

AMY L. LOCKWOOD

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PROFESSIONAL EXPERIENCE

PRINCIPAL, SENIOR CONSULTANT

2007-PRESENT

Full Circle Consulting, Concord, NH

- Independent consultant advancing the non-profit sector through improving organizational performance and outcomes. Services include program feasibility assessment, business planning, strategic planning, state tax credit marketing, grant writing and philanthropic advising.

EXECUTIVE DIRECTOR

2006 - 2007

Star Island Corporation, Portsmouth, NH

- Chief executive officer of \$2.8 million, ninety year old non-profit corporation which owns and operates a 280-guest religious and educational conference center on an island off the coast of New Hampshire.
- Worked with community toward ten year strategic and business plans including long term fiscal and facilities plans for \$3.5 million property on National Register of Historic Places.
- Established governance policies and fiscal management plans for organization
- Supported board in transition to constructive, Policy Governance model of work
- Assessed federal and state regulatory compliance issues and enhanced compliance position

EXECUTIVE DIRECTOR

2001 - 2005

CATCH Neighborhood Housing, Concord, NH

- Chief executive officer of \$710,000 non-profit community development corporation with \$9 million in residential property assets
- Significantly enhanced annual campaign performance including:
 - facilitating creation of board- and volunteer-driven ten-year major gifts plan
 - leading the board to 100% participation in donations and resource development activities
 - increasing individual and business donations by 128% and 168% respectively in one year
- Initiated an asset management strategy that funds long-term capital needs for \$9 million portfolio
- Created innovative programs and fundraising strategies that drew over \$2 million in new capital and operating funds to the corporation, plus over \$1.4 million in new capital available to low-income home buyers between 2000 and 2005.
- Facilitated creation of a strategic plan to invigorate the organization and improve community impact
- Significantly enhanced the corporation's advocacy and housing development position by forging partnerships with community, municipal, conservation and economic development entities
- Achieved track record of consensus-building among diverse constituencies, including low-income residents, funders, board members and municipalities

DEPUTY DIRECTOR / PROGRAM DIRECTOR**1992-2001****CATCH (Concord Area Trust for Community Housing), Concord, NH**

- Created Home Buyer Education Center in 2000, which facilitated home ownership for more than 140 low- and moderate-income families through 2005
- Initiated the first Individual Development Account pilot in the state with New Hampshire Community Loan Fund
- Directed asset management planning for the 140-unit property portfolio, including long-term capital planning, financial management and refinancing for the project's public and private funding sources
- Grant reviewer for national VISTA (Volunteers in Service to America) program

RESEARCH ASSISTANT III**1989-1992****BOTEC Analysis Corporation, Cambridge, MA**

- Planned and coordinated public policy research projects
- Wrote and edited research papers
- Supervised research assistants

EDUCATION

Oberlin College B.A., Studio Art/Art History 1989
 Coursework in architecture, historic preservation and urban planning

AWARDS AND RECOGNITION

Manchester Union Leader *40 Under Forty* Award 2005
 Citizens Bank *Housing Hero* Award to CATCH (first recipient of award) 2005
 NH Business Review *Excellence in Nonprofit Management* to CATCH 2005

SELECTED AFFILIATIONS AND VOLUNTEER ACTIVITIES

New Hampshire Housing Finance Authority, Board Member 2007-Present
 Stratham Community Church, Deacon 2007-Present
 Shoals Marine Laboratory Creek Farm Advisory Committee, Member 2007-Present
 The Housing Partnership, Board Member 2007
 Seacoast Interfaith Hospitality Network, Overnight Volunteer 2006-Present
 Northern New England Housing Investment Fund, Board Member 2003-2007
 NH Housing and Community Development Planning Council, Member 2005
 Concord Business Group, Board Member 2005
 NeighborWorks America Multi-Family Initiative Steering Committee, Board Member 2003-2005
 Citizen's Bank Community Development Committee, Member 2001-2005
 Concord Historic Commission, Member 2002-2004
 Leadership Greater Concord, Participant 1999-2000