

**STEVEN P. SMITH**  
40 Wildewood Drive  
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781-334-4915  
s.p.99smith@gmail.com

**Northeastern University Graduate Lecturer (adjunct) in nonprofit management courses: Marketing, Fundraising. Consultant in development of “capstone” course.**

**Certified Online Lecturer at Northeastern University. Experience in Blackboard.**

**Experienced consultant to nonprofit leadership in Board Development, Fund Development Planning, Strategic Planning.**

**Work with CEO and governance committee to identify capable, mission-focused board candidates who will bring new energy and perspective.**

### **Professional Experience**

#### **.Graduate Lecturer, Certified On-line Instructor**

##### **Northeastern University, Boston, MA**

“Legal and Governance Issues in Nonprofit Organizations,” School of Professional and Continuing Studies. Fall, 2007.

“Promoting the Nonprofit Organization.” Winter, 2008; On-line: Summer, 2008. Classroom, Fall, 2008. On-line: Winter, 2009. Blended: Spring, 2009, Winter, 2010, Winter and Spring, 2011.

“Fundraising and Development,” (blended format) Summer, 2009; Winter, Spring, Fall 2010. Winter 2011.

#### **It’s The Results, LLC**

*Founder and Principal, April, 2005 – present*

Specializing in consultation to non-profits and associations with focus on Board development, Executive coaching, Interim Executive Service, Strategic Plan facilitation, Organizational Effectiveness issues, Relationship Development, Fundraising Plans

#### **American Lung Association**

*Vice President of Field Operations, Headquarters (HQ), August 2002 – January 2005*

*Assistant Vice President of Field Operations, HQ, March 1995 – August 2002*

*Executive Director, New Hampshire chapter, September 1979 – March 1995*

*Children’s Program Director, Hennepin County (Minnesota) chapter, September 1975 – August 1979*

## **STEVEN P. SMITH**

*Page 2.*

- Recruited and trained 34 chapter CEO's over a ten year period to advance nationwide fundraising and programmatic development.
- Organized and facilitated annual training at HQ for newly hired chapter CEO's.
- Oversaw a staff of nine and a budget of \$850,000 with focus on chapter oversight and development, staff and volunteer training and development, cultural diversity.
- Problem solved critical issues in chapter performance through Field Operations Committee to the national Board of Directors (1996 reorganization of Western States direct mail system; seek regional reorganization to achieve critical mass).
- Lead Staff for Strategic Planning Committee, applying Drucker Foundation system focusing on the customer, delivering value to the customer through measurable results.
- Worked with Field Operations Committee, bringing improvement plan to the Board of Directors resulting in nationwide Organizational Effectiveness Initiative.
- Provided advice and direction on policy and contractual matters resulting in national Board of Directors' action.
- Oversaw a staff of eight to twelve and a budget of \$800,000 in directing the activities of the New Hampshire chapter.
- Created the HQ Field Team, a cross-functional/cross-departmental staff team charged with providing liaison service to chapter CEO's to improve national/field communication and facilitate problem-solving at the local level.
- Built a successful development program in New Hampshire, growing from a modest direct mail effort in 1979 to a diversified fundraising portfolio (\$50,000 major gifts; \$80,000 bike trek; \$125,000 golf promotion; \$60,000 fun pass).
- Led a twelve-person bike trek to Burgundy region of France, raising \$15,000 (1992).
- Grew and improved Camp Super Kids, the camp for kids with asthma (Minnesota) by recruiting campers from neighboring States and attracting pulmonary research fellows from Midwestern universities to provide medical supervision.

### **University of New Hampshire**

*Coordinator of Veterans Affairs, September, 1973 – June, 1975.*

- Recruited Vietnam-era veterans to enroll at campuses of the University system. Developed a support system at Durham (main) campus, supported efforts at Plymouth and Manchester campuses, coordinated with Keene campus.

### **Rochester NH Public Schools**

*Junior High Social Studies Teacher, September, 1971 – June, 1975*

### **United States Navy**

*Personnelman (E-5), July, 1966 – March, 1970 (Honorable Discharge)*

- Served on the USS Boston (CA69) on last tour (including six months of Vietnam duty) before cruiser's decommissioning.
- Served two years at Fleet Sonar School, Key West.

## STEVEN P. SMITH

Page 3

### Education

Bachelor of Arts	University of NH	Graduate: 1965
Master of Arts in Teaching	University of NH	Graduate: 1971
ASAE Institute for Organizational Management	University of Delaware	Completed: 1989

Completed various seminars and workshops offered by the American Lung Association, the NH Council on Fundraising, NH-VT Society of Association Fundraising Executives, NY Society of Association Executives, New School for Social Research, New England Society of Association Executives, Nonprofit Consultants Network (Boston), Boston Facilitators Roundtable, Associated Grantmakers of Boston.

### Memberships/Affiliations

BoardSource, 1999 – present.  
Association of Fundraising Professionals, Mass Chapter, 2005 – 2008.  
Associated Grant Makers, partner/member. 2008 – 2011.  
Nonprofit Consultants' Network, Greater Boston, 2005 – present.  
New York Society of Association Executives, Education Committee, 1997 – 2007.  
New Jersey Center for Nonprofits, 2005 – 2007.  
New Hampshire Center for Nonprofits, 2005 – present.  
Massachusetts Nonprofit Network, 2008 – present.  
NH Council on Fundraising, 1984 – 1995. 2006 – 2009. President: 1991.  
Salem (MA) Harbor Community Development Corporation, Board of Directors, 2008.  
North Shore Community Development Coalition, Board of Directors, 2009 – 2011.  
Rotary Club of Peabody, MA. January 2008 – present. Board of Directors 2008 – 2010.  
Peabody (MA) and North Shore Chambers of Commerce: member. 2008 – 2010.  
North Shore Chamber of Commerce: member 2008 – present.  
Executive Service Corps, New Hampshire. Volunteer consultant. Board of Directors, 2009 – present, Development Committee.

### Workshop Facilitator/Trainer/Speaker

“Energize Your Networks,” panel leader, Community Vitality Summit, Mt Wachusett Community College, Leominster, MA, September, 2009  
“Right People @ Right Place @ Right Time = Aboodanza!,” panel convener for Association of Fundraising Professionals – Rhode Island, Fundraising Day conference, Bryant College. May 19, 2009.  
“Energizing Networks to Make a Difference,” panel convener for Enterprise Center, Salem State University, Salem MA. April 13, 2009.  
“How Boards Network for Fun and (Non)Profit,” Peabody (MA), Chamber of Commerce, September, 2008.

## STEVEN P. SMITH

*Page 4.*

“Capacity Building: Strong Foundations for Strong Associations,” moderate session at New England Society of Association Executives Management Conference, Needham, MA, January 25, 2007.

“Establishing a Strategic Edge... and Delivering on It,” moderate session on strategic planning at We Love New York Day, New York Society of Association Executives, February 22, 2007.

“Strategies for Surviving Reorganization,” co-presenter at New England Association for Healthcare Philanthropy, annual conference, Samoset Resort, March 12-14, 2007.

“Re-engage and Re-energize Your Board of Directors” workshop for Greater Seacoast United Way, Portsmouth, NH, March 23, 2006.

“The Value of a Coach” for Portsmouth NH Community Campus executives, January 17, 2006

Speaker at NH Council on Fundraising conferences on direct mail, development, and special events management.

Speaker at American Lung Association annual Conference(s) of Executives and annual staff/volunteer training conferences on strategic planning and fundraising.

### Recent Publications

“The Key to Results Is the Strategic Plan,” Association Executive Magazine, Fall, 2005, NY Society of Association Executives.

“Ten Rules for Effective Leadership,” MassPhilanthropy.org, August 2, 2006 weekly subscriber newsletter.

“*Case Study: It’s All Relative,*” Board Member Magazine, BoardSource, Volume 16, Number 4, July/August, 2007.

“Energize Your Networks,” Mass. Nonprofit (on-line) Newsletter, August 12, 2009. NetWorkResults blog, [www.networkresults.blogspot.com](http://www.networkresults.blogspot.com) October, 2009 – present.

Twitter: @STEVENETWORK.