



Marianne M. Jones

Executive Profile: Over 25 years of leadership experience in philanthropy and nonprofit management, including expertise in strategic planning, advocacy, organizational effectiveness and impact grantmaking. Experienced in Board development and facilitation, fiscal management, philanthropy leadership, as well as nonprofit mergers. Experienced working collaboratively across sectors to ensure impact on key issues at the heart of mission-driven organizations. Experience includes grass-roots grant making, healthcare patient services, social justice/advocacy, policy and research, engagement of diverse stakeholders, leveraging local and national networks, and community-based initiatives. Excellent communication skills, thoughtful listener and consensus builder, experienced writer, public speaker.

Education: B.A. German literature, Reed College, Portland, Oregon; Attended graduate school in linguistics at the University of Freiburg, Germany.

PROFESSIONAL EXPERIENCE

Hospitality Homes, Boston MA: February 2015 - October 2019 *Executive Director*

Boston-based nonprofit providing free short-term housing and other services to patients and families traveling to Boston area hospitals for medical care. Direct patient service provider for over 25 medical institutions in the Boston area, serving patients and families traveling from throughout the US and the globe.

Key Achievements:

- **Strategic growth in reach of mission through leadership** and collaboration, creating a five-year business/nonprofit partnership, increasing the operations by 10% annually, leveraging collaborations and resources, including partnership with Airbnb and leading medical institutions, including Dana-Farber Cancer Institute and Boston Children's Hospital.
- **Successful development and implementation of long-range strategic plan** to build increased stakeholder engagement, fundraising resources, volunteer management, corporate partnerships, including increased operational management and efficiencies in service delivery metrics with quarterly tracking to framework..
- **Board Development**, expert facilitation, management, evaluation and training of Board, including the establishment of the first Board Advisory Committee, an extensive network of former Board members who continue to add value to the reach and scope of mission. Added to new Board membership through evaluation and satisfaction metrics.
- **Financial Management ensuring** that the financial resources and fundraising were sustainable, working with business community, donors, family foundations, as well as other partnerships to secure donated goods and services. Lead the organization through financial reviews to full audit process with outside firms.
- **Media Relations positioning** the organization with national as well as regional media, including NBC Nightly News with Lester Holt, The Boston Globe, NPR, successful growing social media presence.
- **Personnel management** of up to four direct reports. Volunteer management of 16 professional Board and 35 advisory committee volunteers. Managed over 150 program volunteers. In addition, managed annual projects with outside consultants and contractors for successful implementation of new and ongoing programs.

Women's Fund of NH/NH Women's Foundation, Concord NH: 2003 - 2014 *President/Executive Director*

Statewide, nonprofit organization dedicated to social change by advancing women and girls. Recognized by Gov. Maggie Hassan, US Senator Jeanne Shaheen, and US Congresswoman, Ann Kuster (included below).

- Expert leadership and strategic program focus through trainings, alliances, research, policy, advocacy, philanthropy and volunteer engagement establishing the Women's Fund as the center for gender equality in the state. Produced the first Status of NH Women and Girls report in 2011. Lead lobbyist and 501c3/c4 compliance officer for organizations engaging in policy and grassroots activities. Helped lead merger of 5 nonprofits to create one legacy organization for the combined missions of advocacy, social justice and a commitment to advocate for full access to reproductive health services.

- Strategic Resource Development raising new dollars through structured campaigns, including national *Women Moving Millions* initiative. Advanced all giving categories, including major gifts, grants from foundations, family foundations, planned gifts, endowment gifts and giving through social media.
- Program Management including strategic development of initiatives to advance individuals at the margins; engaging leadership professionals from corporations, business and the community; created topic-focused donor retreats for greater engagement in philanthropic investments. Complex analysis of issues, evaluation research and policy for greater integration and impact. Committee leadership, expert facilitation skills, experienced in leading large groups in consensus decision-making in to affect maximum impact.
- Financial Management with oversight of annual revenue and long-range fiscal projections, endowments and investment policies, planned giving, annual outside audit.
- Marketing and Media Relations spokesperson for Women's Fund; able to communicate complex issues for media, interviews; panels, presentations. Responsible for oversight of all aspects of public relations, marketing and communications in addition to ensuring social media is strategically integrated into operations.
- Personnel management of up to four direct reports. Volunteer management of 25 professional Board and committee volunteers. Managed over 200 indirect program volunteers.

NH Humanities Council (NHHC), Concord, NH: 2001 – 2002 *Interim Executive Director*

Statewide public humanities organization with programs that connect people with history, the arts, culture and place, supported by the National Endowment for the Humanities and individual and corporate donors.

- Leadership of the statewide humanities council through the transition year with responsibility for all management and fundraising; supervised 7 personnel, managed donor and Board relations during successful transition year.
- Creation and implementation of *With Liberty and Justice for All*, a free educational scholar-led lecture series in 2001 to support adult education around the events and historic implications of 9/11.
- Implemented Leadership campaign, including prospect research, Board engagement and individual solicitations.

Associated Grant Makers (AGM), Boston, MA: 1999 –2001 *Director of Marketing & Communications*

Regional association of foundations, corporate philanthropy and nonprofit organizations for the greater Boston metro-region, now called Philanthropy Massachusetts.

- Strategic re-positioning of membership and communications through a series of studies and communications audits to advance the growth of AGM in the region.
- Integration of new focus and communications strategies to bring greater engagement and membership revenue.
- Responsible for media relations including establishing the first philanthropy section in the Boston Sunday Globe.

Marianne M. Jones Consulting, Seattle, WA: 1996-1998 *President/Managing Director*

- Strategic Grant Writing and Fundraising for clients in the Seattle area: Seattle Arts & Lectures; and David Brewster in the early establishment of the Town Hall project.

Recreational Equipment Inc. (REI), Kent WA: 1993-1995. *Corporate Giving Officer*

National consumer cooperative for outdoor gear and clothing.

- Responsible for corporate philanthropy including national grants, national corporate giving initiatives, employee committees for expedition support, retail store-based volunteer support, and Board relations.
- Shaped a national public awareness campaign on REI's corporate citizenship through consumer research.
- Positioned strategic land conservation deals between REI and the Trust for Public Land with major media and consumer publications for positive recognition of REI's environmental philanthropy.

Washington Commission for the Humanities (WCH), Seattle, WA: 1987-1993, *Assistant Director*

Statewide humanities council now called *Humanities Washington*.

- Managed nationally recognized humanities speakers bureau serving Washington State, directing over 200 scholars with more than 400 cultural programs for adults and children.
- Collaborated with major cultural institutions to produce humanities programs, including materials for major museum exhibitions, theater performances, discussions of the arts and music appreciation.
- Managed annual grantmaking for statewide public humanities programs.

Volunteer Associations: Board President, NH Writers Project; New England Women's Leadership Institute; NH Center for Women's Business Advancement; Boston Hospital Housing Network; Airbnb Open Homes; *Concord Monitor* Board of Contributors Member.

Commendations from the May 2013 Annual Meeting of the Women's Fund of NH

"Marianne has been a tireless leader in encouraging philanthropy and in targeting the public's generosity to improve the lives of women and girls in NH."

Honorable Ann M. Kuster, US House of Representatives, May 2013

"In her ten years as Executive Director, Marianne has shaped the Women's Fund into one of the most indispensable nonprofits in the state."

Jeanne Shaheen, United States Senator, Concord NH, May 2013

"Marianne unites ideas, knowledge, money and action to create lasting social change for women and girls, their families and communities...." **Margaret Wood Hassan, Governor, State of NH, May 2013**