

Resume

Nancy Hall

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ACADEMIC PREPARATION:

MBA, Harvard Business School, Boston, Massachusetts

Concentrations: Marketing, Managerial Economics

BA in Political Science, New College, Sarasota, Florida, 1968

ACADEMIC EXPERIENCE:

Instructor, 2001-present

Johns Hopkins University, Institute for Policy Studies
Johns Hopkins University, Advanced Academic Programs
Courses: Principles of Nonprofit Management, Nonprofit Financial Management

Instructor, 2009 - 2012

University of Maryland Baltimore County, Graduate Program Applied Sociology
Courses: Nonprofits and the Internal Environment, Nonprofits and the External Environment

Instructor, 1998- 2010

University of Maryland School of Social Work
Course: Financial and Information Systems in Nonprofits and Government

Instructor, 2000 - 2004

Goucher College, Welch Center for Graduate and Professional Studies
Courses: Introduction to Nonprofit Management, Financial Management in Nonprofits

Instructor, Summer 2002

College of Notre Dame (Baltimore, Maryland), Certificate in Leadership of Nonprofit Organizations
Course: The Practitioners Role in Starting Nonprofit Organizations

PROFESSIONAL EXPERIENCE:

HB Management and Financial Services, Trading as 501(c) Solutions, 1986 – Present

Owner. Provides consulting services to nonprofits and government. A sample of clients include: Advocates for Children and Youth, Athletes Serving Athletes, Big Brothers Big Sisters Greater Chesapeake, Bolton Street Synagogue, College Park Arts Exchange, Delaware Association of Nonprofit Organizations, Delaware Historical Society, Esophageal Cancer Action Network, Family Tree, Fuel Fund of Maryland, Image Center, Maryland Family Network, Mental Health Association of Maryland, Second Chance, Second Family, State of Maryland Department of Education, and Textile Society of America.

Services include strategic and business training, planning and execution; financial and accounting oversight; and Executive Director and Finance Director recruiting.

Maryland Association of Nonprofit Organizations Service Corporation, 1992 – 2009(Part-time)

Chief Executive Officer. The Service Corporation, the for profit subsidiary of the Maryland Association of Nonprofit Organizations, provides health benefits, workers compensation insurance, directors and officers insurance, energy purchasing, and other services to more than 700 nonprofits in Maryland. Because of discounts, these buying programs save the participating organizations more than \$1 million annually. In 1992, a small benefits program was transferred to Maryland Nonprofits from another entity. Since that time, the program has grown from 100 participating organizations, has added new services, and generates a significant portion of Maryland Nonprofits' unrestricted revenue.

Maryland Association of Nonprofit Organizations

Senior Advisor and Consultant, 2004-2009 Provided technical assistance to members of Maryland Nonprofits (more than 300 nonprofit helped each year). Did training on strategic planning, finance, marketing, and how to start a nonprofit. Acted as consultant, strategist, and evaluator for other staff at the Maryland Association of Nonprofit Organizations.

Director of Finance, Marketing, and Member Services, 1992-2004(Part-time). Crafted and implemented the strategies that grew membership from 129 to 1,600 members. Designed and introduced the financial systems which enabled the organization to reach \$3million in annual expenses.

Friends of the Family, 1990 – 1992 (Part-time)

Director of Finance.

Health and Welfare Council, 1986-1990 (Part-time)

Director of Finance.

Hutzler's Department Store

Comptroller, Director of Planning

Gimbel's Department Store

Director of Management Information Systems

RESEARCH INTERESTS:

Factors indicating success in newly established nonprofit organizations.
Financial predictors for nonprofit organizations.
Impact of nonprofit organizations on the economy.

CERTIFICATIONS AND LICENCES

WBE – Baltimore City

WBE – Maryland

Property & Casualty Insurance Producer – State of Maryland

PROFESSIONAL MEMBERSHIPS:

ARNOVA

HBS Social Enterprise Alumni Association

The Alliance

HONORS AND AWARDS:

New College Alumni/ae Fellowship, 1990, to teach Not-for-profit Entrepreneurship. First recipient of award.

Century Club, Harvard Business School

