



Lesa Smith, CFRE

Director of Development

College of Humanities and Social and Behavioral Sciences, Central Michigan University

Lesa Smith, CFRE is an experienced development officer with more than ten years of experience in special giving, major gifts, and planned/estate giving. Prior to her work in the development field, she worked for over ten years for both the Michigan Chamber of Commerce and the Lansing Regional Chamber of Commerce. She enjoys working in development as it provides her with opportunities to generate financial support for programs, scholarships, etc. This work often offers benefits

to deserving individuals whose lives are changed by this support. She is allowed to meet and work with a diverse group of people with common interests in helping students obtain an education and reach their goals.

As the Director of Development for Central Michigan University's College of Humanities and Social and Behavioral Sciences, Lesa plans, implements and manages a comprehensive \$1,000,000 development program in support of the college and department priorities with an emphasis on major gift fundraising while also functioning as a member of the University Advancement team. She directs major gift program for the college toward strategies to increase and secure the number of \$25,000+ donors. She has extensive fundraising experience and is a Certified Fund Raising Executive. She is currently pursuing a master's degree in Public Administration at Central Michigan University. to continue to grow her career in the not-for-profit world.