

# *Steven R. DiSalvo, Ph.D.*

## **Education**

Higher Education Institute for New Presidents, Harvard University, 2010  
Ph.D. Educational Leadership, Graduate School of Education, Fordham University, 2002  
M.B.A. Marketing, Gabelli School of Business, Fordham University, 1990  
B.S. Psychology, Fordham College, Fordham University, New York, 1984

## **Experience**

### **SAINT ANSELM COLLEGE**

**2013-present**

Private liberal arts college located in Manchester, New Hampshire.

#### *President*

Chief executive with eight direct reports responsible for the operations of the college as well as The New Hampshire Institute of Politics.

- ◆ Improved US News Ranking from 129 to 95 among National Liberals Arts Colleges
- ◆ Increased the endowment by 90% from \$83 million to \$158 million
- ◆ Grew freshmen enrollment from 508 to 614 while continuously increasing quality.
- ◆ Hired the college's first Chief Diversity Officer focusing on diversity and inclusion.
- ◆ Achieved an operating margin of 3-6% each of the past three years.
- ◆ Raised \$61 million in two years as part of a comprehensive \$70M Capital Campaign.
- ◆ Launched a \$16 million building initiative to renovate and expand the student center.
- ◆ Secured a \$6 million naming gift, the largest in school history.
- ◆ Served as host of the Democratic and Republican presidential primary debates.
- ◆ Launched a new college owned study abroad program in Orvieto, Italy.
- ◆ Served on boards of NHCUC at the state level and NAICU on the national level
- ◆ Authored several articles on student debt that appeared in The Boston Globe and WSJ
- ◆ Appointed by Governor to the State of New Hampshire Higher Education Board.

### **MARIAN UNIVERSITY**

**2010-2013**

Private university with three campuses in Fond du Lac, West Allis and Appleton Wisconsin.

#### *President*

Chief executive responsible for mission fulfillment, enrollment, retention, fundraising and leadership development with a Cabinet of seven team members.

- ◆ Turned a \$3 million deficit into a \$1.5 million surplus in 18 months.
- ◆ Consolidated 7 schools into 4 to streamline operations and create affinity groups.
- ◆ Tripled percentage giving among alumni and exceeded all fundraising objectives.
- ◆ Taught a variety of classes in Business Leadership.
- ◆ Transformed the campus infrastructure and landscape architecture.
- ◆ Built a Fieldhouse by raising external funds in less than 12 months.
- ◆ Board member of WAICU at the state level and NAICU on the national level
- ◆ President of the Northern Athletic Conference
- ◆ Appointed by Governor to Higher Education Aids Board.

## **THE HOPEWELL GROUP, INC.**

**2006-2010**

For profit organization that provides philanthropic advisement services to individuals, families, foundations and corporations helping to maximize the impact they can have with strategic giving.

### ***Chairman & President***

Leadership position that featured a team which provided philanthropic advisement services to athletes, celebrities, foundations and corporations.

- ◆ Created the business plan and secured seed funding.
- ◆ Built a portfolio of over \$1.5 million in the first ten months.
- ◆ Designed all marketing materials and a public relations campaign.
- ◆ Key clients included Joe Torre, Jorge Posada, Michael Bolton, Maria Cuomo Cole.
- ◆ Exceeded 2007 and 2008 revenue projections for fiscal year in first quarter.
- ◆ Launched satellite offices in Chicago and Boston.

## **JOE TORRE SAFE AT HOME FOUNDATION**

**2002-2006**

Non-profit organization that provides educational programs and awareness to help stop the cycle of domestic violence and save lives.

### ***Executive Director***

**2004-2006**

Chief executive responsible for all fundraising, educational program development, advertising and public awareness in the New York metropolitan area with expansion planned in key markets throughout the United States.

- ◆ Launched foundation and served as Board member from 2002-2003
- ◆ Established national advertising campaign for both print and television mediums.
- ◆ Developed curriculum used in schools and after-school programs.
- ◆ Created an 800 number phone system to connect survivors with service providers.
- ◆ Ran special events that each raised \$2 million with extensive celebrity involvement.
- ◆ Personally handled all requests for foundation and Mr. Torre.

## **JUNIOR ACHIEVEMENT OF NEW YORK, INC.**

**2001-2004**

Non-profit organization that educates and inspires more than 130,000 students in public and private schools throughout New York City and Long Island by providing business education using volunteer role models.

### ***Executive Vice President & Chief Operating Officer***

Leadership position that oversees the implementation of educational programs, fundraising campaigns, marketing initiatives, public relations, and special events.

- ◆ Produced 13% growth rate in funding following a 10% deficit prior to arrival.
- ◆ Launched a national advertising campaign resulting in over 18 million impressions.
- ◆ Recruited seven senior executives to the Board of Directors.
- ◆ Created marquee events at Madison Square Garden and Radio City Music Hall which grossed more than \$500,000.
- ◆ Managed a leadership team with five vice presidents as direct reports

**FAIRFIELD UNIVERSITY****1997-2001**

Private Jesuit university with five schools serving both undergraduate and graduate students.

***Director of Major Gifts***

Senior fundraising officer responsible for helping to secure gifts towards a \$100 million comprehensive capital campaign.

- ◆ Led the cultivation and solicitation of a \$10 million gift from an anonymous donor.

***Adjunct Professor*****1998-2001**

Taught marketing and public relations to undergraduates in the School of Business

**LOYOLA UNIVERSITY CHICAGO****1994-1997**

Jesuit University with more than 14,000 students, over 100,000 alumni, a medical school and an operating budget over \$200 million and an endowment greater than \$350 million.

***Assistant to the President***

Served as chief of staff to the president of Loyola University Chicago. Represented the president at university functions related to new program development.

- ◆ Created a new online college for adult learners that delivered a non-traditional liberal arts degree program.
- ◆ Implemented *The Loyola Freshman Experience<sub>m</sub>* to ease the transition from high school to college, which contributed to a 7% increase in enrollment, an 86% retention rate and a 98% approval rating by all freshmen.
- ◆ Designed a school-to-work program, which targeted inner-city high school graduates and taught remedial skills to prepare them for the workplace.
- ◆ Assisted with the separate incorporation of Loyola Medical Center.

**FORDHAM UNIVERSITY****1988-1994**

Jesuit university of New York City with over 15,000 students, three campuses and more than 125,000 alumni.

***Development Officer*****1989-1992**

Major gifts fundraiser for a \$150 million Capital Campaign.

- ◆ Increased giving for the Graduate School of Business by 10% while working directly with Dean Arthur Taylor, former CEO of the CBS Corporation.
- ◆ Cultivated major gift prospects that resulted in over \$5 million in gifts.
- ◆ Secured planned gift from a non-donor, which totaled \$1.2 million.

***Adjunct Professor*****1989-1992**

Taught Introduction to Marketing & Introduction to Management in College of Business.

***Resident Director/Headmaster of a Residential College*****1988-1989**

Live-in manager of a residential college consisting of 165 freshmen designed to promote social interaction and improve academic performance.

## IBM CORPORATION, New York Region

1984-1988

### *Corporate Trainer / Manager*

- ◆ Coordinated training and development of executives in the New York metropolitan area.
- ◆ Chosen Employee of the Year in 1986 and received the IBM Means Service Award at the National Recognition Conference in 1987.

## Media & Publications

“The Take with Sue O’Connell”, NECN live interview on the impact of the Federal Tax Bill on Higher Education, December 2017

“Passage of Senate Tax-Reform Bill Leaves Colleges Scrambling”, quoted in Chronicle of Higher Education, December 1, 2017

“Behind the Presidential Candidates”, MSNBC interview conducted by Steve Kornacki, February 2016

“Making Higher Education Truly Affordable: Solutions to College Debt Crisis from a College President”, University Business, September 2015

“How to Fix the College Debt Crisis”, The Boston Globe, August 2015.

“Hillary Care Comes to College Students and Campuses” Letter to The Wall Street Journal, August 2015.

The College Debt Crisis Live Interview, WBUR Radio, August 2015

“Live at Daybreak: Interview on Homeland Security” WTMJ Milwaukee, October 2012.

“Veterans Initiatives: PTSD and TBI”, Military Television Network, Maryland, July 2012.

“Multiculturalism on Campus”, Huffington Post, April 2012.

“Philanthropy’s Next Generation: In pursuit of a meaningful life, the next generation is changing philanthropy”, contributing author, The New York Observer, October 2009.

“Healthy Living & Healthy Giving”, Perspectives: On Philanthropy, Citigroup Publications, May 2009.

Mapping the New World of American Philanthropy, Causes and Consequences of the Transfer of Wealth, contributing author, John Wiley & Sons, Hoboken, New Jersey, 2007.

*The Loyola Freshman Experience*, DiSalvo, Steven R., Kendall-Hunt Publishing, Dubuque, Iowa, 1996.

"Meeting the Needs of School-to-Work", presented at Executives Club of Chicago quarterly meeting, October 1996. Co-presenters were Brenda Sumberg, Director of Americas at Motorola University and Paul Vallas, CEO of the Chicago Public School System.

"Make the Most of Your Time", DiSalvo, Steven R. and Moser, Amy, Loyola University Press, Chicago, Illinois, 1996. Produced as a time management piece for new students and parents.

"The Loyola Freshman Experience: Recruitment, Registration & Results", National Resource Center for the Freshman Year Experience, The University of South Carolina, Columbia, South Carolina, 1996.

*The New Student Record - Loyola University Chicago*, DiSalvo, Steven R., Herff-Jones Publishing, Kansas City, Missouri, 1995.

"The Freshman Year Experience at Loyola", Guest Speaker, National Resource Center for the Freshman Year Experience, The University of South Carolina, Columbia, South Carolina, 1995.

"Conceptualization and Measurement of Brand Equity", Marketing Science Institute, Working Paper, 1989.

"The Marketing of the Residential College at Fordham University", Master's Thesis, presented as part of Graduate School of Business requirement, Fordham University Graduate School of Business, 1989.

## **Memberships**

Board Member, *New England Council* (NEC)

Board Member, *Association of Catholic Colleges & Universities* (ACCU)

Board Member & Treasurer, *New Hampshire College & University Council* (NHCUC)

Board Member, *Apostles of the Sacred Heart of Jesus Congregation*, Hamden, CT

Gubernatorial Appointment, *State of New Hampshire Higher Education Board*

Member, *Manchester Country Club*, Manchester, New Hampshire

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Former Board Member & Chair of Student Aid Committee, National Association of Independent Colleges and Universities (NAICU)

Former Board Member and Chair, *Center for American Catholic Studies*, Fordham University

Former Board Member, *NCAA Division II Presidents Council*

Former Board Member, *The New York Says Thank You Foundation*

Former Board Member and Chair, *Boys and Girls Club*, Fond du Lac, Wisconsin