

Angela M. Garcia Falconetti, Ed.D.

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Education

Post-Doctoral Fellowship, The University of Texas at Austin, Department of Educational Administration, Community College Leadership; U.S. Department of Education, Office of Vocational and Adult Education, 2007-2008

Ed.D., University of North Florida, Educational Leadership specialization with Postsecondary Administration and Adult Education cognate, 2007

Dissertation: Articulation, Academic Progress, and Graduation: A Comparison of Community College Transfer and Native Students in Selected Florida Universities

M.Ed., University of North Florida, Educational Leadership specialization with Instructional Leadership cognate, 2001

B.A., New York University, Liberal Arts specialization with Communications and Education cognate, *summa cum laude*, 1998

Certifications

CFRE International, Certified Fundraising Executive, 2016

Florida Department of Education, Educator Certification Specialist, 2001

George Washington University (Oviedo, Spain), Spanish Certification, 1993

National Fellowship: American Council on Education, current

Virginia Statewide Service: Taskforce, *Complete 2021* Strategic Plan, Virginia Community College System; Chair, *Complete 2021*, Alignment between K-12, Community Colleges, Four-year Institutions and the Workforce; Facilitator, Virginia's Community Colleges, institutional advancement strategic plan

Bilingual: Spanish and English

Professional Experience

2012-present **Vice President, Institutional Advancement, Virginia Western Community College; Executive Director, Virginia Western Community College Educational Foundation, Inc.; Roanoke, VA**

Areas of responsibility include: Designee for external affairs; legislative affairs; resource development; economic development; strategic planning; and public records requests. Oversight of the Educational Foundation; Grants; Marketing, Public Information, Graphic Design, and Events. Manage a staff of 12 and serve a 30-member Board.

Major accomplishments include:

- *Served as acting president in the absence of the president.*
- *Led three enrollment marketing campaigns focusing on transfer to four-year institutions and the completion of workforce credentials.*
- *Facilitated the development of two strategic plans, Revision 2015 and Success 2021, focused on student success, completion, and employment.*
- *Advocated for legislation for Virginia's Community Colleges in Richmond, specifically for Virginia's first workforce credential grant program.*
- *Collaborated with Virginia Polytechnic Institute and State University to publish regional economic development research supporting academic and workforce programs in meeting industry needs.*
- *Developed the partnership and curriculum for workforce training for the region's hospitality industry.*
- *Led four successful foundation audits; five annual budgets; and ensured the soundness of the fiscal and investment management of funds.*
- *Led the solicitation and acquisition of a \$5 million gift benefiting science, technology, engineering, math, and healthcare students – the largest gift in the history of the Virginia Community College System and one of the largest dedicated to scholarships in the U.S.; the gift moved Foundation from 14th to 4th in assets among Virginia's 23 community colleges and doubled Foundation assets in one year.*
- *Secured approximately \$6 million in gifts to support the no-cost tuition Community College Access Program, academic scholarships, and the College's first workforce scholarship.*
- *Accomplished a \$10 million campaign one year prior to and surpassed the Board designated goal by approximately \$1 million, including program funds benefiting faculty and staff.*
- *Led a 618% increase in applications for the Community College Access Program as a result of expanding the program to serve the College's entire service district.*
- *Oversaw securing approximately \$12 million in grant funding from the National Science Foundation expanding the mechatronics program; the U.S. Department of Labor providing career and technical training for unemployed adults; and the U.S. Department of Education supplementing resources for low-income students and students with disabilities.*

Daytona State College

2009-2012 Vice President, Planning, Development, and Institutional Effectiveness

Areas of responsibility included: Led institutional effectiveness; College governance structure; strategic, annual, and unit planning; reaffirmation efforts, Southern Association of Colleges and Schools; and international affairs. Oversight of Institutional Research; Global Education and Affairs; Faculty and Staff Organizational Development; Grants; the Presidential Ambassador program; and the University Center. Managed a staff of 15.

Major accomplishments included:

- *Led the development of the College's strategic plan focused on quality programs and services; included students, board members, and additional internal and external stakeholders.*

- *Led the University Council and developed articulation agreements with over 10 public and private universities ensuring ease of student transfer.*
- *Implemented an institutional unit planning software, Strategic Planning OnLine.*
- *Developed an institutional effectiveness system focused on student learning outcomes in preparation for reaffirmation by the Southern Association of Colleges and Schools.*
- *Led an institutional faculty and staff leadership development institute graduating approximately 210 employees.*
- *Led in-service programming for faculty and staff and three faculty symposiums.*
- *Developed the proposals for the bachelor of science in engineering technology and the associates degree in Music Production Technology; facilitated approval by the State Board of Education and the Southern Association of Colleges and Schools.*
- *Obtained \$1.2 million in operating funds for new initiatives through the College's Planning Council to support enrollment, retention, diversity, and facility services.*
- *Secured international grants of over \$3 million leading the College as the first of six to secure a Community College Initiative grant through the U.S. Department of State to build technical skills, enhance leadership capabilities, and strengthen English language proficiency.*
- *Led meetings to support the creation of community colleges in the Dominican Republic and the Bahamas.*
- *Led the College in hosting the 2011 annual Community Colleges for International Development meeting.*
- *Collaborated to secure \$24 million in grants including support for students with disadvantaged backgrounds; first-generation students; students with disabilities; adults returning to gain workforce skills; and career and technical programs.*

2009 Interim Vice President, Institutional Advancement; Executive Director, Daytona State College Foundation

Areas responsibility included: Led community outreach; public relations; fundraising; events; marketing; graphic design; and advertising of Foundation initiatives; and senior programs. Management of Raiser's Edge Software. Managed staff of 6 and served a 30-member Board.

Major accomplishments included:

- *Developed and implemented a strategic operating plan in collaboration with the Foundation Board; collaborated to add three committees to the Foundation Board.*
- *Oversaw the successful management of Foundation funds, the annual budget, and audit.*
- *Raised \$305,000 through events that included Olympic medalists, such as Ryan Lochte, NASCAR drivers, such as Richard Petty, and political figures, such as Mike Reagan.*
- *Increased academic, workforce, and transfer scholarship funds by 10.2%.*
- *Secured \$52,300 in grant funds for academic scholarships.*
- *Facilitated a partnership with The Arc of Volusia providing institutional support for adults with intellectual and developmental disabilities.*

2008 Dean, Transitional and Institutional Effectiveness Services

Areas of responsibility included: Documented the transition of Florida's previous community college system to The Florida College System. Created and Chaired a College-wide Institutional

Transition Committee. Assisted with College-wide planning, surveys, and economic impact studies.

Major accomplishments included:

- *Developed a campus-wide model supporting the College community with the transition from a community college to a state college.*
- *Conducted and disseminated research in preparation for a baccalaureate in engineering technology.*

2008 Education Program Specialist/Special Assistant to the Deputy Assistant Secretary for Community Colleges, U.S. Department of Education, Office of Vocational and Adult Education, Washington, D.C.

Areas of responsibility included: Served as a Special Assistant to the first Deputy Assistant for Community Colleges and the Assistant Secretary for national and international community college relations.

Major accomplishments included:

- *Organized an international meeting for former U.S. Secretary Margaret Spellings on the development of community colleges in the Broader Middle East and North Africa Region to include over 30 delegates in collaboration with the U.S. Department of State and USAID; evolved into a grant offered by the U.S. Department of Education and Community Colleges for International Development.*
- *Presented regarding Perkins funding to workforce partners such as the national heating, ventilation, air conditioning, and refrigeration association.*
- *Planned a national conference on community college research, policy, and practice to include over 20 accomplished scholars and practitioners.*
- *Reviewed empirical research papers for publication by the U.S. Department of Education.*
- *Developed speeches for the former Deputy Assistant and the Assistant Secretary regarding the impact of the nation's community colleges; edited speeches for former U.S. Secretary Margaret Spellings.*
- *Drafted publications for the assistant secretaries for the Community College Week and Inside Higher Education.*
- *Reviewed national career and technical education grants for the U.S. Department of Education and senior programs for the American Association of Community Colleges.*
- *Represented the Deputy Assistant Secretary and the Assistant Secretary at national and international meetings such as the national legislative summit of the American Association of Community College Trustees.*

2007 Research Associate, Community College Survey of Student Engagement/Survey of Entering Student Engagement, The University of Texas at Austin, Austin, TX

Areas of responsibilities included: Researched the progress of participating community colleges across the country respective to student engagement.

Major accomplishments included:

- *Published and marketed national research reports for community college pilot programs of the Survey of Entering Student Engagement.*

University of North Florida

2005-2007 Assistant Vice President, Student Affairs, Division of Student Affairs

Areas of responsibilities included: Led community outreach; public relations; fundraising; marketing; advertising; international recruitment; the Golden Key International Honour Society; and the Parent and Family Association for student affairs. Managed a staff of 3 and served a 25-member Board.

Major accomplishments included:

- *Developed the Divisional infrastructure and documentation for the reaffirmation visit of the Southern Association of Colleges and Schools.*
- *Conducted the National Survey of Student Engagement; coordinated to increase the number of students involved in campus life by 19.8%.*
- *Initiated the first Parent and Family Association with a first-year membership of approximately 300 and hosted annual parent orientation sessions and programming.*
- *Increased the membership of the Golden Key International Honour Society by 53.2%.*
- *Established the first foundation board of directors for student affairs.*
- *Obtained a major gift of \$500,000 from the National Football League to support athletics.*
- *Supported student conduct hearings; student government; student life; and diversity programs for students, faculty, and staff.*

2004-2005 Director, Development, Division of Student Affairs

2003-2004 Assistant Director, Development and International Recruitment, Division of Student Affairs

2000-2003 Academic Advisor, College of Education and Human Services, Office of Student Services

Faculty/Teaching Experience

Adjunct Faculty, Daytona State College, College of Business, Engineering, and Technology; Leadership, 2010-2011

Adjunct Professor, Florida State College at Jacksonville, Performing and Visual Arts; Dance Department, 1999-2000

Guest Lecturer, 14 guest lectures for undergraduate, graduate, and doctoral students at three community colleges and two universities in Florida, 2000-2011

Doctoral Committee, Florida Atlantic University, College of Education, Department of Educational Leadership and Research Methodology, Higher Education Leadership Doctoral Program, *A Prediction Model for Institutional Effectiveness of Community Colleges in Florida Using Persistence Rates as the Performance Indicator*, 2010

Publications

Falconetti Garcia, A.M. (2016). Major giving fuels community colleges as economic engines: A journey in major gift programming. *Journal of Education Advancement and Marketing*. London: Henry Stuart Publications.

Floyd, D. L., & **Falconetti, A. M.** (2013). The applied and workforce baccalaureate. *New Directions for Community Colleges*.

Floyd, D. L., & **Falconetti, A. M.** (2013). Editors Notes. *New Directions for Community Colleges*.

Floyd, D. L., & **Falconetti, A. M.** (2013). The applied and workforce baccalaureate: Revolutionary or evolutionary? *New Directions for Community Colleges*.

Floyd, D. L., & **Falconetti, A. M.**, & Felsher, R. A. (2013). Applied and workforce baccalaureate models. *New Directions for Community Colleges*.

Floyd, D. L., & **Falconetti, A. M.** (2013). What does the “state” in State Colleges really mean? *Community College Baccalaureate Association*.

Floyd, D. L., & **Falconetti, A. M.** (2012). The baccalaureate movement in Florida: A decade of change. *Alternative Pathways to the Baccalaureate, chapter 7*. Stylus Publishing.

Falconetti Garcia, A. M. (2009). The perceived effects of state governance decentralization on baccalaureate articulation. *Community College Journal of Research and Practice*, 33(2), 177-194.

Falconetti Garcia, A. M. (2009). 2+2 Statewide articulation policy, student persistence, and success in Florida universities. *Community College Journal of Research and Practice*, 33, 238-255.

Falconetti Garcia, A. M., & Jones, J. T. (2009). The community college transfer student transfer student and articulation services in selected public universities: Myths and realities. *The Journal of College Orientation and Transition*, 16(1), 5-24.

Floyd, D. L., **Falconetti Garcia, A. M.**, & Hrabak, M. (2009, February). Baccalaureate community colleges: The new Florida College System. *Community College Journal of Research and Practice*, 33(2), 195-202.

Floyd, D. L., Hrabak, M., & **Falconetti Garcia, A. M.** (2009, February). Introduction to the special issue on the community college baccalaureate. *Community College Journal of Research and Practice*, 33(2), 85-89.

Awards/Honors

John and Suanne Roueche Endowed Scholarship Recipient, Community College Leadership Program, The University of Texas at Austin, 2007-2008

Edmund Gleazer Endowed Scholarship Recipient, Community College Leadership Program, The University of Texas at Austin, 2008

New American Scholar, Community College Leadership Program, The University of Texas at Austin, 2008
Outstanding Research Award, National Orientation Directors Association, 2007
Outstanding Dissertation Award, University of North Florida, 2007
Graduate Student Grant Recipient, Southern Association of Colleges and Schools, 2006
Graduate Students' Representative Outstanding Service Award, Southwest Educational Research Association, 2004
Outstanding Academic Advisor, University of North Florida, 2000

Leadership Programs

Advancing to the Presidency, American Council on Education, 2016
Executive Leadership Institute, League for Innovation in the Community Colleges, 2015
Chancellor's Leadership Seminar, Florida Division of Colleges, 2010
Chancellor's Leadership Seminar, Florida's Division of Community Colleges, 2007

Selected Professional Activities

American Educational Research Association, 2003-2008
Awards Chair, Experiential and Service Learning Special Interest Group, 2003
Treasurer and Secretary, Mentorship Special Interest Group, 2003-2005
Association for the Study of Higher Education, 2007-2012
Association of Fundraising Professionals, 2003-2007, 2009, 2012-2016
Community College Baccalaureate Association, 2007-2012
Council for Advancement and Support of Education, 2003-2007, 2009, present
Council for Resource Development, 2011-2016
Council for the Study of Community Colleges, 2007-2012
Educational Policy Institute, 2007-2012
Mid-South Educational Research Association, 2003-2008
National Academic Advising Association, 1999-2007
NASPA – Student Affairs Administrators in Higher Education, 2001-2007
National Orientation Directors Association, 2007-2012
Society for College and University Planning, 2008-present
Southern Regional Council of Educational Administration, 2001-2005

Editorial Boards

Community College Journal of Research and Practice, 2008-2013
Associate Editor, Journal for College Orientation and Transition, 2009-2013

Selected Workshop/Conference Presentations (approximately 40 state and national presentations)

Rainone, J., Sopcich, J., **Falconetti, A.M.**, & Almquist, J. (2016, April) *The CEO-CDO relationship*. A presentation during the annual meeting of the American Association of Community Colleges in Chicago.

Falconetti, A. M., & Herbert-Ashton, M. (2015, October). *Funding the opportunity and achievement gap: Bridging the financial divide for the 21st century students*. A presentation to the Council for Resource Development in Washington, D.C.

Falconetti, A. M. (2014, August). *Virginia's institutional advancement 2021 strategic plan*. A presentation to the institutional advancement professionals of Virginia's Community Colleges in Glen Allen, Virginia.

Sandel, R. H., & **Falconetti, A. M.** (2013, May). *The institution in institutional advancement: Advancing Virginia Western's image through marketing, grants, and fundraising*. A presentation to the Foundation Board of John Tyler Community College in Richmond, Virginia.

Brazier, E., & **Falconetti Garcia, A. M.** (2009, March). *Community college baccalaureate models, the Texas two-step and 2+2 articulation in Florida*. A paper presented at the annual conference of the Community College Baccalaureate Association in Reno, Nevada.

Floyd, D. L., Walker, K. P., **Falconetti Garcia, A. M.**, & Hrabak, M. (2009, March). *Florida Senate Bill No. 1716: An overview of the Florida College System and state colleges*. A paper presented at the annual conference of the Community College Baccalaureate Association in Reno, Nevada.

Falconetti Garcia, A. M., & Jones, J. T. (2008, November). *Creating a seamless pathway for community college transfer students: Maintaining system-wide compliance in a decentralized state university system*. A paper presented at the annual conference of the Association for the Study of Higher Education in Jacksonville, Florida.

Falconetti Garcia, A. M. (2008, May). *The myths and realities of community college transfer student success in an articulated 2+2 environment*. A paper presented at annual conference of the Educational Policy Institute in San Diego, California.

Falconetti Garcia, A. M. (2008, April). *The effects of decentralization on articulation pathways to the baccalaureate: A study of community college transfer and first-time-in-college students in selected Florida universities*. A paper presented at the annual conference of the Council for the Study of Community Colleges in Philadelphia, Pennsylvania.

Falconetti Garcia, A. M. (2008, March). *The impact of the 2+2 statewide articulation policy on student persistence and success in selected Florida universities*. A paper presented at the annual conference of the American Educational Research Association in New York, New York.

Falconetti Garcia, A. M. (2007, November). *Articulation, academic progress, and graduation: A comparison of community college transfer and native students in selected Florida universities*. A paper presented at the annual conference of the Mid-South Research Association in Hot Springs, Arkansas.

Selected College Activities

Co-Chair, Strategic Planning Steering Committee, Virginia Western Community College, 2012-present

Chair, Vice President, Workforce Development Search Committee, Virginia Western Community College, 2014

Institutional Review Board, Virginia Western Community College, 2012-2014

Chair, Planning Council, Daytona State College, 2008-2012

Advisor, Planning Council, Faculty and Staff Development Committee, Daytona State College, 2008-2012

Institutional Review Board, Daytona State College, 2008-2011

Chair, SACS Editorial Committee, 2011

Chair, SACS Task Force, Daytona State College, 2009-2011

Selected Community Organizations

Go Virginia Roanoke, Blacksburg, Lynchburg Regional Council, present

Shenandoah Club Board of Directors, Roanoke, VA, 2016-present

Roanoke Opera Board, Roanoke, VA, 2013-present

Roanoke Valley Convention and Visitors Bureau, Roanoke, VA, 2014-present

Roanoke Regional Chamber of Commerce Business Council (President's delegate), Roanoke VA, 2013-present

Food for Thought, Advisory Board member, Roanoke, VA, 2012-2014

Let Us Play!, Jacksonville, FL, 2003-2005

Food Pantry, Jacksonville Beach, FL, 2001-2007

United Way, Jacksonville, FL, 2000-2001