

DAN COONAN

SUMMARY

The majority of my twenty years of experience in higher education involves direct oversight of ambitious athletic programs at respected academic universities. I relish that particular challenge. I spent eleven years as the Director of Athletics at Santa Clara University and six years at the University of California, Berkeley. As Executive Associate AD at Cal I had primary oversight of football at the time of the biggest reversal of fortunes in the program's history. I ran the search that resulted in the hiring of Jeff Tedford – who became the winningest coach in Cal football history. Our student-athletes at Santa Clara graduated in impressive numbers and posted an average GPA that often exceeded that of the overall student-body. I co-founded Santa Clara's Institute of Sports Law and Ethics, and I spent four years as Chairman of the Board of Directors for the Bay Area's largest homeless shelter network – InnVision/Shelter Network. I ran the enforcement department of the Pac-10 Conference Office for three years. I have a law degree and practiced business law in Los Angeles for 7 years. I presently oversee all fundraising for the Archdiocese of Los Angeles – the largest Archdiocese in the country.

PRESENT EMPLOYMENT:

ARCHDIOCESE OF LOS ANGELES, Los Angeles, CA **EXECUTIVE DIRECTOR OF DEVELOPMENT**

(April 2015 to present)

Oversee all aspects of Development for the Archbishop and the Archdiocese of Los Angeles – the largest Archdiocese in the country with 265 parishes and 5 million parishioners. Starting up the first-ever central development and fundraising office for the Archdiocese. Oversee annual campaigns, capital campaigns, planned giving, and foundation giving, and hiring a staff of fundraisers and support. Coordinate, professionalize and prioritize all fundraising endeavors for the Archdiocese. Raised \$18 million in 2015 annual campaign (the most ever). I have brought in three multimillion dollar gifts.

PREVIOUS EMPLOYMENT AND EXPERIENCE:

SANTA CLARA UNIVERSITY, Santa Clara, CA **DIRECTOR OF ATHLETICS AND RECREATION**

(August 2004 to April 2015)

Oversaw 19 intercollegiate athletics programs (375 athletes) and comprehensive campus recreation program. Oversaw a \$15 million budget with 80 employees and a “volunteer army” of 150. Work with an Athletics Board of 26. Acted as the “public face” of Santa Clara Athletics.

Accomplishments:

- Won WCC Commissioner's Cup twice (the first in school history) and finished runner-up three times. (Despite offering the fewest scholarships in the Conference and having the second lowest budget.)
- Five teams appeared nationally in the top 15 – three in the top 10.
- Two teams advanced to the NCAA final four in their sport - women's volleyball (the first ever from our Conference) and women's soccer.

- Raised \$2.1 million annually in operational and scholarship funds from individual donors.
- Raised roughly \$400,000 annually in corporate sponsorships.
- Raised funds for and constructed a new \$4 million aquatics complex, and a new \$5.7 million softball stadium.

- Partnered with SCU Law School and Ethics Center to create the Institute for Sports Law and Ethics – which conducts an annual Symposium that generates national media attention and annually administers a national award for ethics in sports – the only such award of its kind.
- Drafted and implemented two new comprehensive strategic plans.
- Instituted “Bronco Leadership” – a formal leadership training program for student-athletes identified as future leaders in each program.
- Sent a weekly e-mail to supporters that reaches 26,000 people.
- Started a very popular Athletics quarterly magazine – Bronco Sports.
- My final reporting cohort of student-athletes graduated at a rate of 91% - four points higher than the overall student-body.
- Overall student-athlete cumulative GPA exceeded 3.0 in twenty-one of the last twenty-two quarters.
- Reinstated the Bronco Band, and re-energized basketball game-day atmosphere.
- Was chosen by WCC Commissioner to lead the first-ever Sportsmanship Committee in 2009.
- Men’s basketball won 24 games in 2011 and 26 games in 2013– the most wins in nearly thirty years.
- Instituted a successful Bay Area Intercollegiate Athletics Mentoring Day for staff members in university athletic departments.

INNVISION THE WAY HOME San Jose, CA

(now InnVision/Shelter network)

CHAIRMAN OF THE BOARD OF DIRECTORS

(Board member from 2008 through 2013, Chairman from Jan 2010 - Dec 2013, the final two years as Co-Chair)

Board chair for the largest homeless shelter network in the Bay Area, which manages 18 facilities serving 30,000 homeless a year. Instrumental in seeking a merger partner for InnVision and closing a successful merger with Shelter Network. Managed the CEO and, together with the rest of the Board, set overall policy and direction of the organization.

UNIVERSITY OF CALIFORNIA, BERKELEY, Berkeley, CA

EXECUTIVE ASSOCIATE ATHLETIC DIRECTOR

(August 2001 to August 2004)

Hired in August of 2001 to lead revenue sports (football, men’s and woman’s basketball and women’s volleyball), restore a culture of compliance and integrity to a program in the throes of a major NCAA infractions inquiry, and fill in for the Athletic Director at Conference and University meetings (AD was the Head Crew Coach).

Accomplishments:

- Ran a successful search for a Head Football Coach resulting in the hiring of Jeff Tedford, who engineered the biggest single season turnaround in the nation by taking a 1-10 team and finishing 7-5 in 2002 and went on to become Cal’s all-time winningest head coach. Negotiated and drafted the initial contract for Tedford as well as a contract extension.
- Negotiated Cal’s first ever multi-sport apparel and equipment sponsorship with Nike, which included football, basketball and eighteen other sports.
- Represented Cal at an NCAA Committee on Infractions Hearing and at an NCAA Appeals Hearing in connection with an academic fraud matter that I had prosecuted while serving as Assistant Commissioner for Governance and Enforcement at the Pac-10. The scholarship penalty imposed by the NCAA was completely reversed on appeal.

- Served as chief author and point person for Cal's NCAA Certification efforts.
- Developed a mentorship program which pairs student-athletes with captains of industry in their chosen field.
- Sears Cup finish: 12th in 2001, 9th in 2002, 9th in 2003.

PACIFIC-10 CONFERENCE, Walnut Creek, CA
ASSISTANT COMMISSIONER FOR GOVERNANCE & ENFORCEMENT (November 1998 to July 2001)

Enforcement

Managed all aspects of the Pac-10's NCAA and Conference rules enforcement program, including investigating and prosecuting NCAA infractions cases within the Conference.

Governance

Directed the Conference's role in the NCAA legislative and governance process, including drafting and submitting NCAA rules proposals. Managed the process by which the Conference conducts business. Organized and oversaw Conference Executive Council meetings.

Miscellaneous

Served as chief advisor and counsel to the Commissioner on all Conference and NCAA issues. Represented Commissioner at Collegiate Commissioners Association meetings and conference calls as needed. Acted as sport liaison for multiple Pac-10 sports. Organized Pac-10 Gambling Issues Committee, and served as point person for the Conference on gambling issues. Conducted campus rules audits and rules education sessions.

UNIVERSITY OF SAN FRANCISCO, San Francisco, CA
PART-TIME FACULTY, SPORT & FITNESS MANAGEMENT

(January 1997 to June 2001)

Taught a graduate level course in Sports Law on a part-time basis at night while working for Cal and the Pac-10.

UNIVERSITY OF CALIFORNIA, BERKELEY, Berkeley, CA
ASSISTANT ATHLETIC DIRECTOR – LEGAL AFFAIRS, COMPLIANCE & PERSONNEL (July 1995 to November 1998)

Legal Affairs

Primary responsibility for all legal matters arising within the Athletic Department, including monitoring any litigation, drafting and review of legal documents, including coaches' contracts, television and radio contracts, sponsorship agreements, and event contracts. Conducted two sexual harassment investigations. Negotiated Cal football and basketball sport agreements with Nike.

Compliance

Primary responsibility for ensuring that all coaches, students, staff and alumni comply with NCAA and Pac-10 rules.

Personnel

Supervised Human Resources staff for the Department of Intercollegiate Athletics and Recreational Sports (240 employees).

CENTRAL CONNECTICUT STATE UNIVERSITY, New Britain, CT

ASSISTANT ATHLETIC DIRECTOR (January to July 1995)

Primary responsibility for all aspects of Department's compliance program. Filled in for Athletic Director at Conference meetings following Director's resignation. Drafted and reviewed contracts for the Department.

UNIVERSITY OF NOTRE DAME, Notre Dame, IN

COMPLIANCE ASSISTANT (August to December, 1994)

Provided and documented day to day in-house NCAA rules interpretations. Met with coaches and administrators to help formulate University's position on NCAA legislative proposals, and drafted report. Prepared in-house Title IX/gender equity status report.

PATRICIA LARSON FOR CONGRESS CAMPAIGN, Palm Springs, CA

FINANCE DIRECTOR (March – July 1994)

Managed all financial aspects of a U.S. Congressional campaign, including fund-raising and FEC reporting. Monitored compliance with FEC rules. Gave speeches throughout the district for the candidate.

NAKAHARA & LANE, ATTORNEYS, Torrance, CA

PARTNER (March 1992 – March 1994)

General business and corporate law practice, including litigation and transactional work, and comprehensive estate planning and probate.

SMITH & HILBIG, ATTORNEYS, Torrance, CA

ASSOCIATE ATTORNEY (June 1987 to March 1992)

Corporate law practice encompassing virtually all aspects of corporate law, including both litigation and transactional work.

EDUCATION:

UNIVERSITY OF NOTRE DAME, Notre Dame, IN

B.A. Business Administration (Accounting Emphasis), 1984

LOYOLA LAW SCHOOL, Los Angeles, CA

J.D. 1987

Loyola Law Review, 1986-87

PROFESSIONAL ORGANIZATIONS:

San Jose Sports Authority Board of Directors; Co-founder and Board member of Santa Clara Institute for Sports Law and Ethics

PERSONAL INTERESTS:

History, politics, fitness, all sports, family, writing, combatting homelessness