



GREG WINGFIELD

Managing Director
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[VCARD](#) | [LINKEDIN](#)

Greg leverages his expertise to advise nonprofit organizations with fundraising and development coaching, marketing planning, strategic planning, staffing or recruiting guidance, and fractional leadership. He brings over 40 years of experience in local, regional, and economic development services and nonprofit management including more than 20 years as CEO of a regional economic development partnership.

During his career, Greg has also served as a Senior Fellow in a local graduate public affairs program where he created a regional export services initiative for the metro area funded by corporate, government, and educational entities. Since 1987, organizations led by Greg have been named one of the "Best Economic Development Groups in the United States" seven times by Site Selection Magazine. Throughout his career, Greg has assisted nearly 750 companies that have contributed more than \$12 billion in new capital investment in Virginia.

FUNCTION & SPECIALIZATION

- Fundraising and development coaching
- Economic development
- Marketing planning
- Strategic planning
- Staffing or recruiting guidance
- Fractional leadership

REPRESENTATIVE CLIENTS & PAST EXPERIENCES

- City of Salem
- Greater Richmond Partnership

EDUCATION, LICENSES & CERTIFICATIONS

- B.A. and M.A., Urban and Regional Planning, Virginia Commonwealth University

PROFESSIONAL ASSOCIATIONS & COMMUNITY ORGANIZATIONS

- The Wingfield Family Society
- Virginia Museum of Fine Arts board of trustees
- Leadership Metro Richmond
- World Affairs Council
- Virginia Economic Developers Association