

# ROBIN L. RUSCONI, BSB, JD

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## Profile

Resourceful leader who inspires, innovates, and executes exceptional achievements in nonprofit organizations. Committed to growing sustainable organizations that effectively address societal issues in their communities. Strengths include:

- **Leadership** – Provides vision and direction to achieve mission goals; lead strategic and tactical planning, including goal setting, measurement and result reporting.
- **Business Development/Marketing/Membership** – Infuse enthusiasm and engage in cross-organizational team development. Build and strengthen strategic alliances.
- **Event management** – Planned and executed events and conferences for local and national groups
- **Volunteer Management/Talent Development** – Inspire, lead, and mentor staff; establish performance standards through ongoing guidance and evaluation.
- **Fundraising/Public Relations/Partnerships** – Serve as a public face of the organization and galvanize staff, board members, volunteers and funders to support the mission. Submitted grants and directed grants administration team.
- **Fiscal Management** – Administer strong fiscal controls; develop budgets; manage organizational finances.

Excels in building consensus, uniting stakeholders to achieve corporate goals. Understands dynamics of working with diverse individuals to establish and maintain a regional presence. Loyal, hard working and entrepreneurial.

## Professional Experience

**Midwest Biomedical Research Foundation, Kansas City, MO**

**2014-present**

### Executive Director

Responsible for the operations and strategic direction of a \$3.5 million research foundation charged with supporting research and education at the Kansas City VA Medical Center, the VA Eastern Kansas Health System and the Wichita VA Medical Center.

- Responsible for budget, including development and fiscal management
- Drafts and negotiates agreements including clinical trials and other research activities, federal awards and foundation grants
  - Collaborate with researchers and their staff to compile and submit federal and foundation grants.
  - Identify Foundation funds that can be used as seed funding for research projects or to support the overall research program
  - Partner with individual researchers to establish best practices for the proper management of the overall research program, including hiring and mentoring personnel.
- Collaborates with and directs staff with 2 direct reports and over 50 indirect reports
- Working closely with the Board, initiated the Foundation's first strategic plan
- Responsible for evaluating current operations and implementing changes as needed

**The Children's Mercy Hospital, Kansas City, MO**

**2000-2013**

**Director, Research Administration and Project Management (2012 -2013)**

**Director, Medical Research Administration (2007 - 2012)**

Directed the Office of Research Administration and Project Management, which included grants administration, central research coordinator pool and the pediatric clinical research unit. Supervised attorneys in the negotiation of industry clinical trial agreements and related documents. Partnered with the Department Chair to transform the Department of Medical Research into a service-focused office viewed as both essential and supportive to research faculty and the institution as a whole. Collaborated with, supervised and mentored a staff with 10 direct reports and 20 indirect reports.

- Drafted and directed budgets for the department in conjunction with Finance.
  - Increased annual combined budgets from \$1 million over \$10 million

- Provided fiscal management of budgets for numerous cost centers
- Drafted and negotiated institutionally sensitive agreements including those for international clinical trials and other research activities, federal awards and the licensing and transfer of software and other intellectual property.
  - Collaborated with researchers and their staff to compile and submit federal and foundation grants.
  - Partnered with Human Resources, Compliance, Legal Affairs, clinical labs, and other departments and individual researchers to establish best practices for the proper management of the overall research program.
  - Oversaw research training for hospital ensuring consistent practices and knowledge throughout the organization
  - Initial point of contact for staff and other departments for administrative and operational matters to provide a consistent structure to address institution wide challenges.
- Assisted with intellectual property protection, working closely with principal investigators to understand their research and assist them in following hospital procedures to protect discoveries. Worked closely with patent counsel and acted as liaison for hospital, including leading one prosecution through to the issuance of a patent.

**Manager, Regional Affairs (2000 – 2007)**

Acted as the face of the Hospital in areas outside of the Greater Kansas City region covering an area from Wichita, KS to Springfield, MO and Hiawatha, KS/Grant City, MO to Neosho, MO. Served as speaker for local and regional United Ways, including Combined Federal Campaign. Created partnerships with organizations and individuals in the region to spread the mission of the Hospital to gain community support, foster donations and ensure stewardship of donors and their gifts of time and talent.

- Increased annual regional United Way and County Commission contributions to the hospital every year by 5% or greater
- Spoke passionately to groups regarding the mission of the hospital and the strength the United Way and the Combined Federal Campaign brought to communities.
  - Featured speaker at GSA Combined Federal Campaign kickoff
  - Frequent speaker for United Way of St. Joseph and other regional United Ways/Funds
- Liaison to Regional Council, a volunteer group of representatives from eastern Kansas and western Missouri;
  - Organized Council meetings and facility tours in conjunction with the Council Chair.
- Collaborating with individual Council members to host local fundraisers and informational meetings/dinners
- Cultivated personal relationships/stewardship for potential donors and ongoing donors in region.
- Drafted, submitted and presented funding requests to regional funding entities (excluding United Ways and county commissions) resulting in funding over \$100,000.

**Grace and Holy Trinity Cathedral, Kansas City, MO**  
**Parish Administrator**

**1997 – 2000**

Managed the property and non-clergy staff of Cathedral. Directed all non-liturgical departments, including finance, personnel and property management. Collaborated with, supervised and mentored a staff with 4 direct reports and 3 indirect reports.

- Coordinated with volunteer leadership on management and execution of capital and annual campaigns
  - Spearheaded capital campaign raising \$4.5 million in capital funds to build Founders' Hall.
  - Co-designed annual campaign to personally contact every member of the Cathedral parish consisting of more than 700 families. Resulted in a 22.5% increase in annual giving between 1997-2000 and a better understanding by parishioners of the difference between capital, annual and planned giving.
- Worked closely with Finance, Stewardship, and Buildings and Grounds Committees and the Vestry (Board of Directors).
- Collaborating with the Finance Committee and Vestry developed budget for Cathedral management; ensured fiscal management of funds.
- Oversaw the use of Cathedral facilities and planning of all events occurring on the grounds
  - Developed policies for the use of Cathedral spaces;
  - Collaborated with internal groups and volunteers to plan and execute Cathedral events

## Related Experience

Held associate attorney positions at law firms in Kansas City, Missouri and Merriam, Kansas

## Community Affiliations and Experience

### National Association of Veteran's Research and Education Foundations

- Board member 2016-present
- Chair, Board of Directors 2017-present

### University of Missouri Jackson County Extension Council

- Council member 2015-2016

### Grace and Holy Trinity Cathedral

- Volunteer Administrator, 2014
  - Assist Cathedral staff managing Cathedral Calendar and planning/overseeing events
- Personnel Committee, 2013-2017
  - Create job descriptions for Cathedral staff and assist with personnel matters
  - Analyze health plan options and present information to Budget Committee
- Nominating Committee, 2013-2015
  - Collaborate with Committee members to recruit volunteers for Committees and Vestry
- Vestry Clerk, 2005-2010 (one of 3 officer positions)
- Stewardship Committee, 2005-2010
  - Represented Stewardship Committee on Budget Committee (2005)

### Troost Corridor Community Association, 1999-2003

- First Board President, 2002-2003
  - Partnered with city staff and other community volunteers to develop priorities; applied for funding based on those priorities
    - Directed process that allocated funds for the expansion of Operation Breakthrough of approximately \$500,000
  - Worked closely with Committee Chairs to start Troost Community Market and other community projects
- Initial Incorporator; drafted by-laws and other corporate documents
- Chair of the Governance Committee; Member of the Economic Development Committee

### Focus KC, 1998-2000

- Participated in Community Focus groups that resulted in establishing the committees for the Troost Corridor Community Association

### St. Patrick's Parade Committee, 1997-2002

- Division Head
  - Worked closely with community organizations to understand the nature of the parade entry and any logistical matters that needed to be addressed as part of the line-up
  - Collaborated with Committee members to assemble parade line-up and disseminate information to organizations
  - Oversaw area of parade in conjunction with other team members, working with police and other necessary parties

## EDUCATION

University of Kansas, Lawrence, KS

- J. D., Graduated in top 20 percent of class
- B.S.B., Business Administration

## AFFILIATIONS (LEGAL)

Missouri Bar Association, 1989-present

Kansas Bar Association, 1988-2010