



# Gary O'Connor

An innovative and trusted non-profit organization leader with extensive experience renewing and growing mission-driven organizations. Known as a passionate advocate he influences policy and inspires the loyalty of peers, staff, volunteers, and partners. He has achieved multiple organizational breakthroughs by applying business principles, adapting to government mandates, forging innovative partnerships, and applying creativity to solve intractable problems.

## SELECTED ACHIEVEMENTS

- Renewed and rebuilt several non-profit organizations after the loss of funding. Secured new funding commitments by matching organizational missions to government priorities. Restructured operations and service delivery to reduce overhead costs and enhance program delivery.
- Managed transformation processes in several non-profits organizations to develop a new mission vision and mandate, new strategic and operating plans, and focus programs to community and client needs.
- Led advocacy strategy development and advocate training that achieved a \$105 million increase in funding for Community Health Centres in Ontario and achieved a \$741 million increase in base funding for the Ontario Diabetes Strategy.
- Researched and created capital fundraising campaigns for The Toronto Historical Board, The Bruce Trail Association and the Canadian Warplane Heritage Museum.
- Managed all aspects of fundraising, mentored staff and volunteers to succeed, and personally closed millions of dollars in government asks and hundreds of thousands of dollars in corporate asks.
- Oversaw several international development projects focusing on street youth and cross cultural awareness raising.

## EXPERIENCE

- The Osborne Group - Principal
- Gambling Research Exchange Ontario – Chief Executive Officer
- The Canadian Diabetes Association – Executive Director Ontario;
- The Association of Ontario Health Centres – Executive Director
- The Canadian Red Cross (Hamilton Branch) – Branch Manager
- Street Kids International – Managing Director
- Fundraisers Service Network – Fundraising Consultant
- Canadian Crossroads International – Director of External Relations; Program Co-ordinator

## QUALIFICATIONS

- Bachelor of Arts
- Certificate in Knowledge Management
- National Certificate in Voluntary and Non-Profit Sector Management
- Certificate in Voluntary Sector and Arts Management
- Canadian Consortium for Gambling Research – former member
- School of Social Work, York University – former field Instructor
- The Ontario Public Service Federated Health Charities – former board member and chair
- The Ontario Chronic Disease Prevention Alliance – former Alliance member and vice chair
- Primary Care Coalition – former member
- Ontario Health Providers Alliance – former member and chair
- Canadian Alliance of CHC Associations – former board member
- Wellwood Resource Centre, Hamilton – former board member and treasurer
- St. Bernadette Children's Centre, Dundas – former board member

