

**Darin Paine**  
**Visiting Assistant Professor**  
**Department of Agricultural Sciences**  
**College of Science and Engineering Technology**  
**Sam Houston State University**

**Adjunct Instructor**  
**Hollingsworth Center for Ethical Leadership**  
**School of Military Science**  
**Texas A&M University**

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**Formal Education:**

PhD	2018	Texas A&M University, Agricultural Leadership, Education and Communications (ALEC) Dissertation: Agricultural Extension and Production Agriculture The Good, The Bad and The Opportunity
MS	2011	University of Florida, Entrepreneurship – Executive Program, Resident and Distance
BA	2001	Oregon State University, New Media Communication, Minor, Spanish

**Certificates:**

2016 Non-Profit Management, Bush School of Government & Public Service, Texas A&M University  
2015 Grant Writing, Texas A&M University

**Research Interests:**

For-profit organizations and their partnerships with non-profit universities, specifically related to program funding, program development, operations and outcomes for all parties involved.

**PROFESSIONAL EXPERIENCE:**

**Sam Houston State University**

Visiting Assistant Professor 2019 – Present  
Teach online courses for Sustainable Agriculture & Food Environment (S.A.F.E.) master's program in Agricultural Sciences department, SAFE 5331(Sustainable Energy and Resources). Teach online course, ACOM 3360 (Communication Skills for Agriculturalists), to undergraduates.

**Texas A&M University**

Adjunct Instructor 2016 – Present  
Instruct undergraduate courses – SOMS 481, 482 'Executive Leadership', ALED 440

‘Leading Change’

Guest speaker in multiple classes related to development, corporate support, leadership

Associate Director Texas A&M AgriLife Extension 2016 - 2019

Responsibilities include: Curriculum development and training for Texas Rural Leadership Program. Identify sources of industry and foundation support for programs, research and educational funding objectives. Provide guidance and coordination in the preparation, cultivation and solicitation process, including writing grants and proposals for corporate and foundation prospects. Instruct and coordinate community engagement, development training and relationship building internally and externally.

Director of Development Texas A&M University Foundation 2013 - 2015

Responsibilities included: Provide guidance and coordination in the preparation, cultivation and solicitation process, including writing grants and proposals for corporate and foundation prospects. Establish effective stewardship and reporting systems for corporate and foundation relations. Work collaboratively with other corporate and foundation relations directors across campus to maximize and leverage opportunities, communicating effectively and regularly attending CFR meetings and workshops. Host corporate and foundation representatives during campus visits. Develop funding and management budgets for programs. Create and/or revise marketing materials needed for existing or new programs.

**The Nature Conservancy** Montana Chapter 2013

Director of Philanthropy

Responsibilities included: Coordinated with State Director and the Montana Philanthropy team to plan, implement and coordinate effective multi-year strategies and plans for leading institutional gift prospects, including corporate and foundation donors. Managed and implemented projects, directed work of staff, managed budget, and set deadlines. Participated in negotiations for complex and high profile agreements including World Wildlife Fund, National Cattlemen’s Beef Association, Wal-Mart and McDonald’s.

**Montana State University** College of Agriculture 2011-2012

Director of Development

Responsibilities included: Established, through major gift donations, endowed funds for faculty and student support. Developed relationships with new or disconnected alumni in order to solicit major gifts, resulted in first endowed chair positions. Contributed to college’s electronic and print publications content and design. Liaison for the College of Ag and agriculture groups throughout the state of Montana.

Guest Lecturer

Agriculture 101 – Introduction to Development

**University of Florida** Health Sciences 2009-2011

Associate Director of Development

Responsibilities included: Implemented a broad range of major gift fundraising activities including alumni events and special fundraising projects. Increased annual donations by over 200% in first year of managing 4PD Giving Challenge. Managed volunteers, their activities

and volunteer committees. Member Financial Aid and Awards committee, maintained scholarship details and determined amounts to be awarded. Managed the alumni affairs coordinator and assisted with coordination of alumni and stewardship programs. Contributed to the college's electronic and print publications, including development of annual fund brochure.

**Oregon State University** Athletics 2006-2009

Regional Director of Development

Responsibilities included: Consistently met annual major gift fund-raising goals and increased season ticket sales. Lead fundraiser for the boathouse project, a capital campaign priority project. Organized events, including kick-off; supervised the development of boathouse fund-raising materials; coordinated publicity and media relations; and researched and cultivated relationships with disconnected rowing alumni. Increased fund donations and local event participation in neglected regions. Worked directly with Sr. Dir of Development, Athletic Dir, Associate Athletic Dir, alumni association and coaches. Coordinated premium seating and associated donations including suite, club and loge levels. Recruited and managed several volunteer committees made of up regional donors and rowing alumni. Contributed to the strategic planning of the athletic fund-raising projects included in OSU's first capital campaign.

Guest Speaker

Boathouse Campaign Kickoff Event, Regionally hosted donor events, Everyday Champions events

**Rose City Radio/Clear Channel Radio** 2001 – 2006

Sales, Public Relations, Marketing

Responsibilities included: Generated new accounts; managed and expanded existing accounts. Developed marketing campaigns and promotions for clients, including copywriting and production. Worked with General Sales Manager, Program Director, Promotions Director, traffic and production departments. Copy wrote and produced on-air segments.

**Professional Engagement:**

American Association of Agricultural Education – Member	2017-present
Aggie Graduate and Professional Community Club – Mentor	2016-2017
College Station ISD, District Wide Education Improvement Council – Member	2016-present
National Agricultural Alumni and Development Association (NAADA) – Member, Conference Chair 2015	2011-2017
USAF Sexual Assault Prevention and Response – Victim Advocate	2013-2015
Student-Athlete Mentorship program – Mentor	2006-2012
Financial Aid and Awards committee – Member	2009-2011
National Association of Collegiate Directors of Athletics (NACDA) – Member	2006-2009
Council for Advancement and Support of Education (CASE) – Member	2006-2012
Everyday Champions Committee – Member	2006-2009

**GRANTS AND FUNDING RECEIVED:**

\$750,000 – Mudd Family Endowment in support of DeWitt County AgriLife Extension  
\$50,000 – Capital Farm Credit in support of Texas A&M AgriLife Extension programs  
\$50,000 – Target, Inc. in support of leadership training for students  
\$25,000 – Smith Family in support of Teaching and Research Gardens  
\$25,000 – Tyson Foods executive in support of scholarships  
\$10,000 – Houston Safari Club in support of 4-H Shooting Sports  
\$10,000 – Cactus Feeders in support of student Agricultural Advocacy group

**MILITARY EXPERIENCE:**

**United States Air Force**                      Air National Guard                      2004 - Present

Technical Sergeant, Training Instructor

Responsibilities include: Supporting homeland security in and around Texas. Manage and maintain aircrew flight and survival equipment. Provide instruction for F-15 and RC-26 pilots in Survival, Evasion, Resistance, and Escape (SERE) training, Water Survival training and high altitude air pressure training. Duty stations: Oregon, Florida, Montana and Texas.