



James "Jim" K. Looney
Senior Consultant

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Jim Looney brings more than 40 years of experience in non-profit development and management. In 2008, Jim began a relationship with CCS as a project consultant for several southern California clients. During his tenure with CCS, clients served include Pacific Oaks College and Children's School, Pacific Symphony, Pasadena City College, Pitzer College, Providence Health and Services Foundation/Valley Services Area, the Josephson Institute, the Claremont Institute, UC Irvine, and more. From 1998 – 2007, Jim served as Senior Vice President and Managing Director at Grenzebach, Glier & Associates, Inc. (GG&A). Jim's clients included:

- The American Red Cross of Greater Los Angeles
- Arizona State University
- University of California, Berkeley
- Bancroft Library
- University of California, Irvine
- University of California, Riverside
- University of California, Los Angeles
- Ocean Discovery Center
- University of California, San Francisco
- Children's Institute of Los Angeles
- Cincinnati Zoo and Botanical Garden
- Indiana University, Indianapolis
- Purdue University
- The International Museum of Women
- Iowa State University
- KCET
- Los Angeles Orthopaedic Hospital
- Loyola Marymount University
- Mount St. Mary's College
- NAACP Legal Defense and Education Fund
- Providence Saint Joseph Hospital Foundation
- Western University of Health Sciences

Prior to joining GG&A, Jim served as Vice President for Advancement at DePaul University, where he managed the Development, Alumni Relations, and University Relations departments. During his tenure at DePaul, Jim increased Board giving by 25% in his first year, restructured and staffed the Alumni Relations and University Relations departments, launched the conversion of a data system, and instituted three focused capital campaigns.

Before his position at DePaul University, Jim served as Vice President for External Relations/Secretary of the Board at Claremont Graduate University. There he managed development and public relations for the Consortium of the Claremont Colleges and for the only independent comprehensive graduate university in the United States. Under Jim's leadership, the University increased giving from \$5.8 million to \$11.1 million. He also reorganized the development staff to match the organizational structure of the institution; restructured the Board of Fellows (trustees), overseeing the addition of 19 Board members and increasing Board annual giving from \$220,000 to \$620,000 in four years; and planned and launched a \$50 million capital campaign.

Prior to his role at Claremont Graduate University, Jim was Vice President and Regional Manager for Donald A. Campbell & Company, a consulting firm specializing in not-for-profit organizations. As a western regional manager, he was responsible for client acquisition and services in the western United States. During his tenure, Jim managed campaigns that raised over \$100 million, and

managed the first ever \$50 million Campaign for Preeminence at Claremont Graduate University (which raised \$52.2 million and increased annual giving by 100%).