

Virginia Clark

Of Counsel

Education: Boston University, B.S.
Residence: Philadelphia, Pennsylvania



Experience

Virginia joined Marts&Lundy as an Of Counsel firm member in 2019 with more than 25 years of development experience in the arts and culture and higher education sectors. Her areas of expertise include, but are not limited to, national campaigns, nonprofit program development, stewardship, annual giving, public relations, principal giving, board development, and volunteer engagement.

Previously, Virginia served as the Smithsonian's Assistant Secretary for Advancement overseeing the institutions fundraising for its 19 museums and nine research centers. She joined the Smithsonian in 2002 and served 15 years. During her tenure, she oversaw the expansion of development teams across the organization, dramatic increases in philanthropic support, and the design and execution of its first pan-institution campaign. The highly successful \$1.8 billion *Smithsonian Campaign* was the largest capital campaign to date for a cultural institution. The campaign attracted thousands of gifts and resulted in 50 endowed positions, new education centers in six museums, and the creation of the new National Museum of African American History and Culture.

From 1993-2002 Virginia served the University of Pennsylvania in leadership positions, first as Associate Dean for External Affairs at the Wharton School and then as Vice President of Development and Alumni Relations. While at Wharton she oversaw its alumni relations, board management and fundraising, public relations, communications, and efforts to attract resources for junior faculty, new programs, scholarships, and the executive education center. Under her leadership, the University received the 2003 Council for Advancement and Support of Education (CASE) Award for Overall Performance.

Virginia currently serves as chair of Wings Neck Trust and is a member of the boards of Salem University and Buzzards Bay Coalition. She has previously serviced on the boards at Eisenhower Fellowships, Haverford Trust, CASE, Morris Arboretum, and WXPB.