



Steve Higgins, CFRE

President

Steve Higgins has emerged into one of the most respected nonprofit consultants in the profession. He works with organizations' development staff, executive leaders, trustees and volunteers, providing counsel for fundraising, governance and strategic planning. His fundraising counsel focuses on leadership development, capacity building, volunteer and staff training, and campaign counsel and management.

With over 20 years of nonprofit consulting and business development experience, Steve spent 6 years as a Senior Vice President of Ketchum prior to co-founding the Bob Carter Companies in 2011. In this role and as a member of Ketchum's Senior Leadership Team, Steve directed Ketchum's client development efforts. He also held leadership positions with Saint Edward's School in Vero Beach, Florida; The Pittsburgh Technology Council in Pittsburgh, Pennsylvania; and The Gow School in South Wales, New York.

Board Membership

A frequent speaker at international, national and regional fundraising conferences, Steve is currently the President of Indian River County's, Association of Fundraising Professionals (AFP), and serves on AFP International's Committee on Directorship. Steve also serves on the Church Council for the Community Church of Vero Beach. Previously, Steve served on the Industry Advisory Council for CASE (Council for Advancement and Support of Education) and the Boards of; Education Foundation of Indian River County; Leadership Pittsburgh; Girl Scouts of Southwestern Pennsylvania; and The Mendelssohn Choir of Pittsburgh.

Client Experience

Some of the clients Steve has provided counsel to include:

Armstrong YMCA, Kittanning, PA
Baltimore Polytechnic Institute, Baltimore, MD
Barry University, Miami FL
Berkeley Preparatory School, Tampa, FL
Boys & Girls Club of Fox Valley, Appleton, WI
Boys' Latin School, Baltimore, MD
Canterbury School, St. Petersburg, FL

CARTER

Canterbury Woods, Williamsville, NY
Childcare Resources, Vero Beach, FL
Cincinnati Habitat for Humanity, Cincinnati, OH
Clearwater Marine Aquarium, Clearwater, FL
Conemaugh Health System, Johnstown, PA
EdVenture Children's Museum, Columbia, SC
Father Martin's Ashley, Havre de Grace, MD
Florida Aquarium, Tampa, FL
Greater Latrobe Partners in Education Foundation, Latrobe, PA
Habitat for Humanity Sarasota, Sarasota, FL
Harding Academy, Nashville, TN
Hill House Association, Pittsburgh, PA
Hillel Community Day School, Miami, FL
Knoxville Museum of Art, Knoxville, TN
Meals on Wheels of Western New York, Buffalo, NY
NEED, Pittsburgh, PA
O'Neal School, Southern Pines, NC
Palmer Trinity School, Miami, FL
Parkview Whitley Hospital, Columbia City, IN
Point Park University, Pittsburgh, PA
Port Discovery Children's Museum, Baltimore, MD
Pratt Institute, Brooklyn, NY
Providence Life Services, Tinley Park, IL
Robert Morris University, Pittsburgh, PA
Ronald McDonald House of Baltimore, Baltimore, MD
Rumson Country Day School, Rumson, NJ
Runwell Foundation, Jacksonville, FL
South Florida Museum, Bradenton, FL
Vero Beach Museum of Art, Vero Beach, FL
VNA & Hospice Foundation, Vero Beach, FL
Western Pennsylvania Conservancy, Pittsburgh, PA
Westminster College, Fulton, MO
WISH Foundation, New Delhi, India

Personal

A graduate of Elon University in Elon, North Carolina, Steve and his wife, Char, live in Vero Beach, Florida, with their daughter, Lottie, and sons, Andrew and Luke.