

MICHELLE JACOBSON

PROFILE

Higher-education advancement professional whose career focused on fundraising, alumni relations, events, and institutional advancement, primarily at UCLA. Brings 35 years of volunteer consumer cooperative board service, nonprofit board leadership, an MBA, and experience as a small-business owner.

PROFESSIONAL EXPERIENCE

University of California, Los Angeles (UCLA)

Advancement, Development, Alumni Relations & Events | 2001–2007; 2011–December 2025

- Progressed through increasingly responsible development roles across UCLA, including the Cotsen Institute of Archaeology, UCLA Health Sciences, David Geffen School of Medicine, Graduate School of Education & Information Studies, Medical Alumni Association, and Architecture and Urban Design.
- Worked with deans, institute and program directors, faculty, physicians, volunteer boards, donors, alumni, and community stakeholders to establish priorities and develop fundraising and engagement strategies.
- Identified, cultivated, solicited, and stewarded annual, major, principal, planned, and scholarship gifts; built donor pipelines and volunteer fundraising boards; and planned educational, cultivation, stewardship, alumni, and community events.
- At the David Geffen School of Medicine, helped structure major scholarship gifts, including a major gift establishing its first merit-based scholarship program and a transformational gift creating a major full-scholarship program.
- As Chief Development Officer for the Cotsen Institute of Archaeology, built donor and prospective-donor engagement, developed fundraising priorities with academic leadership, and expanded public outreach; during the COVID shutdown, transitioned programs to virtual events that reached an international audience.

California Lutheran University

Director of Development, School of Business | 2007–2011 • Co-Director, KCLU Capital Campaign | 2007–2009

- Established the School of Business development program, managed a portfolio of 100+ prospects, worked with the Dean on fundraising priorities, and supported advisory leadership.
- Co-directed a \$7.5 million capital campaign for KCLU public radio, developing campaign strategy, budget, case materials, events, and volunteer leadership.

Southern California Institute of Architecture (SCI-Arc)

Director of Alumni Relations | 1998–2001 • Executive Assistant to the Director | 1994–1998

- Directed alumni relations, communications, annual giving, and events; worked closely with Institute leadership, the Board of Directors, faculty, students, alumni, and friends.

BUSINESS EXPERIENCE

McGinty's Irish Pub — Santa Monica, California

Co-Owner | 1980–1991

- Managed back-office financial and administrative functions, including accounts payable, payroll, banking, cash reconciliation, and marketing.

Co-opportunity Consumers Cooperative — Santa Monica, California

Board of Directors | January 1990–December 2025

President | 2000–2003 • Secretary | 1991–1999

- Served continuously for 35 years through periods of growth, governance development, expansion, financial challenge, leadership transition, and organizational change.
- Helped professionalize board governance, including service on the committee that rewrote the bylaws and participation in defining board and officer roles and strengthening board practices.
- Participated in the decision to join the National Cooperative Grocers Association and supported use of national peer standards and benchmarks for financial, management, and board performance.
- Helped lead the 2007 transition to Policy Governance, including development of the first policy register and systematic board and General Manager monitoring.
- Participated in three General Manager searches and executive succession processes.
- Chaired a member investment campaign for development of a second store, raising \$1.3 million through non-voting member shares and helping secure additional commercial financing.
- Wrote a comprehensive Board Manual detailing how the bylaws and Policies are operationalized as my final act of board service, preserving institutional knowledge and governance practices.

Associated Cooperatives / Twin Pines Cooperative Foundation

Board Member | 1994–2006

- Participated in cooperative education and efforts to strengthen and support consumer cooperatives, including the launch of the Cooperative Community Fund..

ADDITIONAL BOARD & COMMUNITY SERVICE

Association of Fundraising Professionals, Santa Barbara/Ventura County Chapter

Board Member | 2007–2010 • President | 2009–2010

UCLA Anderson Alumni Board

Board Member | 2001–2007

NOFA-VT (Northeast Organic Farming Association of Vermont)

Volunteer advisor supporting donor outreach strategies

Rotary of South Burlington

Member | 2026–present

EDUCATION & CREDENTIAL

University of California, Los Angeles (UCLA)

MBA, Marketing and Non-Profit Management, 1982 • MA, Anthropology, 1980 • BA, Anthropology, 1977

Certified Fund Raising Executive (CFRE) | 2007