



## Josh Jacobson, CFRE

Josh Jacobson serves as the Managing Director of Patton McDowell & Associates, providing oversight of the firm's client services and new business development efforts. He brings more than a decade of resource development experience at several acclaimed educational and cultural organizations to the PMA team. Josh specializes in strategic positioning and tactical design, helping nonprofits develop the platform and tools necessary to support effective fundraising activities. His expertise is in strategic planning, the creation of annual and capital development plans, case strategy, prospect research, grant writing, data flow, and general development support.

Prior to joining the PMA team, Josh served as a Development Associate for Vandever Batten, a Charlotte-based philanthropic consulting firm. During his tenure there, he worked on behalf of a number of nonprofits in a variety of leadership roles.

Before relocating to North Carolina, Josh spent five seasons as a director of major gifts with New York's Manhattan Theatre Club, where he raised more than \$3 million annually to support the development of new work, the company's acclaimed Education Program, and world premier productions like John Patrick Shanley's *DOUBT* and David Lindsey-Abaire's *RABBIT HOLE*; both Pulitzer-Prize winning plays.

Josh served as Senior Officer for Research at The Juilliard School, where he worked on the \$150 million *Campaign for Juilliard* which sought capital support for scholarships and building renovations. As Grants Manager at the Cultural Council of Greater Jacksonville in North Florida, he helped manage a \$5 million cultural services re-granting process while at the same time seeking funding for Council programming. He got his start in Florida state-level political relations with Pinky Mitchell Partners, working alongside current West Palm Beach City Commissioner Kimberly Mitchell.

Josh graduated magna cum laude from Flagler College in St. Augustine, FL, where he earned a bachelor's degree in English and Journalism. He serves on the board of The Light Factory where he is Chair of the Development Committee, as well as a member of the Development Committee of the DSAC. He is also an active member of Association of Fundraising Professionals-Charlotte Region, serving as a member of the Mentoring Committee.