

Richard Banks



Richard Banks, Consulting Vice President, brings to the firm nearly 30 years of senior management experience in advancement, with specialized expertise in strategic planning at the organizational level.

Rick's collaborative approach to strategic planning is grounded in an understanding of effective methods for partnerships among universities' executive and academic leadership. Through his distinguished career, he has developed an expansive knowledge of all disciplines of advancement services and operations, including process design, policy and procedures, and system decisions and implementation projects, as well as donor relations and events management. His background further includes resource planning, organizational design, financing approaches, and change management. His breadth of knowledge of business intelligence functions has led to expertise in developing robust reporting strategies and improved digital approaches for alumni engagement.

Rick retired in September 2016 from his position as the Associate Vice President, Alumni Affairs and Development Administration, for Cornell University. As a principle organizer and planner of strategic direction for Cornell for over 20 years, he was responsible for directing and executing administrative operations and strategic and campaign planning in support of the University's fundraising and alumni engagement programs, including the successful \$6.3 billion Cornell Now campaign. His role also included serving as the senior finance officer and senior administrative officer for the division, wherein he was responsible for managing human resources, advancement services, budget, planning, finance, information technologies, and business intelligence programs.

Rick previously served as Director of Alumni Affairs and Development Services and Deputy Director of University Development at Cornell. He also held the position of Director of Business Operations for Cornell's Division of Public Affairs. Prior to joining Alumni Affairs and Development, he worked for eleven years in the Cornell University Controller's Office, including serving as University Bursar.

Additionally, Rick was part of the team that provided design specifications to PeopleSoft for the development of the Contributor Relations product, and he was the Project Director for the implementation of Contributor Relations at Cornell from 2002 to 2003.

Rick's volunteer service includes serving as a member of the Cornell Class of 1972 Class Council and, since January 2012, as a board member for the Community Foundation of Tompkins County, New York. In August 2016, he was elected to the Board of Directors of the Beta Theta Pi Foundation.

During his tenure with GG+A, Richard Banks has provided counsel to Brown University and the University of Colorado.