



Rex Otey, MA, Director

Rex Otey came to PMA in June 2011 as an accomplished Consultant. He brings over twenty years of innovative educational, church and nonprofit advancement experience. As a skilled leader and communicator, Rex provides strategic leadership, fund and friend development counsel for PMA clients.

After a decade of leading fund and friend-raising divisions for Alderson-Broaddus College (WV) and Rockford College (IL) where during that time he raised over \$11 million in annual and capital support, Rex ventured into nonprofit consulting by partnering with the Gold E Consulting Group. There he created and led the firm's development group.

In 1999, Rex joined The Charitable Resource Group as Senior Vice President and Managing Director of Advancement Services where in those positions he partnered with nearly two dozen private universities and college preparatory institutions to support their strategic planning, leadership development, and fund and friend-raising needs.

Rex earned his BS from Alderson-Broaddus College and his MA from West Virginia University. He maintains principal ownership in a Charlotte, NC based real estate firm and is a talented ministry leader and public speaker. He leads both large and small men's groups as well as groups learning biblical-based fiscal responsibility. Rex and his wife Deb live in Concord, NC and have two children.