

## STATEMENT

James McCafferty brings a unique perspective and critical tools to challenges facing organizations supported by a strong professional and community service experience and formal training. James' education includes a bachelor's degree from the University of Oregon in Journalism with an emphasis in Public Relations, an MBA from Western Washington University with a focus in non-profits and public policy, certification as a Global Business Professional from NASBITE International, as well as a number of diverse professional development trainings and workshops throughout his career. James has nearly three decades of professional and community service experience within both government and non-profit sectors at local, regional and national levels.

James focuses his efforts on organizational development issues including: operational efficiency improvement, business/strategic planning, financial projections/modeling, loan package development, branding/identity, marketing, finance education, tax issues, operations, growth management, human resources, data/situation analysis and strategic fundraising. James' external development work focuses on increasing sales and profits from domestic and international sources.

## QUALIFICATIONS

- Certified Global Business Professional
- Extensive managerial and administrative experience
- Work and consulting experience in for-profit, non-profit and public sectors
- Exceptional versatility and adaptability
- Dedication and drive as a hard-working individual
- Superlative communication, facilitation and team-building skills
- Ability to manage multiple tasks in a pressured environment
- Creative solutions to challenging situations
- Small business owner

## PROFESSIONAL SKILLS

### Economic Development

Attraction	Retention
Education Series Development	Partner/Funding Development
Expansion/Feasibility/Funding Assessment	Start-up Business Assessment/Assistance
Economic Data Analysis	

### Business Operations Support

Leadership Coaching	Strategic Planning Facilitation
Retreat/Meeting Facilitation	Team Building/Development
Change management	Executive Coaching
Marketing	Crisis Communications

### Business Analysis and Organizational Review

Business plans	Risk management planning
Organizational restructuring	Impact/Outcomes assessment
Process Improvement Facilitation	Infrastructure assessment and management
Values/Mission/Vision Development	Financial Structuring

## Marketing

Marketing assessment/planning  
Media relations training and support

Creation of targeted communications lists  
Brand and identity creation, assessment and management

## Budget and Finance

Financial analysis, modeling and comparison  
501(c)3 tax planning, assessment, models and board development

## Fundraising / Non-Profit Management

Case statement preparation  
Proposal Development  
Strategic fundraising  
501c3 assessment, training and development  
Fund development workshops for staff, volunteers and board members

Prominent volunteer identification and recruitment  
Strategic relationship development  
Fundraising operations  
Fundraising prospect identification and research

## EDUCATION/CERTIFICATIONS

Western Washington University; Bellingham, Washington  
University of Oregon; Eugene, Oregon  
Certified Global Business Professional  
Certified Human Subjects Research Protocols (NIH)

MBA  
BS Journalism/Public Relations  
NASBITE International

## EMPLOYMENT/SIGNIFICANT CLIENTS

Western Washington University 2005 – Present  
Versitas 2007 - Present  
University of Washington Consulting Alliance 2007 - Present  
Houston McCafferty & Associates 1995 – Present  
Economic Development Association of Skagit County 2008 – 2015  
Casey Family Programs 2005 – 2006  
Camp Fire USA Snohomish County Council 1998 – 2004  
Seattle Community College District 1993 – 1998

## CIVIC ACTIVITIES

Association of University Business and Economic Research – Board Member  
USDA/USFS – Past Chair, Resource Allocation Committee for Skagit/Whatcom County  
Rotary International – Past Board Member, Stanwood-Camano Island Club  
iHeartParks – Member of executive committee of community fundraising and construction project  
Love INC – Family financial budget crisis counselor  
American Camp Association – Past Board Member, chair of national branding effort  
University of Oregon Alumni Association – Past Board Member, Past Chapter President