

**Frank Randall Holmes**  
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## **PROFESSIONAL EXPERIENCE**

- 2003-Present    **VICE PRESIDENT FOR UNIVERSITY ADVANCEMENT**  
Sam Houston State University, Huntsville, TX  
Report to President. Responsibilities: \$5 million in expenditures, 54 full-time staff in five departments (development, marketing & communications, alumni relations, advancement services, and museum).
- Publicly launched \$125 million comprehensive campaign (1/17)
  - Secured largest gift commitment in university's history – \$25 million (10/11)
  - Completed university's first campaign \$61.2 million for \$50 million goal (8/10)
  - Established Sam Houston University Foundation, Inc. (6/12)
  - Received Council for Advancement & Support of Education's Educational Fundraising Award for Overall Improvement (2014)
  - Growth and development 2003-2017
    - Increased endowment from \$18 million to more than \$100 million
    - Increased gift income by 814%
    - Increased donor base by 461% and donor participation from 4% to 10%
    - Increased faculty & staff giving participation from 24% to 78%
    - Increased alumni membership by 900%
    - Expanded alumni programs and events from 20 to 340 annually
    - Increased alumni program endowment to nearly \$5 million
    - Grew database from 43,000 to 136,000 valid addresses
- 2000-2002    **ASSISTANT HEADMASTER FOR ADVANCEMENT**  
Christ School, Arden, NC  
Reported to Headmaster. Responsibilities: 9 full-time staff in development, marketing and communications, alumni and parent relations, admissions, and records.
- Set three consecutive records for unrestricted annual giving (\$515,496 in 2002)
  - Orchestrated strategic planning process involving 160 alumni, parents, and friends
  - Prepared for \$15 million campaign that raised more than \$20 million
  - Achieved all-time record enrollment two consecutive years
- 1995-1999    **ASSOCIATE VICE PRESIDENT FOR ADVANCEMENT/ALUMNI**  
The University of Memphis  
Reported to Vice President for Advancement. Responsibilities: 11 full-time staff, annual giving, alumni membership, alumni records, alumni meetings and events, and recognition programs.
- Increased annual fund donor participation more than 30%
  - Increased Alumni Association assets from \$30,000 to more than \$700,000
  - Planned and implemented community day that attracted 5,000 to campus
  - Planned and implemented new alumni membership dues program
- 1984-1995    **EXECUTIVE VICE PRESIDENT** (various titles prior to 1991)  
University of Houston Alumni Organization – 501 (c)(3) (now UH Alumni Association)  
Reported to Board of Directors. Responsibilities: 10 full-time and 3 part-time staff, liaison to UH president, strategic planning, asset management membership, fund-raising gala, alumni programs, publications, records, and recognition programs.
- Developed comprehensive program, holding 350 meetings and events annually
  - Increased membership from 1,600 to more than 16,000, with 76% renewal rate
  - Expanded constituent-based support organizations from 3 to 23
  - Established fund-raising gala that grew from \$21,000 to \$180,000 in net revenues

- 1982-1984      GENERAL MANAGER  
Gray-Walker, Inc., Houston, Texas  
Reported to Owner/President. Responsibilities: 9 full-time employees, management of office and warehouse, inside and outside sales, shipping, inventory, payables, and customer relations.
- 1980-1982      DIRECTOR OF ANNUAL PROGRAMS (1980-81)  
INTERIM EXECUTIVE DIRECTOR OF DEVELOPMENT (1981-82)  
University of Houston  
Reported to Associate Chancellor. Responsibilities: 3 full-time and 1 part-time staff (not including coordination of college development officers' annual giving programs).
- 1980            DIRECTOR OF DEVELOPMENT  
Millsaps College, Jackson, Mississippi  
Reported to Vice President for Advancement. Responsibilities: implementing a new planned giving program and supporting capital campaign.
- 1976-1980      EXECUTIVE DIRECTOR  
Texas A&I Alumni Association – 501(c)(3), (now Texas A&M-Kingsville)  
Reported to Board of Directors. Responsibilities: 4 full-time and 2 part-time staff, Association's liaison with A&I president, planning, budgeting, annual giving, clubs, merchandising, major events, and recognition programs.
- 1975-1976      ASSISTANT DIRECTOR OF ALUMNI AFFAIRS (1976)  
COORDINATOR OF ALUMNI PROGRAMS (1975-76)  
Memphis State University (now The University of Memphis)  
Reported to Director of Alumni Affairs. Responsibilities: growth and development of club and constituent-based alumni programs, and support of major alumni events.

#### **MEMBERSHIPS, ACTIVITIES, & HONORS**

Huntsville-Walker Co. Chamber – Ex-officio Board (2004-Present), Board & Exec. Com. (2010-11)  
The Woodlands Area Chamber – Ex-officio Board (2012-14), Board (2014-16), Chair (2017-18)  
Greater Conroe/Lake Conroe Area Chamber Board – Ex-officio Board (2012-Present)  
Woodlands Economic Development Partnership – Representative (2012-Present), Board (2013-Present)  
Conroe Economic Development Council – Board Member (2014-Present)  
SHSU Chapter of Golden Key International Honour Society – Honorary Member (2011)  
Huntsville Leadership Institute Graduate (2004)  
Trinity Episcopal Church, The Woodlands, TX, Lay Eucharistic Minister (2003-Present)  
The Woodlands Country Club (2015-Present)  
Sam Houston State University Alumni Association Life Member

#### **PROFESSIONAL ACTIVITIES & MEMBERSHIPS**

Sam Houston State University

- President's Cabinet (2003-Present)
- Budget Committee (2003-Present)
- Strategic Planning Committee (2004-Present)
- Master Plan Executive Committee (2007-08 & 2012 update)
- Chair of Legislative Relations Planning Committee, Chair (2008 & 2009)
- Vice President for Finance & Operations Search Committee Member (2008 & 2010), Chair (2014)
- Athletic Championship Committee (2009)
- Chair of President & Mrs. James F. Gaertner Retirement Celebration Committee (2010)
- Presidential Investiture Committee (2010-11)

Association of Fundraising professionals (2001-Present)

Council for Advancement & Support of Education (CASE)

- District IV Conference Executives Track Chair (2014)
- District IV Alumni Program Awards Judge (1996 & 1997)
- District IV Conference Track Chair for Alumni Administration (1991)

Christ School

- Strategic Planning Committee (2001-02)
- Headmaster's Administrative Team (2000-2002)
- Assistant Baseball Coach, Varsity & JV (2001), Varsity (2002)

The University of Memphis

- President's Administrative Council (1995-99)
- Enrollment Management Council (1996-99)
- Information Technology Policy and Planning Council (1996-99)
- University of Memphis Foundation Executive Director Search Committee (1998)

University of Houston

- President's Cabinet (1984-1991 as university employee)
- Athletic & Alumni Center project planning committee (1994)

Consultant to Alumni Association Chief-Paid Staff Officers and Boards of Directors

- University of North Texas Alumni Association (1999)
- University of Texas Arlington Alumni Association (1997)
- University of Texas San Antonio Alumni Association (1996)

Council of Alumni Association Executives Member (CAAE) (1989-95)

Alumni Professionals of Texas (formerly College Alumni Directors of Texas)

- Chair (1992-93)
- Member (1976-80 and 1984-94)

Texas A&I University

- University President Search Committee (1977)

Presenter or Panelist

- Sam Houston State University – numerous presentations (2003-present)
- Houston AFP Continuing Education Seminar – panelist (2013)
- Texas State University System Chief Development Officers Training – presenter (2008)
- Alpha Chi Scholastic Honorary Induction Banquet – speaker (2005 & 2007)
- Alumni Professionals of Texas Conference – presenter (1990, 1991, 1997, 2005, 2013 and 2017)
- American Association of State Colleges of Agriculture & Renewable Resources Conference – presenter (2003)
- CAAE Alumni Directors Summer Institute – panelist (1992, 1993, & 1994)
- CASE Alumni Administration Workshop – presenter (1994)
- CASE IV District Conference – presenter (1990-1995, & 1997), moderator (2013 & 2014)
- Part of CASE *Currents* magazine article on alumni association dues (2015)

## **COLLEGE EDUCATION**

The University of Memphis – BA Political Science, Cum Laude

Student Government Association President, Pi Kappa Phi (social), Omicron Delta Kappa (leadership/scholarship honorary), Pi Sigma Alpha (Political Science honorary), Student Ambassador Board, and Who's Who in American Colleges and Universities.

## **MILITARY SERVICE**

U.S. Coast Guard –Top Secret Security Clearance and Honorably Discharged

## **PERSONAL**

Married – Dr. Maria Alexander Holmes (SHSU Honors College Associate Dean)

Two adult children and three grandchildren