

Douglas W. Bechler

2721 Midtown Court

Palo Alto, CA 94303

917-886-0021

dougbechler@yahoo.com

Summary of Qualifications

Douglas Bechler presently serves as the Director of External Relations for the Hoover Institution at Stanford University, where he works closely with the 100 members of the Board of Overseers who contribute gifts of \$500,000 and above. Doug has aggressively created a new strategy for the institution to expand its presence nationally in a number of key cities throughout the country and is successfully recruiting new Board members whose contributions will serve the institution for the next decade.

Doug is an accomplished executive with a diverse background in philanthropy, public policy and government relations, the International NGO community, higher education, and the private sector. He is a dynamic, results-orientated leader with proven success, including establishing and negotiating strategic corporate philanthropic partnerships with many Fortune 500 transnational corporations. He has raised millions of dollars from public and private sources, including foundations, high-net-worth individuals and other key influencers. He is an experienced practitioner capable of navigating diverse and challenging environments and has a track record of meeting ambitious goals, building long-term intrinsic value and hitting short and long term metrics, while managing personnel and guiding operations.

Doug spent over a decade as a senior-level Director for World Vision, one of the world's largest privately funded international relief and development organizations, operating in 100 countries with annual revenues of over \$2 billion, with 15,000 employees worldwide. He has traveled to more than 30 countries hosting foundation and corporate representatives and venture philanthropists.

Douglas spent several years as a Chief Development Officer for the University of Michigan during the University's eight-year \$2.5 billion *Michigan Difference* Campaign where he led a divisional \$35 million capital campaign.

In 2007, Douglas was recruited to the private sector where he served as a Principle with Heidrick & Struggles in New York, one of the premier, top five, internationally-retained global executive consulting search firms.

Doug served as a staff director under former Governor John Engler in the Michigan legislature and spent several years with former United States Senate Majority Leader Robert Dole, including his Presidential campaign in 1986-1988.

Professional Experience

DIRECTOR OF EXTERNAL RELATIONS

Hoover Institution, Stanford University

Stanford, California

2010-present

Recruited to Stanford in 2010, Doug is primarily responsible for forging relationships with members of the Board of Overseers (100) who support the Institution with gifts of \$500,000 for their term of Board service. In addition, Doug's role is to recruit new Overseer prospects to be nominated to serve on the Board, as well as secure targeted, incremental gifts towards a \$40M privately funded annual budget.

Doug has been instrumental in creating a more strategic national presence for the Hoover Institution by cultivating relationships with high-net-worth individuals and key influencers in targeted key cities throughout the country to host policy briefings including New York, Dallas, Chicago, Denver, Cincinnati, and Naples and West Palm Beach, Florida, generating over 700 new prospective donors. Hoover Institution Senior Fellows participating in these regional gatherings have included former Secretary of State Condoleezza Rice, former Secretary of State George Schultz and former White House Economists, John Taylor and John Cogan.

PRINCIPLE

Heidrick and Struggles

New York, New York

2007-2009

In 2007, Doug was recruited as a Principle to Heidrick & Struggles, one of the premier, top five, internationally-retained, global executive consulting firms, with offices in 66 countries and annual revenues of \$800M. Doug was responsible for providing clients with a comprehensive approach to executive leadership acquisition; conducting corporate feasibility studies, and offering extensive organizational consulting in conjunction with launching senior-level executive searches. In addition, Doug was responsible for recruiting and securing a new client base and placed many senior-level executives in Development, Finance and Management. Doug's position was eliminated as a part of the corporate downsizing from the recession in 2009.

DIRECTOR OF DEVELOPMENT

University of Michigan

Ann Arbor, Michigan

2003-2007

Doug was recruited to the University of Michigan Medical Center in 2003 to serve as a chief development officer for the W.K. Kellogg Center to provide leadership for a \$35M capital campaign. Doug was responsible for all activities related to the acquisition of private financial support. Doug successfully solicited and closed million dollar gifts, in addition to managing development staff and directing the day-to-day operations of the campaign.

SENIOR DIRECTOR FOR CORPORATE & MAJOR DONOR DEVELOPMENT
World Vision
Washington, D.C. and Monrovia, California
1991-2001

Developed a major donor strategy to build strong, productive, long-term relationships with high-net-worth individuals, foundations and corporations with capacity to maximize income, with special emphasis on securing six-figure and above gifts. Annually recognized by organization for being a multi-million dollar producer. Secured corporate/foundation gifts from ARCO, Morgan Stanley, AT&T and Warner Lambert and the NFLPA. In addition, Doug raised significant amounts of Gifts in-Kind from the pharmaceutical industry and secured funding for shipping.

As part of a \$15 Million relocation campaign for the organization, Doug founded The Presidents Council, a special "Giving Circle" of donors who were invited to join the president for high-level cultivation opportunities, which included Congressional and White House briefings, private dinners at the State Department hosted by the Secretary of State, international vision trips, Alaska Salmon fishing expeditions, and high-end golf weekends featuring PGA Tour professions at selected resorts around the country where World Vision country directors were featured speakers. As a result, this list of six-figure donors expanded from 88 to over 200 in a three-year period.

As a member of the Development Management Team, Doug served as a liaison for The Washington Forum, an annual three-day thematic conference for 300-plus supporters of World Vision, including corporate representatives, Members of Congress, Department of State and USAID officials, as well as major donors and other key influencers, such as authors, journalists, and leaders in academia. High-profile speakers included Vice President Al Gore, Secretaries of State, James Baker and Madeline Albright, World Bank President James Wolfenson, Nobel Laureate Oscar Arias, and Mother Teresa.

Doug has excellent public relations and crisis management skills, having utilized high profile public figures to generate marketing and funding opportunities. In 1999 during the Venezuelan earthquake, Doug engaged Cleveland Indians' baseball all-star and native Venezuelan, Omar Vizquel, to serve as World Vision's on-site media spokesperson to elicit corporate support. In addition, a CNN film crew agreed to film and air a documentary of Omar's visit to his homeland. \$1.8M was raised in cash and \$300,000 in GIK support.

Doug resigned from World Vision in 2001, forming BlueWater Consulting, LLC, a philanthropy consulting practice and remained in Washington, D.C. working closely with former World Vision donors to create private family foundations. Doug was instrumental in helping high-net-worth families define their foundation objectives, create Board structure, mission statements and establish measurables for success. Doug introduced clients to leaders and experts throughout the NGO community, connecting like-minded philanthropists with key not-for-profit organizations within the NGO sector.

Prior to beginning his career in philanthropy, Doug spent eight years as a Staff Director in the Michigan Legislature for Governor John Engler. Doug spent two years as a Regional Political Director for former United States Senate Majority Leader Robert Dole, coordinating field operations and developing regional fundraising programs for the presidential campaign.

Education and Selected Training

B.S., Political Science, Central Michigan University, Mt. Pleasant, Michigan
Graduate course work, Corporate Communications, American University, Washington D.C.