



Lucy White

An entrepreneurial and highly effective senior executive in the not-for-profit sector, Lucy has a demonstrated ability to establish, grow and sustain organizations. She achieves superior results through a strategic, creative and consultative approach and outstanding analytical, communications, relationship management and team-building skills.

SELECTED ACHIEVEMENTS

Strategy / Planning / Relationship Building

- Designed the vision, mission, strategic goals and operational structure for Professional Association of Canadian Theatres (PACT), a national membership organization.
- Initiated long-term strategic planning including in-depth national member consultations for PACT
- Managed international and industry relations including negotiation of international and domestic agreements for Access Copyright
- Developed new membership levels and launched a recruitment program for a more than 30% increase in PACT's membership
- Regularly prepared presentations, proposals, studies and reports for government decision makers, boards, committees, and funders

Management / Program Design / Revenue Development

- Established and managed the organizational structure, partnerships, human resources and programs for Access Copyright
- Launched a professional development program and oversaw thirteen national conferences for PACT
- Established a new statistics and surveys department for Access Copyright
- Initiated and implemented the design of a fully integrated information system for the licensing and distribution departments at Access Copyright
- Increased PACT's annual operating budget by 55% and retired the accumulated deficit within four years
- Restructured the earned revenue model and initiated new earned revenue streams for PACT

EXPERIENCE

- The Osborne Group
 - Toronto Arts Council and Toronto Arts Foundation, Human Resources
 - REEL Canada, Human Resources
 - Community MicroSkills Development Centre, Interim Executive Director
 - Safeguards Training for Children and Adults, Strategic Planning
 - Community Care – City of Kawartha Lakes, Strategic Planning
 - Second Base Youth Shelter, Management Consulting
 - Bond Child and Family Services, Management Consulting
- The Centre for Mindfulness Studies, Executive Director
- Artist Run Centres and Collectives of Ontario (ARCCO), Facilitation / Strategic Planning
- Professional Association of Canadian Theatres (PACT) - Executive Director
- Access Copyright (Canadian Copyright Licensing Agency) - Associate Director; Compliance Manager; Licensing and Communications Manager
- Canadian Authors Association - Executive Director

QUALIFICATIONS

- Arts Administration Training Program - Banff Centre School of Management
- BA, English Literature - University College, University of Toro



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