

## John Pepperdine

Principal at MPW Strategies



In a professional fundraising career spanning more than two decades, John Pepperdine has developed expertise in seven and six-figure donor solicitation and management. He has been instrumental in raising over \$150 million through campaigns and drives for universities and other organizations.

As special fundraising consultant for Metropolitan State University of Denver for the past two years, Pepperdine rebuilt the major, planned giving, communications and stewardship operation by introducing a relationship-focused donor management system. The updated system increased major gifts from \$1.8 million to \$6 million within a year. In 2017 he achieved a record-breaking fundraising year with \$7.3 million, up from \$3.2 million and more than double any year in the university's history.

Pepperdine also has extensive fundraising experience with other universities in Kansas and Colorado. He served as associate vice president, advancement operations, at the Colorado School of Mines from 2013 to 2015. He was associate vice president and vice chancellor of development at the University of Colorado Foundation and University from 2005 to 2013. From 2000 to 2003 he was development director at the William Allen White School of Journalism at the Kansas University Endowment Association.

Earlier in his career Pepperdine was a senior consultant with Hartsook Companies Inc. in Wichita; manager of government relations at the American Cancer Society in Topeka, and deputy finance director for Missouri Gov. Carnahan's Campaign Committee. In 1995 he served as a White House intern.

Pepperdine holds a bachelor's degree with a major in history and political science and a master's in public administration, both from the University of Kansas. He became a Certified Fund Raising Executive (CFRE) in 2005, and is completing the Certificate in Fundraising Operations from Rice University's Center for Philanthropy. He also has public speaking experience with advisory boards, campus professional development conferences, and other government, professional and charitable organizations.