

Kim Glenn Associate

Kim Glenn has 8 years of fundraising experience, having worked in university development, community outreach, and private consulting. She specializes in the areas of development planning, prospect research, donor identification, board development, and proposal writing.

Kim came to moss+ross from private consulting where her work focused primarily on donor identification and market research. Her clients included The American Wartime Museum, a national museum slated to open in 2014, for which she identified 525 prospective donors as well as completed a survey of similar museums throughout the United States. The American Wartime Museum is currently in the silent phase of a \$50 million campaign.

Prior to consulting, Kim served in several development capacities. She is the former director of development for the University of Louisville College of Business, a top ten school in entrepreneurship, where she identified, cultivated, and solicited major gift prospects. During her tenure, Kim established the college's first National Visiting Committee comprised of internationally recognized entrepreneurs, including Michael Mondavi and John Peterman. Before joining UoL, Kim served as the director of prospect research at Duke University, where her team identified, researched, and rated major gift prospects during the University's \$500 million capital campaign. In her early career, Kim served as the Community Outreach Coordinator for Greensboro's Center for Creative Arts where she led the fundraising efforts and directed Very Special Arts (the counterpart of Special Olympics).

Kim graduated with honors from the University of North Carolina at Chapel Hill with a bachelor of science in business administration. She lives in Raleigh with her husband, Tres, and their two boys, Matthew and Peter. Matt is a 7th grader at Cary Academy and Peter is in 4th grade at Ravenscroft. In addition to painting, Kim enjoys volunteering at her church and the boys' schools.