

Michael J. Degenhart



Michael J. Degenhart, Consulting Vice President for Gift Planning, brings more than 15 years of professional experience in development and fundraising with higher education institutions.

Michael is currently serving as the Assistant Vice President of the Office of Gift Planning at The Pennsylvania State University (Penn State), where he is responsible for the development and implementation of university-wide planned giving efforts for Penn State's 24 campuses. Widely considered a leader in the field of higher education gift planning, Michael has the unique ability to articulate very technical gift planning techniques in simple, understandable terms for donors. At Penn State, Michael and his office are tasked with an overall combined gift planning goal of \$70 million annually. He is a key member of the senior management team that directed Penn State's recently completed \$2 billion comprehensive campaign.

Preceding this position, Michael served for three years as the Assistant Vice President of the Office of Gift Planning at Syracuse University. While at Syracuse, Michael provided strategic leadership to aid central major gift staff and encouraged the consistent use of "combination gifts" to increase an individual's giving potential. He was also responsible for reorganizing assignments, streamlining rating systems, and directing gift officers to efficiently and effectively identify, qualify, and solicit prospects.

Prior to this experience, Michael spent seven years as the Associate Director of the Office of Trust, Estates & Gift Planning at Cornell University. Michael also served as Director of Capital Programs at Hampden-Sydney College and Director of Development and Gift Planning at the Medical College of Ohio.

Before pursuing a career in higher education advancement, Michael served as Vice President in the Private Client Group with Robert W. Baird & Co.

Michael has been quoted in *Bloomberg Wealth Manager*, *The Chronicle of Philanthropy*, and the *Journal of Gift Planning*. He has authored articles that have appeared in many publications, including *Planned Giving Today* and the *Major Gift Report*.

Michael received his bachelor's degree in Economics from the University of Wisconsin, Madison, and holds a Master of Business Administration from the University of Rochester's Simon School of Business. He is an Accredited Estate Planner.

During his tenure with GG+A, Michael Degenhart has provided counsel to the following client institutions:

American Orthopaedic Association

University of Maryland

Carnegie Mellon University

The Ohio State University

University of Colorado

University of New Hampshire

Dartmouth College

Princeton University

University of Florida

University of Vermont Foundation