

June T. Poust, *Senior Vice President, West Coast*



June 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, both in Chicago and in Los Angeles, and is well versed in the direction of large-scale fundraising programs and capital campaigns.

She recently completed five years as executive director for development at UCLA, where she directed programs raising an average of \$116 million per year. During that time, June had oversight of ten professional schools including engineering, public health, arts, law, business, and education during the University's largest capital campaign, Campaign UCLA which raised \$3.1 billion.

Before that, June served as senior associate dean for advancement at the University of Southern California, College of Letters, Arts & Sciences in Los Angeles, managing a program which raised \$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.

Prior to her relocation to Los Angeles in 2002, June spent fifteen years in Chicago, developing her craft as executive director of major gifts at Illinois Institute of Technology, where she recruited and managed the development staff during a \$250 million campaign finishing one year early and \$8 million over the goal. She also served as director of development in the Schools of Music and Communications at Northwestern University.

Over the past five years, June has served as a fundraising consultant in the Los Angeles area working with small and mid-size nonprofits. Since 2014, June has partnered with Gene Brandt to establish the West Coast office of Ter Molen Watkins and Brandt. They have worked with a diverse group of clients including the Bowers Museum, Camp Soaring Eagle, Claremont McKenna College, Carden Arbor View School, Doheny Eye Institute and SRI International (formerly Stanford Research Institute).

June has extensive experience in recruiting and training development staff, establishing planned and major gifts programs and campaign planning. 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.

