



Mita Vail

VICE PRESIDENT OF DEVELOPMENT
YMCA OF SOUTH HAMPTON ROADS

It's not every day that you ask for a million dollars and get it. But Mita Vail, vice president of development for the YMCA of South Hampton Roads, secured the first ever million-dollar grant from The Norfolk Foundation.

According to Chuck Harris, president and CEO of the YMCA of South Hampton Roads, "This is a remarkable achievement, for it involved not only developing the apparatus for fund raising, but also nurturing a culture that understands and supports fund raising, a culture that is taking the YMCA of South Hampton Roads in new and promising directions."

With more than 25 years of professional experience in fund raising, Vail has raised millions of dollars to meet the goals of Hampton Roads organizations. The results are seen through cultural and educational resources, exhibitions, buildings and programs.

Harris said Vail inspires and spurs to new levels of productivity those who work with and for her. She has built a development department to support a new type of major comprehensive campaign, with a goal of \$39.4 million.

Before joining the YMCA, Vail served

as vice president for development and government relations for the Mariners' Museum, where she helped to establish a vital and growing annual gifts program, oversaw a five-year, \$12 million capital and endowment campaign and established the Mariners' Museum Endowment.

In her last assignment at the museum, she helped raise \$24 million toward the \$30 million capital campaign goal for the USS Monitor Center, which is scheduled to open in March.

Vail has also worked for WHRO where she successfully completed a \$6.2 million capital campaign that resulted in the station's current facility on Hampton Boulevard, created the WHRO endowment and established a major gifts program.

She has also fostered the personal and professional development of women who have worked with and for her in public service careers.

Today, she continues to provide guidance and counsel to professionals on how fund raising can be conducted effectively and how it can propel an organization toward its goal.

— Janet Yarbrough Meyer