



Steve Higgins, CFRE

President & CEO

Steve Higgins is one of the most respected and seasoned nonprofit consultants in the profession. He works with organizations' development staff, executive leaders, trustees and volunteers, providing counsel in fundraising, governance and strategic planning. His fundraising counsel focuses on major and mega gift strategies, leadership coaching, campaign counsel and readiness, capacity building, and organizational assessment.

With over 25 years of nonprofit consulting and business development experience, Steve was promoted to President of Carter in 2015. Prior to co-founding Carter in 2011, Steve spent nearly 6 years as a Senior Vice President of Ketchum. In his role 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 a Past President of Indian River County's, Association of Fundraising Professionals (AFP), and has served on AFP International's Committee on Directorship. Steve is currently serving as the Church Moderator at Community Church of Vero Beach, and is a member of the Business Program Advisory Committee at Vero Beach High School. 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; Ashley Treatment Center, Havre de Grace, MD; Bailey-Matthews National Shell Museum, Sanibel, FL; Baltimore Polytechnic Institute, Baltimore, MD; Barry University, Miami FL; Berkeley Preparatory School, Tampa, FL; Bishop Museum of Science and Nature, Bradenton, FL; Boys & Girls Club of Fox Valley, Appleton, WI; Boys' Latin School,*

Baltimore, MD; Camp Agawam, Raymond, ME; Canterbury School, St. Petersburg, FL; Canterbury Woods, Williamsville, NY; Childcare Resources, Vero Beach, FL; Children's Museum of Pittsburgh, Pittsburgh, PA; Cincinnati Habitat for Humanity, Cincinnati, OH; City Theatre, Pittsburgh, PA; Conemaugh Health System, Johnstown, PA; EdVenture Children's Museum, Columbia, SC; Florida Aquarium, Tampa, FL; Gifford Youth Achievement Center, Vero Beach, FL; Greater Latrobe Partners in Education Foundation, Latrobe, PA; Habitat for Humanity Sarasota, Sarasota, FL; Harding Academy, Nashville, TN; Headington Institute, Pasadena, CA; Hill House Association, Pittsburgh, PA; Hillel Community Day School, Miami, FL; Hillsborough Community College, Tampa, FL; Knoxville Museum of Art, Knoxville, TN; Lake Highland Preparatory School, Orlando, FL; Ligonier Valley YMCA, Ligonier, PA; Meals on Wheels of Western New York, Buffalo, NY; Monongahela Valley Hospital Foundation, Monongahela, PA; Museum of Science & History, Jacksonville, FL; Nevada Community Foundation, Las Vegas, NV; O'Neal School, Southern Pines, NC; Palmer Trinity School, Miami, FL; Parkinson's Foundation, New York, NY & Miami FL; Parkview Whitley Hospital, Columbia City, IN; Pittsburgh Cultural Trust, Pittsburgh, PA; 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 Maryland, Baltimore, MD; Rumson Country Day School, Rumson, NJ; Sacramento Food Bank & Family Services, Sacramento, CA; United Way of Collier & the Keys, Naples, FL; United Way of St. Lucie County, Fort Pierce, FL; Vero Beach Museum of Art, Vero Beach, FL; VNA & Hospice Foundation, Vero Beach, FL; West Virginia Medical Professionals Health Program, Mt. Claire, WV; Western Pennsylvania Conservancy, Pittsburgh, PA; Westminster College, Fulton, MO; WISH Foundation, New Delhi, India; World Golf Hall of Fame, St. Augustine, FL; and ZooTampa at Lowry Park, Tampa, FL.

Personal

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