

John P. Falchi

Results Profile

Major Fundraising Campaigns (Partial Listing)

- 2008 1st Unitarian Universalist Church Capital Campaign, San Diego, CA \$2,800,000**
- Helped plan and carry out a Major Capital Campaign to Rebuild Bard Hall.
 - Advised Campaign Leaders early on about key steps for a successful campaign e.g., getting whole church behind personal solicitation of members.
- 2004 Kucinich for Democratic Presidential Nomination Campaign, Canton, OH \$4,000,000**
- Helped raise over \$400,000 in one day through series of house parties around the country linked by EDP and Conference call with Rep. Kucinich.
 - Raised \$20,000 at hi-end fund raiser, following his talk to faculty and students at Joan Kroc Institute for Peace at USD.
- 1992 Stanford University Centennial Campaign, Stanford, CA \$1,100,000,000**
- Helped raise major gifts from the Class of 1957 in this great campaign.
 - Learned a great deal about managing a successful campaign by studying this major fundraising effort.
- 1980 Culver-Stockton College Project Renaissance, Canton, MO \$3,200,000**
- As V.P. for Development and Campaign Coordinator, raised 4 times as much as previous year and went \$250,000 over the top 3 months ahead of schedule.
- 1962 Los Angeles County United Way, Los Angeles, CA \$11,000,000**
- Increased contributions 60 per cent from employee campaigns of 25 “poor giving” industrial accounts for a total of over \$200,000 in 3 months.
 - Following successful campaign, Supervisor nominated me to be on the Los Angeles City-Salvador, Brazil Sister City Committee.