

# RANDALL A. GILLILAND, MBA

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## Successful Entrepreneur and Nonprofit Development Fundraiser

Proven track record of taking any task from idea to successful execution, on-time, and within budget.

### SELECTED ACHIEVEMENTS

- ✓ **Raised 10s of millions of dollars for nonprofits**, political causes, and organizations, including \$6MM in federal grants for a self-built green workforce nonprofit.
- ✓ **Launched political fundraising business** and expanded to become the largest in the nation.
- ✓ **Drove corporate growth** with repeat successes at scaling businesses from scratch to over \$5MM revenue.

### FUNDRAISING EXPERIENCE

SUSTAINABLE IMPACT, LLC 2011–Present

**Founder and Managing Member** – *Political and Non-Profit Donor Data and Consulting Firm*

- Built the largest national political and nonprofit donor database from 35 databases covering 75 million data points.
- Served clients with detailed donor data, online donor research portal, fundraising, and data consulting services.
- Increased the fundraising performance 23% for CARE USA, a major national NGO, using our data segmentation skills to process and hyper-target 2.5MM records.

GREEN JOBS ALLIANCE 2009–2011

**Founding Member & Chairman of the Board**

- Led creation of nonprofit in alignment with the Green Jobs Act, including fundraising and creation of the board.
- Wrote proposal and secured \$6MM in US Department of Energy grants for green workforce training and energy efficiency program for Hampton Roads, VA.
- Raised all funds from individual major donors and local government.

GILLILAND & COMPANY 1987–1990

**Founder and President** – *National Political Fundraising Firm*

- Built firm from a solo operation to a three-partner firm raising millions of dollars for organizations, and candidate and referenda campaigns; at its height employing 25 fundraisers and handling 17 campaigns in 12 states.

### CAREER EXPERIENCE

**SENCON, Inc.**, Vice President (VP), *Environmental Services Government Contractor* 2006–2007

**REMSA, Inc.**, Vice President (VP), *Environmental Services Government Contractor* 2005–2007

**PWHD Consulting**, Senior Consultant, *Business and Governmental Affairs Firm* 2002–2005

**MAXX™, Inc.**, Founder, Partner, and Board Member, *Specialty Material Handling Equipment Manufacturer* 1995–2002

- Launched and scaled to 2nd largest telescopic conveyor manufacturing company in North America in three years.

**G&R METALS, Inc.**, Owner and President, *Specialty Metal Fabrication and Machine Shop* 1995–1999

- Doubled revenues while maintaining profitable margins within four years.

**CAIJAN TELESCOPIC LOADING SYSTEMS, Inc.**, Board Member and President 1992–1995

- Launched the North American subsidiary of this company taking them from a 200 SF sales office to full-scale manufacturing and an industry-leading innovator within three years.

**NEW DOMINION INTERNATIONAL, Inc.**, Founder and President, *Business Consulting Firm* 1990–1992

### EDUCATION

THE COLLEGE OF WILLIAM AND MARY 1996

Master of Business Administration (MBA),  
*Mason School of Business*

VIRGINIA TECH (VPI) 1982

Bachelor of Science (BS), *Animal Science*

**POLITICAL BOARD POSITIONS**

**ELECTED BOARD POSITIONS**

- **Hampton City Council, Member** 2002-2010
- **Hampton City Council, Vice-Mayor** 2006-2008
- **Hampton City Council, Finance Committee Chairman** 2002-2010

**APPOINTED BOARD POSITIONS**

- **Hampton Roads:** Planning District Commission, Metropolitan Planning Organization, Partnership-Convocation of Regional Stewards,
- **Hampton:** Planning Commission, Industrial Development Authority, 2010 Celebration Committee, Tourism Advisory Committee, Redevelopment and Housing Authority
- **Virginia:** Virginia Municipal League, Virginia Manufacturing Extension Partnership
- **Peninsula:** Council for Workforce Development, Sports Facility Authority, Virginia Living Museum

**GOVERNMENTAL, BUSINESS, CIVIC ROLES**

**GREEN LEADERSHIP POSITIONS**

- **Green Jobs Alliance, Founding Member, Chairman**
- **Green For All’s Communities of Practice: Retrofit America’s Cities Working Group, Member**
- **Efficiency First Virginia Chapter, Founding Member**
- **NEXT STEP Regional Energy Alliance, Board Member**
- **Hampton Roads Weatherization Training Center**
- **Innovate!HamptonRoads of the Hampton Roads Partnership Green Team Lead, Member**
- **Peninsula Housing & Builders Association Green Building Council, Chairman**
- **Climate Communities, Member**
- **ICLEI USA, Member**

**BUSINESS LEADERSHIP POSITIONS**

- **National Black Chamber of Commerce, Member**
- **NBCC Black Church Chamber of Commerce, Member**
- **Mid-Atlantic Hispanic Chamber of Commerce, Board Member (ex officio) & Regional Vice-President**
- **Association for Manufacturing Excellence, Member**
- **Virginia Manufacturing Extension Partnership, Governor Warner and Governor Kaine Appointee to Board of Trustees**
- **Copeland Business Park Association, Founding Board Member**
- **American Association of Political Consultants, Member**

**TECHNOLOGY LEADERSHIP POSITIONS**

- **Hampton Roads Technology Council**
  - 2009 HRTC Technology Leadership Award winner
  - 2006 HRTC’s Chairman’s Award for Exceptional Leadership by a Local Elected Official
- **Technology Hampton Roads, Board Member and Executive Committee Member, Chairman, Incubator Committee**

**ARTS LEADERSHIP POSITIONS**

- **Hampton Arts Foundation, Board Member**
- **The Phoebus Arts Factory, Board Member**
- **Peninsula Fine Arts Center, Board Member**
- **The American Theatre, Capital Campaign**

**SOCIAL SERVICES LEADERSHIP POSITIONS**

- **NAACP, Member**
- **Cape Fear Volunteer Center, President**
- **Mickey Gilliland & Vivian Queen Gilliland Recovery House Foundation, Chairman**
- **Foodbank of the Virginia Peninsula, Development Committee Member, Vice-President of Administration, Executive Committee Member**