

Betsy's path to a career in philanthropy started with a spark provided by a favorite college professor in 1982.

That professor connected her to the local United Way, which was looking for a communication intern. This experience introduced Betsy to the field of philanthropy, and resulted in her undergraduate thesis which contrasted the success of workplace solicitation versus direct mail and individual solicitation.

After graduating from St. Bonaventure University, Betsy moved to Boston to learn the development business at MIT as a development associate. However, one year later, the draw of the United Way led her to join an elite management training program from United Way of America. Betsy then stayed in the United Way system for 6 years—leading campaigns in the Berkshires of Massachusetts and in Lancaster, Pennsylvania.

She eventually returned to higher education as a Major Gift Officer for Bentley College in Waltham, Massachusetts. Spending time in Chicago for Bentley College, this position led to her decision to relocate to Chicago, where she joined Illinois Institute of Technology as the first Director of Development for the school's prestigious Institute of Design (ID). In her ten years with ID, Betsy raised more than \$10 million—an extraordinary amount for a school with less than 1,000 living alumni and 100 students.

Betsy left Illinois Tech for the opportunity to help build the Steven F. Udvar-Hazy Center of the Smithsonian National Air and Space Museum. As a Regional Director of Development, she was given the mission of raising gifts of \$1 million or more, without benefit of a prospect list! The job required creativity and "chutzpah" to "cold call" potential million dollar donors. Since the case was compelling, donors responded.

But the story of Betsy's career is really all about Illinois Tech. She left the Smithsonian to return to the university where she launched the Mies van der Rohe Society, and soon after was appointed Vice President, a position she has now held for 13 years. Betsy has proudly supported the vision of three Illinois Tech Presidents—Lew Collens, John Anderson, and current President, Alan Cramb.

Together with "the best Advancement team in the City of Chicago," Betsy led the successful Fueling Innovation campaign that brought more than \$250 million to the university. In addition to dollars raised, Betsy is proud to have launched innovative programs to engage alumni, and to be known for extraordinary stewardship of the university's major donors.

After three and a half decades in the business, Betsy is known to her donors, volunteers, and colleagues as someone who easily shares her passion about the university, clearly communicates the philanthropic opportunities to donors, and listens carefully to the needs and interests of volunteers and donors alike. She is motivated by the opportunity to mentor others into a profession she loves.

Betsy and her husband Lyle live in Oak Park with their children, Will and Livie, and two rambunctious Golden Doodles.