

KEY LEADER OF ENGAGEMENT, STRATEGIC INITIATIVES AND FISCAL RESPONSIBILITY

Proven success managing camp programs and property. Skilled in grant writing and event planning and management. Building relationships with new supporters and rekindling support from waning donors. Increasing board participation through engaging new board members. Collaboration with top stakeholders for council budget creation, fiscal management, cost benefit analysis, and development. Motivational to staff with a history of inspiring team members to success. Adept at coaching, retaining and developing diverse and effective teams who positively influence our services and reputation. Established history of growing membership by engaging talented volunteers, providing leadership to the design and implementation of campaigns, and maximizing community partnerships.

FEATURED SKILLS

Governance	Financial Management	Marketing
Event Design & Administration	Risk Management	Friends of Scouting
Board Recruitment & Relations	Strategic Planning	Camp & Program Operations
Operations Management	Membership Development	Grants & United Ways
Performance Management	Cash Analysis	Public Speaking
	Public Relations	Camp Director

WORK EXPERIENCE**BOY SCOUTS OF AMERICA****2005 - PRESENT**

One of the nation's largest and most respected youth development institutions, the BSA provides programs that develop leadership skills, participating citizenship, self-respect, and build quality character in young people.

Director of Finance & Strategic Initiatives, CFO - Greater Tampa Bay Area Council,

Tampa, FL (2019 - Present)

- Provide Leadership to creation of \$4,300,000 Annual Operating Budget working with board of directors and guide Council through annual audit process
- Bind Council Coverages and Risk Management in Multiple Levels
- Work with Council marketing teams to design fundraising materials
- Guide the financial accountability of events and activities at the district and council level
- Responsible for Friends of Scouting information management and direct mail campaigns
- Provide Leadership to ScoutReach Division, including growth with community partners
- Responsible for United Way relationships, applications and communications
- Manage \$500,000 in Grants & Foundations income to operations
- Assist in the establishment and guide the operations of a Wetland Mitigation Bank and a Conservation Bank

Field Director - Greater Tampa Bay Area Council, Tampa, FL (2015 - 2019)

- Led large metropolitan service area of 3 districts, with 6 unit serving executives
- Service area contained more than 9,000 youth, and 230 units
- Served as advisor to the Friends of Scouting campaigns in all districts, achieving goal by June 30
- Led service area to 11.8% growth in membership
- Served as advisor to the council Membership Campaign in 2016 with a 9% growth in recruiting
- Developed 2 new hires into a District Director and a Director of ScoutReach and Camping
- Responsible for United Way relationships, applications and communications

Field Director - North Florida Council, Jacksonville, FL (2012 - 2015)

- Provided leadership to multiple unit serving executives in a service area of 5,600 youth
- Managed relationships with 5 United Way agencies
- Successfully guided the largest special event of the council, the Sporting Clays Classic, to increased participation, growth in sponsorships, and development of a top-tier volunteer committee (2008 - 2013)
- Grew Friends of Scouting by more than 15% in area of responsibility
- Council Staff Leader to school night process, developing "Open House" strategy adopted by BSA National and resulting in 14% increase in youth recruited

District Director - North Florida Council, Jacksonville, FL (2008 - 2012)

- Increased Friends of Scouting in 3 district service area by 51% (\$82,000)
- Served as Camp Director for Camp Shands Scout Reservation Summer Camp and Winter Camp operations with a greater than 100% positive change in net revenue
- Served as Staff Advisor to the Friends of Scouting campaigns in all council districts, achieving goal by June 30
- Led service area to 9% growth in membership
- Responsible for United Way relationships, applications and communications
- Recognized for top district in council 2 times

District Executive - North Florida Council, Jacksonville, FL (2005 - 2008)

- Grew participation in Day Camps by 280%
- Served as Program Director for Aquatics Camp, Summer 2006
- Growth in net revenue of product sales and district activities
- Recognized for top district in council 2 times

ADDITIONAL EXPERIENCE

Retirement Education Specialist - Merrill Lynch, Jacksonville, FL (2001- 2005)

- Series 7, Series 66
- Assisted high net worth clients transition to retirement

Assistant Vice President, Manager - Bank One, Houston, TX (1996 - 2001)

- Managed team of 55 sales and service professionals
- Responsible for migrating customer service platforms of acquired banks
- Recognized as top sales manager of top 3 national bank

EDUCATION

University of Texas at San Antonio, San Antonio, TX

Graduate Studies in Anthropology - Archaeology / Graduate Instructor

Vanderbilt University, Nashville, TN

Bachelor of Arts in Anthropology

COMPUTER SKILLS

MS Word, Excel, PowerPoint, Publisher, Adobe, Photoshop, InDesign, Outlook, Todoist, PeopleSoft, MobileCause, SAP Concur, Blackbaud CRM, Planergy, WePay, MS Teams, MS SharePoint