

JOSEPH W. CURTIS

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OBJECTIVE

To provide the vision as Executive Director of an organization utilizing leadership skills, strategic planning, fundraising, effective board cultivation, motivational speaking, business administration, networking skills and passion for community to enhance the visibility, membership, fiscal outlook, program delivery with the community in mind.

BACKGROUND SUMMARY

A visionary leader with a strong ethical foundation. Demonstrated strengths include Board, field and staff development; youth & volunteer recruitment, membership management. Excellent fund development skills including; Community fundraising, project sales, gifts-in-kind, product sales and special events. Proficient skills in problem solving and technology. Skilled in identifying, recruiting, and managing volunteers at all levels to achieve desired results. Experience in program development, budgeting, marketing, and critical employment techniques and staff evaluation. Motivational speaker who thrives on the ambitious mission to enhance culture competency and foster diversity globally.

EXECUTIVE BOARD RECRUITMENT

- ▶ Recruited chairman, who became council president/ South Western Regional President. He helped secure the council a 2 million dollar property endowment.
- ▶ Recruited chairman who is President of Largest community college in the Country.
- ▶ Provided Direct Leadership for The 2015 Governor Breakfast Luncheon.
- ▶ Developed 2015 Board engagement campaign that has helped our board become reconnected with the Organization mission and Diversity initiative.

FISCAL MANAGEMENT

- ▶ Proven fundraiser with strong fiscal management competencies. Responsible for direct total income of \$3,198,471.14 annually
- ▶ Through direct community fundraising in 2012, combined districts saw a financial increase of \$113,000.00 cash over last year.
- ▶ Innovative “professional baseball collaboration with San Francisco Giants” projects raised a total of **\$75,000** over 3 years. (Organization bylaws only encouraged giving to an organization once).
- ▶ Each year personally cultivated a new donor to receive gift in excess of from \$10,000-\$100,000 dollars annually.
- ▶ Worked with Waste Management Golf event chair to raise **\$75,000** for facility upgrades.
- ▶ Cultivated a new relationship in 2017 who has made a legacy commitment to leave the council 2.2 million.
- ▶ Staff advisor for annual Development training for staff and volunteers.
- ▶ Cultivated a gift for \$330,000.00 to help support inner city scouting in from an out of State Donor who currently gives \$440,000.00 annually.

LEADERSHIP/DEVELOPMENT

- ▶ Staff advisor of 2012 National BSA Top Hands Executive meeting in Phoenix, Arizona with budgetary/staffing responsibilities.
- ▶ With volunteers organized the “Eagles Scout banner carriers in the Fiesta Bowl Parade.
- ▶ Several staff achieved the highest recognition through my training and leadership. Received promotions as scout executive and DFS under my leadership
- ▶ Implemented a cutting edge field staff / District realignment to generate more youth and funds raised in two service areas. Vision lead to split a total of 2 districts into 5 districts adding more staff, membership and funds to help the council accomplish strategic plan development.

- ▶ Created motto "All Kids Are Good Kids" to encourage staff to reach all areas and give each kid a chance for personal impact.
- ▶ Staff consists of 18 Executives, 2 paraprofessional and over 20,000 volunteers in charge of 15 Cities in Arizona with over 44,000 youth involved with program.
- ▶ Developed programs that has started Boy Scout troops with Juvenile facilities, Foster care facilities, and African refugee placement centers, new career fair programs with Foster children through Exploring.

EMPLOYMENT HISTORY

- ▶ *December 2014-Current Chief Operating Officer, Grand Canyon Council Boy Scouts Of America*
- ▶ *June 2010-December 2014 Field Director Western Region, Grand Canyon Council Phoenix, Arizona*
- ▶ *July 2006 –June 2010 District Director, Grand Canyon Council*
- ▶ **September 2002 – 2006** – Senior District Executive, **Grand Canyon Council**.
- ▶ **January 2000 – September 2002** – District Executive, **Gerald R. Ford Council**.
Grand Rapids, Michigan

EMPLOYMENT REVIEW SUMMARY

- ▶ **FAR EXCEEDS** – TOP PERFORMER for **10 of 15 years**
- ▶ **SIGNIFICANT EXCEEDS** – Yearly Performance Review for **4 of 14 years**.

EDUCATION

Grand Valley State University, Allendale, MI.

Bachelor's Degree in Education, Graduated June of 1999

- ▶ Coursework included: Business Management, Math, History, Spanish, and Communications.
- ▶ Certifications/ Trainings: Nonprofit mgmt. 1, 2, and 3 BSA professional development courses, Total Quality Mgmt. 1&2, Sandler Selling techniques, advanced coaching skills, sexual harassment and discrimination training, Grant writing seminar, Advanced Non-Profit administration.

PERSONAL

Devoted to Family; active in religious organization, involved in Scottsdale Rotary, enjoy sports, outdoors, public speaking and high adventure activities. Volunteering for other youth programs and homeless shelters. Serve on Presidents advisory board for Rio Salado College. Serve on community board of Arizona State University. Serve on board of Directors for the Largest financial nonprofit in Arizona Goodwill of Central and Northern Arizona. Personal advocate and ambassador for youth.