



## **Steve Higgins, CFRE**

### **President & CEO**

Steve Higgins, CFRE, 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 combined consulting and nonprofit experience, Steve was promoted to President of Carter in 2015, and assumed the CEO role in 2020. Prior to co-founding Carter in 2011, Steve spent nearly six 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**

Several of the clients Steve has provided counsel to include: *Ashley Treatment Center, Havre de Grace, MD; Berkeley Preparatory School, Tampa, FL; Bishop Museum of Science and Nature, Bradenton, FL; Boys' Latin School, Baltimore, MD;*

*Camp Agawam, Raymond, ME; Canterbury Woods, Williamsville, NY; Childcare Resources, Vero Beach, FL; City Theatre, Pittsburgh, PA; Gifford Youth Achievement Center, Vero Beach, FL; Guadalupe Center, Naples, FL; Headington Institute, Pasadena, CA; Hillsborough Community College, Tampa, FL; Knoxville Museum of Art, Knoxville, TN; Lake Highland Preparatory School, Orlando, FL; Monongahela Valley Hospital Foundation, Monongahela, PA; Nevada Community Foundation, Las Vegas, NV; Pittsburgh Cultural Trust, Pittsburgh, PA; and Ronald McDonald House of Maryland, Baltimore, MD.*

## **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.