigns and oversight of the UT Tyler Foundation and the Development Boards. Responsible for the stewardship and effective governance of all donations and endowment funds valued at over \$75 million. Represented the university at the UT System overseeing endowments valued at \$37 billion. Served as member of President's Cabinet.
- Led comprehensive reorganization of Advancement implementing best practices to operate and effectively support the university.
- Organized and implemented \$20 million College of Business building campaign and \$15 million naming campaigns for the College of Nursing and the College of Arts and Sciences.
- Implemented building first database of 30,000 alumni.
- Created first annual scholarship events in each college for donors and student recipients.
- Led strategic effort prioritizing fundraising projects university wide.
- Led team overseeing the funding and building of a \$5 million new Alumni House.

**Colorado State University, Fort Collins, CO**

2014 - 2015

#### **Executive Director of Development**

CSU is one of the top land-grant research institutions in the nation. Founded in 1870, the university has had annual research expenditures of over \$300 million for the past eight years. The university has an enrollment of 32,000 students pursuing degrees in eight colleges with campuses in Fort Collins, Denver and Pueblo. CSU Extension has offices in 62 counties throughout the state and operates eight Agricultural Experiment Stations.

- Served on senior leadership team responsible for \$1 billion campaign.
- Worked with President on major funding initiatives to corporations and foundations.
- Directed all development and alumni affairs activities for the College of Business.
- Managed a 40 member CEO Advisory Board.
- Managed all budgets and performance evaluations for the department.
- Managed 150 major donor prospects across the U.S.

**Texas Tech University, Lubbock, TX**

1997 - 2014

#### **Senior Director of Development**

Founded in 1923, Texas Tech is one of the top research universities in the state with over 50,000 students enrolled at System campuses from Amarillo to El Paso.

- Served on senior leadership team organizing and completing two major capital campaigns raising \$2.1 billion and increasing the university's endowment from \$100 million to \$1.1 billion over 17 years.
- Led team implementing and completing \$1.6 billion Vision & Tradition campaign
- Led team implementing and completing \$520 million Horizon campaign.
- Personally raised \$165 million for two colleges.
- Raised over \$100 million for the Rawls College of Business.
- Organized and completed \$60 million new building campaign.
- Secured \$25 million naming gift for the Rawls College.

- Increased Rawls College endowment from \$5 million to \$80 million.
- Managed 250 volunteer committee members.
- Recruited and managed two Advisory Boards - 90 members.
- Secured \$30 million in research funding from TRIP to achieve Tier 1 ranking.
- Maintained 200 primary donor prospects, traveling over 100 days annually
- Directed development operations and staff of two Colleges comprised of 22 Academic Departments encompassing 600 faculty, 14,000 students and 80,000 alumni. Responsible for securing funding for research, scholarships, faculty and program support.
- Directed comprehensive advancement effort involving major gifts, annual and planned giving, corporate and foundation relations, special events, publications and communications.

**District Farm Credit Bank, Wichita, KS**

1990 - 1995

**Executive Director - Legislative Affairs**

Created by Congress in 1916, the Farm Credit System is a nationwide network of lending institutions providing over \$300 billion in loans, leases and related services to the agricultural industry, home owners and rural utilities. As the largest industry lender, Farm Credit provides over one-third of the credit needs to rural America.

- Represented the District Bank at the federal and state level on legislative and regulatory matters impacting 30 affiliated lending associations, 900 employees and directors and 60,000 borrowers in Colorado, Kansas, New Mexico and Oklahoma.
- Served as Executive Director of District Council reporting to Bank's Board of Directors.
- Managed the District's Political Action Committee (PAC), increasing contributions 1300% over 5 years.
- Served on national Farm Credit Board raising \$1.2 million for political candidates.
- Responsible for communications with 28 U.S. Congressional offices, 4 State Legislatures and 50 national trade associations.
- Worked extensively with both House and Senate Banking and Agriculture committees.
- Responsible for legislative tracking, analysis and strategies, supervised 4 state lobbyists.

**American Cyanamid, Wayne, NJ**

1988 - 1990

**Corporate Manager - Public Affairs**

One of the nation's top 100 manufacturing companies with over 100,000 employees worldwide offering industrial, and specialty chemicals, pharmaceuticals, surgical, cosmetics, home and agricultural products.

- Responsible for corporate communications in North America with state and federal government offices, media and public inquiry involving all products, research projects and facilities. Managed annual budget of \$6 million and a staff of 10 employees.
- Directed \$30 million customer response program in 10 Midwest states managing 200 sales and tech reps.
- Produced product marketing meetings working with ABC, CBS and NBC local affiliates in California.
- Worked as a registered lobbyist in 10 states managing environmental issues and legislation concerning ground water, food safety and product regulations.
- Served as contact person for regulatory information submitted to the FDA and EPA agencies.

**U.S. House of Representatives, Washington, DC**

1986 - 1987

**Legislative Staff**

Served as staff member responsible for legislative issues involving agriculture, housing, natural resources and economic development. Worked with the Appropriations, Agriculture and Banking committees. Responsible for working with county and state officials on projects involving federal appropriations funding.

- Worked on complex multi-billion dollar federally funded projects.
- Served as liaison to the Departments of Agriculture, Housing, Commerce and Veterans Affairs.
- Worked with constituents to resolve issues with Medicare and Medicaid health coverage.
- Represented the Congressman at city and state meetings of elected officials.
- Conducted comprehensive research on projects at the Library of Congress.

**Related Experience**

- Multi-Family Funds**, Dallas and Houston, TX 2013- Present  
**Partner**  
 Finance and acquire residential real estate properties with a focus on adding value through management, remodeling, security and amenity improvements for each complex and every tenant. Build communities focused on family and tenant relationships at every property while increasing shareholder value and capital returns for each investor. The partnership owns 30 properties with 6000 units leased in the Dallas and Houston metro areas.
- Jeffreys Ranch**, Bryan County, OK 1995 - 2011  
**Owner**  
 Purchased and built the ranch into a profitable commercial cattle operation (cow/calf) and raised registered quarter horses. The ranch consisted of acreage for grazing, commercial hay, pecan and timber production. In 2011, the land, livestock and equipment were sold ending 60 years of my family ranching in the state.
- Cypress Software Systems L.P.**, North Richland Hills, TX 1999 - 2011  
**Partner**  
 Partnership founded the company to develop and market software to automate loan applications and credit screening processes for consumer and small business lending. Customers included community and regional banks, finance companies and credit unions. Grew the company to 35 employees with customers in 39 states and the Caribbean. In 2011, the company was acquired by CRIF Lending Solutions.
- U.S. House of Representatives - Congressional Intern** 1985  
**National FFA Organization - National Vice President** 1982 - 1983  
*(Represented 500,000 member organization, traveled over 300 days speaking before audiences in 40 states and Japan.)*
- Oklahoma FFA Association - State President** 1981 - 1982  
**Oklahoma FFA Association - State Vice President** 1980 - 1981

**Professional Activities**

- National Farm Credit Council - Legislative Committee, Washington, D.C. 1990 - 1995  
 National Ag Chemical Association - Public Affairs Committee, Washington, D.C. 1988 - 1990  
 National Animal Health Institute - Public Affairs Committee, Alexandria, VA 1988 - 1990  
 Western Ag Chemical Association - Public Affairs Committee, Sacramento, CA 1988 - 1990

**Professional Training**

- AACSB - Major Gift Seminars - Washington, D.C., Atlanta, GA & Chicago, IL 1999, 2004, 2008  
 Congressional Quarterly - Congressional Strategies Course - Washington, D.C. 1993  
 Rowan & Blewitt - Media Training Seminar - Washington, D.C. 1988  
 Zig Ziglar Corporation - Born to Win Course - Dallas, TX 1983

**Education**

Oklahoma State University; Stillwater, Oklahoma  
 Bachelor of Science; Agricultural Economics 1986

References Available Upon Request