Leon Seemann,cfre

non-profit executive | speaker

Mobile (301) 938-5579 • Home (301) 309-1293 • Email leon@shraterseemann.com

Address 12000 Greenleaf Ave., Potomac, MD 20854

**experience**

**ADVENTURE THEATRE MTC (ATMTC)** Glen Echo/Rockville, MD Dec 2016-Present
***Executive Director*** (July 2019 – Present)***,*** *Managing Director*(Dec 2016 – July 2019)

• Kept organization afloat after losing all existing earned revenue streams to Covid-19, while shifting programming on-line and without taking on debt.

• Led recovery from $500,000 electrical fire, reopening facility ahead of schedule

• Eliminated over $360,000 in debt within first 30 months, while diversifying programs and performing deferred maintenance on all three facilities

• Increased individual giving by over 40% and Annual Gala giving by over 80%

• Expanded Equity, Diversity, and Inclusivity efforts including community organizing, employment recruitment, and board membership

**NON-PROFIT CONSULTING** Clients throughout US and in Israel Oct 2012 - Present

Areas of focus include management training, retreat facilitation, strategic planning, financial and systems analysis, fundraising, human resources process and procedures, executive search

**YESHIVA OF GREATER WASHINGTON - TIFERES GEDALIAH (YGW)** Silver Spring, MD
 Jan 2013 - July 2016
***Chief Operating Officer***

• Identified 80 areas for improvement, resolved 92%

• Converted annual deficit of $600,000 to $200,000 surplus while raising lowest salaries

• Increased annual giving by 16% (over $500K) in 3 years, increased unrestricted gifts by $240K

• Led intergenerational board and staff in broad strategic planning processes including mission statement, branding, restructuring, and building toward long term sustainability

• Transitioned defined benefit retirement program to defined contribution, reducing obligation by 44%

**CULTURAL TOURISM DC (CTDC)** Washington, DC Oct 2007 – Sept 2012
***Deputy Director*** (Oct 2010 – Sept 2012*), Director of Operations* (Oct 2007 – Sept 2010)

• Grew CTDC 50% in budget and personnel in five years

• Closed a dozen new fee-for-service contracts worth over $260,000 and renewed an $1.5 M government contract

• Developed intern program

• Expanded volunteer program 700%

**STUDIO THEATRE** Washington, DC Sept 1999 – Oct 2007
***General Manager*** (Sept 2005 – Oct 2007), *Director of Business & Technology* (Sept 2002 – Aug 2005),
*Director of Business & Personnel Management* (Sept 2001 – Aug 2002), *Business Manager* (Sept 1999 – Aug 2001)

• Assisted in the purchase and renovation of several multi-million dollar properties

• Developed year-long apprentice program

• Participated in the development and execution of two separate 5-year strategic plans

• Oversaw telemarketing programs including annual December Telefundraising Campaign

• Maintained strict budget control contributing to an annual surplus each year ranging from $125,000 to $600,000

**CENTERSTAGE** Baltimore, MD June 1997 – Aug 1998

***Business Manager***
**COLLINGSWOOD NURSING & REHABILITATION CENTER** Rockville, MD 1989 – 1994 ***Activities Associate***

**education**

**TOWSON UNIVERSITY**, Towson, MD
Bachelor of Science in Theatre Administration, minor in Business, 1997
Awards: Class Valedictorian, TU's Outstanding Man of the Year

**additional training**

**WUJS INSTITUTE ARAD**, Graduate Center for Hebrew, Jewish and Israeli Studies 1999

**BOSTON UNIVERSITY**
Certificate in Professional Fundraising 2016

**SHRM HR GENERALIST CERTIFICATE PROGRAM**
Awarded 2001

**additional experience**

**Treasurer** Leadership Montgomery, Montgomery County, MD 2019 to date

**Leadership Montgomery** Class of 2019
**Governance Chair/Member**, Rockville Chamber of Commerce, Montgomery County, MD 2018 to date

**Co-Chair** CFRE Review Class Association of Fundraising Professionals, DC Chapter 2016 to date

**Board Member** Yeshiva of Greater Washington - Tiferes Gedaliah, Montgomery County, MD 2016-2018
**Selection Committee** AIM for Excellence Award, Center for Nonprofit Advancement, DC 2012-2017
**Building Committee** Alef Bet Montessori, Montgomery County, MD 2015-2018
**Board Secretary/Member** Adventure Theatre Musical Theatre Center 2013-2017
**Coach** Hapoel Soccer Youth League, Wheaton, MD 2000-2005

**SELECT PUBLIC SPEAKING ENGAGEMENTS**

*Financial Management for Non-profits:* Appalachian Regional Commission (Winter 2020/2021) Online trimester course

*How Historically White Organizations Support Leadership of Color;* MD Arts Summit (May 2020) Online

*Financial Analysis for Your Nonprofit:* Tidewater Community College (Nov 2017, Nov 2019), Suffolk, VA

*How to Build a Planned Giving Program:* Tidewater Community College (Nov 2018), Suffolk, VA

*An Introduction to Planned Giving:* George Mason University (Oct 2018), Herndon, VA

*Effective Fundraising Operations:* Catalogue for Philanthropy (Summer 2017), Washington, DC

*Prospect Research:* AFP DC CFRE review course (Fall 2017, 2018, 2019, Jan 2019), Washington, DC

*Anatomy of Nonprofit Financial Management:* Tidewater Community College (Feb 2017, April 2020), Suffolk, VA

*The Value of Volunteers:* Nonprofit Montgomery (Dec 2016), Rockville, MD

*Board Succession Planning:* Rockville Chamber of Commerce (Nov 2016), Rockville, MD

*Best Practices Learned:* AIM Award for Excellence in Nonprofit Management (May 2016), Washington, DC

*Engaging the Next Generation in the Nonprofit Workforce:* Nonprofit Capacity Conference (Sept 2014), Washington, DC

**references**

References provided upon requestLeon Seemann,cfre

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**REFERENCES**

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