

June Thames Poust, *Senior Counsel, West Coast Office*



June Thames Poust has more than 30-years of experience in fundraising and consulting for a wide variety of organizations. She has served as an executive development officer for several high-profile clients and is a specialist in fundraising and management, cultivation and solicitation of principal and major gifts, and in the direction of large-scale fundraising programs.

She recently completed five years as executive director for development at UCLA, where she directed programs raising an average of \$116 million per year. Her oversight of 10 schools including engineering, public health, arts, law, business, and education.

Before that, June served as senior associate dean for advancement at the University of Southern California, College of Letters, Arts & Sciences in Los Angeles, where she managed the development staff and raised approximately \$35 million annually. She also served as director of principal and major gifts for the California Institute of Technology in Pasadena, where she raised \$55 million annually and managed a capital campaign with a goal of \$1.4 billion.

In 1993 June founded June Thames & Associates, which specialized in fundraising, with an emphasis on marketing strategies and board development. Some of her clients included Literacy Chicago, Working in the Schools, Connection Resource Services, and Lake County Public Action to Deliver Shelter.

As executive director of major gifts at Illinois Institute of Technology, June recruited and managed the development staff during a \$250 million campaign that finished one year early and \$8 million over the goal. She also served as director of development in the Schools of Music and Communication at Northwestern University.

June has extensive experience in recruiting and training development staff; identifying, qualifying, and soliciting major gifts, in addition to teaching others how to do this; establishing programs for planned giving, and major gifts, where no such program previously existed; and recruiting, motivating, and training volunteers.

June is a member of the Council for the Advancement and Support of Education and Center for Creative Leadership in San Diego, CA. She holds a bachelor's degree from University of Illinois in history and Asian studies. She lives in San Marino, CA.

