



Glenn Callihan

Chief Development Officer

Children's Home Society of Florida

Glenn Callihan has over 25 years of experience in leadership positions for large nonprofit brands.

For the past 17 years, he's excelled in executive roles for American Cancer Society (ACS). With ACS, he successfully led long-range and metric-based strategies, managed a team of 200 team members – with 12 direct reports, thousands of volunteers and a support base of hundreds of thousands. His recent experiences included driving large-scale fundraising operations in excess of \$50M with a history of double-digit increases year over year. Under his leadership, Glenn led teams who have collectively raised over \$425M.

His largest corporate gift was over \$6M and largest individual gift was \$1.5M. Glenn is well-known at ACS for a strong staff retention program, where he achieved an 88% retention rate. He helped bring a child's vision to life and championed an initiative that has become the organization's signature pediatric cancer fundraising strategy, Gold Together. He has equally strong experience in establishing corporate campaigns through cause marketing, employee engagement, sponsorship, payroll campaigns and mission program support.

Prior to ACS, Glenn received a bachelor's degree in psychology from Edinboro University of Pennsylvania. While working at Goodwill Industries of Pittsburgh, he earned a master's degree in business and administration from Indiana University of Pennsylvania.

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