

Jodi Wilinsky Hill

Boston, MA • Kittery, ME

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OVERVIEW

Entrepreneurial, Collaborative, Mission-Driven Change Agent

Veteran Non-Profit CEO and Consultant with extensive start-up, leadership, strategy, fundraising and cross-sector collaboration experience.

In search of opportunities to utilize key capabilities to amplify the impact of organizations with purpose.

KEY CAPABILITIES

Leadership: experienced, studied leader, who values understanding and optimizing the strengths of individuals and building teams to accomplish clear goals

Strategic Planning/Thinking: extensive experience with strategic plan development, implementation and evaluation; strategic thinking informs all actions

Fundraising: broad experience with fundraising strategy, execution, operations, donor and foundation relations, board engagement. Individual and corporate donors; foundation and corporate grants; events; multi-year gifts; campaigns

Communications/Messaging: excellent written and verbal communication skills; particular passion for messaging and technical writing

Operations and Project Management: comprehensive operations skills with a bias for efficiencies: Budget development, management, reporting; Financial statements; Quickbooks; CRM software; Project Management

Partnerships/Collaborations/Mergers: cross-sector partnership development and operations that bring together private, public and nonprofit organizations to unite around a common vision/goal/outcome

EDUCATION

Harvard University, Cambridge, MA, Graduate School of Education
MEd in Counseling and Consulting Psychology

Wesleyan University, Middletown, CT
Bachelor of Arts in Biology

SPECIAL INTERESTS

Child and Family Well-Being

Economic Development & Poverty Alleviation

Youth Development: Education, Internships, Mentoring, Job Access

Workforce Development: Equity & Access, Education, Career Coaching, Internships

Trauma; Housing & Homelessness

Environment

Collaborations and Coalitions

GALLUP STRENGTHSFINDER: IDEATION • STRATEGIC • FUTURISTIC • INDIVIDUALIZATION • ACHIEVER

EXPERIENCE

JWH Consulting LLC, dba Building On

Principal, 2015 – present

Organization Development consulting practice, working with public, private and non-profit organizations to amplify impact.

Projects:

LEADERSHIP & FUNDRAISING

Boston Arts Academy Foundation, Boston, MA - *associated with and funding Boston's only public school for the arts*: Interim Executive Director role. Substantially increased dollars raised/decreased reliance on cash reserve, exceeding all goals; built fundraising infrastructure, including messaging, operational improvements, stewardship; attained 250K challenge grant; rebranded annual fundraising event, raising more than 500k; staffed Board and Board development.

Right Turn, Watertown, MA – *outpatient and residential substance misuse treatment program*: Interim Co-Executive Director. Revamped financial and operations systems: outsourced bookkeeping; hired new accounting firm; improved insurance and private pay billing; negotiated debt; restructured and hired new operations team.

Mainstay Supportive Housing and Home Care, Newton, MA: Advisor to new CEO: Strategic plan developed, messaged and published; merger and rebranding of two organizations; fundraising; board engagement.

STRATEGIC PLANNING

Essex County Community Foundation, Danvers, MA: Strategic Plan Development: Coordinated and implemented broad constituent engagement (1300 contacts) that included two retreats, focus groups, surveys and individual interviews. Amalgamated and analyzed data; draft plan.

Landmark School, Beverly, MA: Planned and facilitated two day Board/Management Team retreat focused on engagement, shared vision, strategic plan implementation, Comprehensive Campaign and Headmaster transition. Developed structure for strategic plan implementation; advised on next steps.

Lawrence Partnership, Lawrence, MA – *a private/public sector collaboration for the economic development and general improvement of the City of Lawrence*: Two projects: Worked with the Board to engage regional business community via focus groups, surveys and interviews, to determine priority employment needs. Catalogued workforce training to map to needs and promote opportunities for residents. Worked with Executive Director to determine strategic direction; expand visibility and volunteer leadership. Wrote text and managed layout for a combined multi-year report and strategic plan/messaging/engagement print and web piece.

STRATEGIC COMMUNICATIONS

Clean Green Music Machine - *high impact children's musical theater project*: Part of start-up team. Wrote messaging and marketing deck, working with designer; Board development; Pilot implementation; Fundraising planning.

Mass Inc, Boston, MA - *identifying and promoting public policy that creates a pathway to opportunity for Massachusetts residents*: Contracted to research and write **Workforce Development Transformation Case Studies: Three Examples of Systems Change through Collaborative Gateway City Leadership**, as part of Mass Inc's ongoing focus on economic development in gateway cities.

Northeast Kingdom Community Action, VT: Remapped and rewrote website to engage external audiences to support clear fundraising, service access and collaboration.

GRANTWRITING and ORGANIZATION DEVELOPMENT

Engaged in program and partnership development to write the following state and federal workforce training and anti-poverty grants:

- **South Bay Community Services:** Worked with President/COO and Chief Clinical Officer to plan and fund training for clinical and operational staff. Wrote Massachusetts Workforce Training Fund grant (maximum of \$250,000); worked with funder to garner \$249,000 plus in funding.
- **Chopra Center:** Worked with COO: teamed to develop training plan and source trainers. Wrote grant for State of California workforce training dollars through California ETP (Employment Training Panel). Successfully funded for more than \$50,000. (Yes, I met Deepak!).
- **Lawrence Community Works:** Worked with CEO to develop training program and partnerships in support of a Massachusetts workforce training grant to increase job access, training early childhood educators. Successfully funded and implemented.
- **Other:** Imagine That, Massachusetts Workforce Training grant; Northeast Kingdom Community Action, Vt, Vt teen safety and wellbeing grant.

COMPASS for kids, Founder, Executive Director, 2008 - 2015

Founded, with Board, and led nonprofit org working to advance the economic and well-being status of under-served children and families by building the capacities of key adults in their lives. Provided education; workforce development, job placement and coaching; and resource access. Brought two important programs to scale and prominence; built sustained collaborations, including the COMPASS for homeless families Community College Collaborative (4 site program with dozens of partners); co-wrote winning Federal Reserve Bank Working Cities grant for Lawrence, MA; executed successful program mergers and disbanded COMPASS for kids in 2015.

Parenting Resource Associates, Co-Founder, Co-Executive Director, 1992- 2008

Developed and operated nonprofit dedicated to parenting education, coaching, groups, referral resources. Developed professional development program for early childhood and afterschool educators – grew to the largest provider of professional development training in MA. This program was acquired by COMPASS for kids.

OTHER EXPERIENCE

North Shore Children's Hospital, 1982-1990

Family Outreach Program: Lead child development specialist on model family preservation, child abuse intervention team. Evaluation, individual and family therapy, resource access, forensic work, training.

Sexual Information Trauma Team: Child sexual trauma evaluation specialist

Outposted to **Massachusetts Department of Social Services Regional Office** as child sexual trauma expert: high profile case review, training, expert witness.

Wesleyan University, Chair and Vice Chair, Wesleyan Fund

Very active volunteer role coordinating goal setting, strategic planning and implementation for the Wesleyan Fund (\$16M annually), including messaging, events, volunteer and staff motivation, tracking and reporting on progress. Oversaw volunteer asks and worked with staff on major gift solicitation and stewardship.

HOBBIES

Travel • Writing • Yoga • Spin • Boating • Learning • Design

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