

C. Edward Mason

Independent Consultant

Providing innovative strategies for program development in the non-profit, municipal, and academic sectors

Albuquerque, NM, Email: ed@EMNRassociates.com



Areas of Expertise

- **Grant Preparation and Procurement:** Proven track record in fundraising and grant procurement that has generated more than \$15 million in new program funding over the past 10 years.
- **Government Relations:** In-depth knowledge of funding sources and trends at the local, state, and federal levels, and a highly successful record of securing government support for program start-ups.
- **Strategic Planning & Program Development:** Extensive experience in the planning, organization, and coordination of new initiatives from the ground up, with a proven ability to create strategic alliances and build interdisciplinary teams.
- **Public Relations & Communications:** Skilled in all aspects of public outreach and program advocacy through written communications, media relations, and public speaking platforms; strong project facilitator with experience in training, mentoring, and staff coordination.

Professional History

Senior Proposal Administrator, *Texas Tech University* (2010 – 2011)

For the *Office of the Vice President for Research*, collaborated with a team that helps faculty and staff form multidisciplinary alliances and develop large grant proposals for start-up programs.

- Fundraising – Identified potential funding sources and forecasted trends for support of public issues and educational programs; cultivated relationships with federal, state, and private funding sources.
- Facilitation and Mentoring – Worked with all interested parties to plan and develop programming concepts that would attract start-up funding.

Marketing & Communications Officer, *University of New Mexico Health Science Center* (2009 – 2010)

Developed marketing programs and strategic planning initiatives for both internal and external audiences as part of the Health Science Center's *Office of Translational Research*.

- Public Relations – Created Annual Report and other communications for the public that focused on public health issues and contributions made by the Health Science Center.
- Research – Conducted research on current developments within New Mexico's biotech industry.

Professional History (continued)

Associate Director for Development & Government Relations, Illinois State University (2001 – 2009)

In newly created position at Illinois State University, identified new opportunities for external funding, organized and facilitated fundraising teams, and procured grants for university programs.

- Strategic Planning – Defined vision and priorities for new fundraising initiatives and developed university's first comprehensive plan to procure federal funding.
- Government Relations – Used in-depth knowledge of sources and trends in government funding to enhance university's recognition and prestige among funding agencies.
- Grant Procurement – From 2002 to 2008, spearheaded initiatives that raised a total of \$15 million in new funding, including \$7 million in grants authorized by the Illinois Congressional Delegation.
- Collaborative and Team-Based Fundraising – Created fundraising initiatives by forming alliances with other universities, nonprofit organizations, and community groups; organized faculty and staff to form interdisciplinary teams that created new programming in health care and renewable energy.

Founding Director, Illinois Nurses Association (1999 – 2001)

For Illinois' largest nursing association, successfully created and developed a nonprofit foundation that offers educational, research, and scholarship programs for nurses and citizens of the State of Illinois.

- Nonprofit Development – Recruited and led planning committee for new nonprofit; completed all steps in approval process with lawyers and government officials.
- Public Relations – Wrote publicity materials to describe the vision and mission of the foundation and to lay the groundwork for start-up and funding initiatives.
- Training and Strategic Planning – Developed training materials for Board of Directors; worked with board members to define program goals and strategies for success.

Owner and Consultant, Mason-Ridenour & Associates (1994 – 1999)

Owned and operated successful consulting company that offered services in grant preparation, training, coalition development, legislative advocacy, and public relations to nonprofit organizations and other public and private entities.

- Nonprofit Fundraising – For diverse nonprofit organizations, conducted fundraising activities that raised over \$1 million through individual solicitations and grants.
- Campaign Management – Managed West Texas campaign for Pete Patterson, a candidate for Commissioner of the Texas Department of Agriculture.
- Sister City Agreement – Made all arrangements to host four delegations from China to Texas, visited China, and successfully developed a sister-city agreement between Lubbock, TX and Taiyuan, China.

College Instructor, South Plains College and Eastern New Mexico University (1994 – 1998)

Taught innovative classes for non-traditional students in government, history, and political science.

Education & Training

M.A. in Political Science, *Texas Tech University*, Lubbock, Texas

B.S. in Political Science, *Eastern New Mexico University*, Portales, New Mexico

Additional Training: *The Art of Asking for Major Gifts* (2001), *Fundraising & Development for Nonprofits* (2000), *Facilitator Skills Training* (1999), and *Effective Management of Nonprofit Organizations* (1996).

Presentations & Publications

Made professional presentations at a wide range of internal and external meetings and public-outreach events, and authored numerous professional documents including articles, grant proposals, project summaries, annual reports, and public-relations pieces.

Representative presentations and publications include:

- “Developing a Strategic Plan for Fundraising” – presented to the Annual State Meeting of the *Illinois Association of Adult Education*.
- “The Role of Development in a Research and Sponsored Office” – published in the *Journal of the Society of Research Administrators (SRA)*.
- “The Role of Development in a Research and Sponsored Office” – presented to the joint meeting of the *National Council of University Research Administrators (NCURA)* and the *Society of Research Administrators (SRA)*.
- “Strategic Fundraising for Nonprofits” – presented at the *South Plains Wildlife Center* (Lubbock, TX).