



## **Steve Higgins, CFRE**

### **President & CEO**

Steve Higgins, CFRE, is one of the most respected nonprofit consultants in the profession. He is a passionate, dynamic and accomplished leader who has advanced the missions of more than 200 organizations across the world, inspiring them to embrace transformational visions, guiding their work to strategically and successfully accomplish their aspirational goals, and providing them with the solutions they need to sustain their expanded impact.

With nearly 30 years of combined consulting and nonprofit experience, Steve provides counsel in fundraising, governance, and organizational planning. He works alongside and coaches staff and volunteer leadership to significantly enhance major and mega gift strategies, guide campaign planning and execution efforts for maximum results, and build organizational capacity and cultures of philanthropy.

Steve was promoted to President of Carter in 2015, and he 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 currently guides stewardship efforts at The Community Church of Vero Beach and previously served for three years as the Church Moderator at Community Church. Previously, Steve served on the Industry Advisory Council for CASE (Council for Advancement and Support of Education) and the Boards of: the Education Foundation of Indian River County; Leadership Pittsburgh; Girl Scouts of Southwestern Pennsylvania; and The Mendelssohn Choir of Pittsburgh. Steve is also a past member of the Business Program

Advisory Committee at Vero Beach High School, where he continues to provide career advice to the school's business students.

### **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; Chesapeake Conservancy, Annapolis, MD; 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; Raise the Future, Denver, CO; Ronald McDonald House of Maryland, Baltimore, MD; Senator John Heinz History Center, Pittsburgh, PA; UCLA, Los Angeles, CA; United Way of Greater Atlanta, Atlanta, GA; and 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. Steve coaches youth basketball.