

Donald P. Souhrada, *Vice President*



The creative solutions that Don Souhrada offers his clients draw on his 20 years of experience working with a broad range of non-profit organizations. He has worked for major public universities, and private universities large and small; a large membership association; and for two of the nation's top hospitals.

Prior to joining TW&B, Don served as Director of Major Gifts for the University of Chicago Medical Center and most recently as Director of Development for the Rehabilitation Institute of Chicago where he developed RIC's grateful patient fundraising program.

Don's breadth of experience has honed his skills working directly with donors as a frontline fundraiser and as a manager of development officers. He also brings extensive experience using wealth screening tools to identify actionable major gift prospects and build individual giving programs.

His collective experiences, whether working with organizations raising a few million dollars or a few hundred million dollars, provide his clients a fresh outlook on their fundraising challenges. The specific consulting products that Don has delivered include annual fund and development assessments, feasibility studies and capital campaigns, major gift program development, wealth screening & analytics and case development.

His recent clients are as varied as Don's background and include an organization that helps an indigenous Ecuadorian tribe to protect the environment, a University, an art museum, a center for independent living and a major trade association's foundation. Respectively, they are the Cofan Survival Fund, North Park University, Swope Art Museum, Paraquand and the National Fluid Power Association's Education and Technology Foundation.

Don earned a Bachelor of Science in journalism and public relations from the University of Iowa. He and his wife Jenny live in Evanston, Illinois.

