

TRACEY FOREMAN, CFRE

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Senior Management Executive

Lead resource developer and trainer in strategic philanthropy, project management, marketing, issue management, strategic planning, and organizational development.

Work Experience

Partners for Good, LLC, February 2001 - Present

Broker for special projects and multi-party initiatives. Project manager specializing in strategic philanthropy, capacity building, and development of programs. Provide fundraising, organizational development, and marketing counsel to businesses and non-profit organizations. Clients' interests include regional economic development, business development, government finance and accountability, community development, human services and higher education.

Recent projects:

- **Evaluator conducting formative evaluation for large foundation refining a theory of change for a long-term, complex initiative**
- **Project manager to large nonprofit for strategic restructuring to build capacity, improve quality, expand services, improve efficiency, and build market share**
- **Founder, fundraiser and project director for the Lake County Government Finance Study investigating efficiency in local government and impact of property tax reform**
- **Project Manager for Northwest Initiative, a forum of government, business and university leaders devoted to regional economic development**

Representative Clients: Ancilla College, Center for Innovative Leadership (Indiana University Northwest), Crown Staffing, Inc., Gaylord and Dorothy Donnelley Foundation, Miller Business Association, National Association of Realtors, Project on Civic Reflection/Valparaiso University, University of Chicago, YMCA of Metropolitan Chicago.

Edventions, Inc. Skokie, IL., July 1999 – January 2001

Sales - Midwest District Manager of Starship Network- Developed strategy for sales, product development and price point for dot com startup of educational technology company. Manager for Midwest sales force (house and independent reps) in seven states. Achieved highest sales record on staff (\$1.3M).

Illinois Institute of Technology, Office of Development, Chicago, IL., May 1997- June 1999

Director of Mies Campus - Senior Major Gifts Officer promoted to Director of Mies Campus, senior manager of \$250 million Challenge Campaign. Managed 5 major gift officers in campaign to raise \$70 million for renovation and new Campus Center building. Philanthropists were high-tech industry and Fortune 500 companies. Adviser to university trustees and president.

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Grant Hospital, Chicago, IL., 1994-96

Research Director, Pediatrics- Managed and analyzed clinical data on child abuse for a hospital-based Pediatric Program specializing in child maltreatment. Worked with teams of physicians, psychologists, social workers and direct care providers. Delivered community education presentations and clinical papers for conferences.

Southern Cross Club, Little Cayman Island, 1994

Resort Manager, Interim Manager of small, exclusive resort specializing in fly fishing and scuba diving. Responsible for club operations, supervision of 20 employees, meeting budget and guest relations.

Independent Contractor, 1979-94

Issue management, social marketing, fundraising, applied research and training in issues like teen pregnancy, infant mortality, AIDS, health care, and human resources. Clients were hospitals, social service agencies, arts groups, community development corporations, and state and regional agencies. Clients and scope of work listed below:

Management Consulting: Directed needs assessments, strategic planning, staff development, and evaluation projects. Clients: Lilly Endowment, Annie E. Casey Foundation, John D. and Catherine T. MacArthur Foundation, and Wishard Memorial Hospital. Project management for health initiatives, municipal programs and federal agencies. Clients: Indianapolis Campaign for Healthy Babies, U.S. Census Bureau, City of Indianapolis.

Marketing: Promoter, Pan American Games Arts Initiative, 1988.

Public Information Specialist, State of Colorado, Dept of Natural Resources, 1980-82

Opinion pollster, Denver mayoral campaign, 1979.

Researcher and Evaluator: Program evaluator for agencies and universities, Clients: Indiana University, New Directions for Policy, D. Bonnet & Associates. 1989-94.

Grant writing. Clients: Indiana Department of Public Health, Community Development Corporations and Indiana Arts Commission, 1989-94.

Independent Research Projects: Job satisfaction surveys with mental health industry, factory workers and human services providers; Employee classification study for Lakewood, CO police department
Epidemiological study of incidence of leukemia in Mesa County, CO

Legislative Aide for Indiana House of Representatives – College Internship

Trainer 1993- present

Instructor, Strategic Planning, University of Chicago Nonprofit Certificate Program, Chicago 2004- present.

Instructor, Sociology/Gender Studies, Indiana University Purdue University at Indianapolis, 1993.

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Affiliations

- Association of Fundraising Professionals
- Past Executive Board Member for Non-Profit Agencies: Indianapolis Arts Council, Phoenix Theater, South Shore Arts Council
- Leadership Northwest Indiana, Graduate
- Indiana University Northwest, School of Business, Northwest Business Alliance

Education:

- Indiana University, M.P.A. Masters in Public Affairs,
- Indiana University, B.S. Urban Studies

Professional Development:

- Certified Fund Raising Executive - CFRE in good standing
- Georgia Nonprofit Center Conference 2007
- Planned Giving Training – National Conference on Planned Giving 2006
- Northwestern Kellogg School of Management NonProfit Executive Program 2002
- Conflict Resolution Training
- American Productivity Quality Control –
Best Practices, Benchmarking, Process Mapping, and Performance Measures
- Proficient in MS Office Suite, ACT! Raiser's Edge, and Salesforce.com

Volunteer Activity:

- Internet/Computer training for Seniors
- Sojourner Truth House (Safe House for Women)
- For Land's Sake - Development of PBS TV program about landuse
- Indiana University Leadership Institute - Speaker
- Mentor to college students on career path

October 07