



Jake Rohrer

ESC Consultant Since: 2010

Education:

M.B.A., Marketing, Stanford University Graduate School of Business

B.A., History, Kenyon College

AREAS OF EXPERTISE: Events, business management, annual giving, strategic planning, customer and vendor relations

NONPROFIT HEALTHCARE PROFESSIONAL EXPERIENCE: Jake was the Director of General Fund Development for Hoag Hospital Foundation, where he managed community outreach events that generated annual net proceeds of \$5 million. His other duties included managing over 1,000+ volunteers and staff relationships, leading marketing and PR and handling corporate sponsorship sales. He also provided direction and support in programming for Hoag's 552 Club, a 3,500-member volunteer organization.

PRIVATE SECTOR AND GOVERNMENT EXPERIENCE: Jake was Vice President of Business Development for Herr's Pacific, a full-line wholesale distributor of art, craft and architectural supplies. Previously, Jake was President of Pacific Creative Distributors, President of Hines Wholesale Nurseries, and served in management positions at Memorex Corporation and the Clorox Company. He has also worked as a real estate project consultant, offering assistance with the marketing and financing of commercial and multi-family projects, and served as an administrative officer in the US Army.

NONPROFIT VOLUNTEER EXPERIENCE: Jake served on the Hoag Hospital Foundation Board of Directors as Vice Chairman and as the President of the Hoag 552 Club. He also was the co-chairman of the Toshiba Classic golf tournament for seven years, where he organized and managed 950 volunteers in 20+ committees to consistently raise \$1 million in annual net proceeds. Jake has served as a fundraising team leader for reunion campaigns for both Kenyon College and Stanford Graduate School of Business. He currently serves on the Stanford Business School Fund Council.

EXAMPLES OF ESC CLIENTS: Down Syndrome Foundation of Orange County, Vocational Visions, American Youth Soccer Organization, Junior Achievement of Greater Los Angeles, Venture Strategies Innovations, Extraordinary Families, College Bound, RAND Corporation

INTERESTS: Golf, swimming, grandsons