

Scott R. Lange



Scott Lange, Vice President, Analytics, offers over 37 years of leadership experience in development. His focus is on strategic planning, major gift fundraising, business intelligence, systems, and team building. His experience traverses higher education, healthcare, policy, international NGO's and technology sectors.

Scott's career spans all aspects of development: campaigns; major and planned gift solicitation; annual giving; e-philanthropy; operations; board and team development; budgeting and forecasting; project and prospect management; and coaching. He specializes in breaking down the complex results of analytics into pragmatic steps and effective tactical plans that advance an organization's mission.

Most recently, Scott held the position of Director of Philanthropy and Campaigns for the National Review Institute. Previously, he served as Vice President of Philanthropy Services with MedStar Health, where he played a key role in designing and executing a new grateful patient strategy, which led to a \$10 million growth in giving. While serving as the interim Chief Philanthropy Officer at MedStar Washington Hospital Center, the team was focused on major gifts, the financial objectives were met, and Scott secured a \$1.5 M gift. For nine years, Scott served as Senior Consultant at Marts & Lundy and Vice President of Sales at ES Solutions where he helped re-engineer the wealth screening product and helped to double sales. Previous to that experience he designed and marketed one of the nation's first prospect management systems, GiftedMemory. Earlier in his career, Scott served as Director of Development at the Case Western Reserve University School of Law, where he oversaw the successful execution of the School's campaign; Director of Major Gifts and Chief Development Officer for the Division of Medicine at the Cleveland Clinic Foundation, where he introduced the major gift and grateful patient program, and created the first board-level committee on major giving. He came to Cleveland from the University of Missouri–Columbia, where as Director of Development he solicited the gifts for the University's first two endowed chairs.

Scott started his career in higher education as an Admissions Representative at Blackburn College, and then moved into the role of Director of Alumni Relations. He subsequently went on to serve in an annual giving role at Muhlenberg College and then as director of development at Roanoke College.

The Council for Advancement and Support of Education (CASE) awarded Scott the Crystal Apple award for excellence in teaching. In addition to speaking at the CASE conferences on major and annual giving, he has presented at the Association for Healthcare Philanthropy (AHP), Association of Fundraising Professionals (AFP) and Association of Advancement Service Professionals (AASP) conferences.

Scott served as president of the Chagrin Falls Hockey Foundation, was a board member for The Samaritan Women, the Center for Ethics in Financial Education, and his church.

He received a Bachelor of Arts in Political Science from Gettysburg College.

Since joining GG+A, Scott Lange has provided counsel to the following institutions:

University of British Columbia

Hoag Hospital Foundation

University of Maryland Baltimore

University System of Maryland Foundation

Southern Methodist University

Virginia Polytechnic Institute and State University