

Larry Ter Molen, *Senior Chairman Emeritus*



Larry Ter Molen is recognized as one of fundraising's senior statesmen. Before co-founding Ter Molen Brandt & Associates, Inc. in 1996, Larry served for twenty years as vice president and then executive vice president for development and public affairs for The Art Institute of Chicago. At The Art Institute, Larry was responsible for all development, marketing, membership, and public affairs programs.

During Larry's tenure of leadership, contributions at The Art Institute exceeded \$435 million and membership reached 159,000 – the largest of any art museum in the United States. He helped lead two major capital campaigns, several “mini” campaigns, and was part of the organization's pioneering work in securing major corporate sponsorships for “blockbuster” exhibitions.

Prior to his work at The Art Institute, Larry was vice president for development and public affairs at Southern Methodist University in Dallas, Texas. At SMU, Larry oversaw a development effort that resulted in increased giving at a rate unmatched by any other private institution in the country.

Throughout his highly regarded career, Larry has been recognized with numerous awards, including the Benjamin Franklin Award from the Association of Fundraising Professionals in 1988 for “significant achievements in a long career and for serving as a role model for all fundraisers.” In 1996, Advertising Age named Larry one of “The Marketing 100” in the United States, and in 2000, Northwestern University named him to the Advisory Board of the Philanthropy in the Not-for-Profit Sector Program in the School of Continuing Studies. He is a member of the Economic Club of Chicago, the Council for the Advancement and Support of Education, and the Association of Fundraising Professionals.

Larry holds a B.A. from Hope College and a masters degree in political science from the University of Michigan. He conducted post-graduate work at American University.

