

Virginia Webb serves as Faculty Practitioner within the graduate program in nonprofit management and philanthropy. To this role, Webb brings extensive experience and expertise in all aspects of fund development. She teaches the Annual Giving and Donor Relations course.

Webb is currently employed at Western New England College as a Project Manager. Previously, she served jointly as the first Diocesan Director of Stewardship and Development and the Executive Director for the Foundation of the Roman Catholic Diocese of Springfield. While at the Diocese of Springfield, Webb established and coordinated two diocesan departments and programs. She was responsible for all aspects of the fund development program including the annual fund drive, stewardship development and training, planned giving, leadership gifts, prospect research and capital campaign oversight. She also oversaw professional advancement directors in Catholic high schools and elementary schools, raising over \$27 million in annual giving and \$38 million in capital campaign donations. Webb established the foundation's protocols, procedures, leadership and planned giving societies, and established a diocesan web page for online donation, stewardship and development.

Webb also works as a consultant establishing stewardship councils, development councils, parish capital campaigns, and other development efforts throughout the pioneer valley. She has taught training seminars in Grant Writing, Marketing, establishing Advancement Plans, and annual fund drives as well as led parish and school development training in stewardship practices and development strategies, methods, and protocols.

Webb is a member of the Western MA Chapter of the Association of Fundraising Professionals, President of the Western MA Chapter of AFP (2006-2008), a member of the International Catholic Stewardship Council, and a Diocesan member of the Springfield Chamber of Commerce. Webb also serves as a member of the NMP advisory board.

Ms. Webb received her graduate degree from Our Lady of The Elms College (Master's in Applied Theology) and her baccalaureate degree from Good Counsel College in White Plains, NY.