

TIMOTHY L. HIGDON

ADDRESS

WorkLab, LLC
50 Park Avenue, Suite 3D
New York, NY 10016
THigdon@WorkLab.com

EDUCATION

M.P.A 2008 (Public Finance) New York University, Robert F. Wagner School of Public Service
B.S. 1983 (Business Administration) Indiana University, Kelly School of Business

EXPERIENCE

WorkLab / Timothy Higdon Consulting, New York, NY Consultant, 2012 to Present

Consulting practice focuses on major areas: Interim Leadership (executive and fund development), Campaigns, Assessments, Special Projects, Training and Coaching.

New York University, New York, NY Adjunct Assistant Professor, George H. Heyman Jr. Center for Philanthropy and Fundraising, 2006 to Present

- Master's-level courses taught: *Theory and Practice in Fundraising and Annual and Capital Campaigns*.
- Pro-bono clients: James Beard Foundation, HealthRight International, Congregation Beth Simchat Torah, Holy Apostles Soup Kitchen and Parish, St Joseph's Soup Kitchen, Animal Haven, New York Needs You and New York City Coalition Against Hunger.
- NYU Award for Teaching Excellence in 2008.

Girl Scouts of the USA, New York, NY Chief of External Affairs, 2010 to 2012

Led unified team of Fund Development, Marketing, Communications, Creative, Girl Scout Research Institute, Public Policy, Legislative, Advocacy and Interactive. Team of 77 was responsible for the 100th Anniversary celebration, \$1 billion comprehensive funding campaign, and executing a major brand reposition.

Amnesty International USA (AIUSA) New York, NY Deputy Executive Director for External Affairs, 2007 to 2010 (2007 to 2008 interim)

Responsible for leadership of a national and international development, communications and marketing team of 60 that included: Direct Response (mail, on-line giving, street solicitation and Workplace Giving), Major Gifts, Foundations, Planned Giving, New Media, Merchandise, and Creative Group (artist relations and merchandise).

CCS Fund Raising New York, NY
Vice President, 2002 to 2008

Major engagements included:

- **Amnesty International USA** (*Interim Deputy Executive Director for External Affairs*):
- **Episcopal Relief and Development** (*Interim Vice President for External Affairs*):
- **The Nation Institute** (*Interim Development Director*):
- **US Holocaust Memorial Museum** (*Interim Deputy Chief Development Officer*):

IBM New York, NY and New Orleans, LA
Alliance and Sales Marketing Manager, 1997 to 2002

Walter Lorenz Surgical / Biomet New Orleans, LA
Sales Consultant, 1991 to 1996

United States Army
Major, Corps of Engineers, 1983 to 1998 (Active and Reserve)

HONORS, AWARDS AND COMMUNITY

NYU's Excellence in Teaching Award: 2008

CCS President's Award: 2004, 2005 and 2006

Walter Lorenz Surgical Salesman of the Year: 1994

Fellow, Royal Society for the Encouragement of Arts, Manufactures and Commerce (RSA)