

J. Thomas Kimmel

J. Thomas Kimmel, Consulting Vice President, joined GG+A in 2014, bringing more than 30 years of chief development officer experience in higher education and the volunteer sector to the firm. Throughout his career, he has launched high-performing major and principal gift programs and built leadership annual giving programs that have led to rapid increases in gift revenue.

Previously, he served as Vice President for Development, Family and Alumni Relations at the Franklin W. Olin College of Engineering. Under his leadership, Olin led the nation in undergraduate alumni and parent participation rates. Over the past five years, the annual compound rate of growth in dollars received exceeded 37 percent.

Tom also served as Chief Development Officer for the Network for Teaching Entrepreneurship, where he led efforts to increase giving from \$7.7 million to \$14.3 million in three years. He created a prospect management and pipeline status system throughout the 11 US offices and also played a leadership role in opening four new regional offices and building their local boards. Previously, he served for 15 years as Vice President, Development and Alumni Relations at Babson College, where he developed a campaign plan and led a team of volunteers and staff in securing more than \$122 million during a five-year comprehensive campaign. He also increased the annual fund from \$800,000 to \$6.25 million and secured funding from successful entrepreneurs for Babson's entrepreneurship program, which is now ranked #1 in the United States at both the undergraduate and graduate levels.

Previously, Tom served as Senior Vice President for Development at Antioch University, where he led a successful \$50 million campaign, and as Director of Development and Alumni Relations at his undergraduate alma mater, the University of Wisconsin-Parkside.

Tom holds a bachelor's degree in psychology from the University of Wisconsin-Parkside and a master's degree in educational administration from the University of Wisconsin-Milwaukee.

At GG+A, he has directed the firm's engagement with INSEAD (France and Singapore); The Pennsylvania State University College of Engineering; University of Wisconsin-Parkside; Endicott College and Wageningen Universiteit en Researchcentrum (Netherlands). He has also worked with the GG+A teams on projects at University of North Carolina-Chapel Hill, Kingswood-Oxford School and The Pennsylvania State University College of Agriculture Sciences.