

LEAH A. MASSY

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SUMMARY: Business development, public relations and strategic planning professional with over 20 years successful experience in the design and implementation of fundraising, public relations, and marketing and publicity campaigns for for-profit and nonprofit organizations. Areas of specialization include grant and proposal writing, business and strategic planning, revenue/resource development and maximization, media relations, communications, total quality management, partner/collaborative development and facilitation, and outreach and development.

Wrote requests for more than \$50 million in grants, proposals and vendor applications. To date, have secured over \$41 million in funding including over \$1.5 million in 2007; \$1.75 million in 2006; \$500,000 in 2003-2005; \$1.5 million in 2002; \$3.2 million in 2001; \$6 million in Program Years 1998-2000; and \$4.2 million in Program Years 1996-1998. Extensive experience in preparing and submitting successful private and corporate foundation proposals, as well as county, state and federal government vendor applications, and Requests for Proposals (RFP), Solicitations for Proposals (SFP) and Requests for Application (RFA) responses.

EDUCATION:

Bachelor of Arts Degree, Sociology

University of California
Los Angeles, California

Sociology Major

Michigan State University
East Lansing, Michigan

Certificate-Spanish for the Social Service Provider
Los Angeles Southwest College, Los Angeles, California

Additional Courses:

-Journalism
-Public Relations
-Peer Counseling Training

Seminars:

-Newsletters: Editing,
Design & Publication
-Desktop Publishing

Certificate-CBEST (California Basic Education Skills Test)

WORK HISTORY:

Images Plus, **Grant Writer, and Fund Development, Public Relations/Marketing and Strategic Planning Consultant**, 7/84-Present: Executive consultant to nonprofit and for-profit organization CEO's, COO's and Boards of Directors. Develop and write grants, proposals, press releases, corrective action plans, contracts, and business, marketing and strategic plans. Expertise in human services program proposal writing including youth, senior citizen, child care, education, employment and training programs. Also design and develop strategic plans, marketing, fundraising and public relations campaigns; train staff(s) on program implementation and monitor progress. Design flyers, brochures, logos, etc. Salary: \$75,000-\$150,000/year; varies by contract.

PERSONAL QUALITIES:

Reliable, professional, self-motivated. Able to lead others to the successful achievement of goals; total quality management (TQM) professional. Extensive group leadership and work group facilitation experience. Ability to work with others of diverse backgrounds. Detail and results oriented team player and/or leader as appropriate.

REFERENCES:

Hilda Parham, Program Manager
Goodwill Industries of Orange County (GIOC), Santa Ana, CA (714) 547-6308, ext. 328

Keith Regan, Executive Director
Orange Senior Center, Orange, CA (714) 538-0447

Richard H. Taketa, Chief Executive Officer
Southern California Risk Management Associates, Inc. (909) 608-7171

Representative Sample of Successful Grants and Proposals:

Recipient Organization	Funding Source	Dollar Amount
Orange County Probation Dept.	CA Board of Corrections-Juvenile Crime Enforcement Accountability Challenge Grant	\$2,900,000
Southern California Risk Management	Los Angeles Community College District [NOTE: Largest community college district in CA]	\$2,600,000; \$475,000 +3%/yr. for 5 yrs.
Southern California Risk Management	County of Imperial	\$855,000 ('07-'10)
Orange County Probation Dept.	CA Office of Criminal Justice Planning	\$500,000
Goodwill Industries of Orange County	Orange County Workforce Investment Board	\$500,000
Henkels & McCoy-Training Division	WorkHawaii Job Training Partnership Act	\$500,000/yr. for 2 yrs.
Southern California Risk Management	City of Culver City	\$370,000
Orange County Conservation Corps	Santa Ana Workforce Investment Board-Youth Council	\$335,000
Southern California Risk Management	Pomona Unified School District	\$313,735
Orange County Conservation Corps	CA Governor's Community and Faith-Based Initiative [NOTE: One of 680 applicants statewide and only 20 grants awarded]	\$268,000
Orange County Probation Dept.	CA Youth Authority	\$250,000
Orange County Conservation Corps	Santa Ana Enterprise Zone/Empowerment Community Workforce Development	\$250,000
Goodwill Industries of Orange County	Orange County Workforce Investment Board	\$225,000
Southern California Risk Management	City of Fremont	\$216,090
Southern California Risk Management	Housing Authority of the City of Los Angeles	\$213,378
Henkels & McCoy-Training Division	County of San Bernardino	\$250,000
Henkels & McCoy-Training Division	Santa Barbara Dept. of Education	\$200,000
Anaheim Family YMCA	California Department of Parks and Recreation Local Assistance Grant	\$200,000
Southern California Risk Management	Downey Regional Medical Center	\$150,000
Miss Kathy's Daycare	Orange County Workforce Investment Board	\$98,000
Watts Labor Community Action Committee	The California Wellness Foundation	\$50,000/yr. for 2 yrs.
Watts Labor Community Action Committee	CA Consumer Protection Foundation	\$50,000
Southern California Risk Management	City of Hermosa Beach	\$37,000
Orange Senior Center	Orange County United Way	\$29,000/yr. for 2 yrs.
Orange Senior Center	Altria Foundation [NOTE: One of 300 applicants nationwide and only 81 grants awarded]	\$25,000/yr. for 2 yrs.
Anaheim Family YMCA	Boeing Community and Education Relations	\$25,000
Orange Senior Center	Orange County Register - Season of Caring	\$25,000
Southern California Risk Management	Anaheim City School District	\$25,000
Consumer Credit Counseling Service of Orange County	Household Finance Financial Literacy	\$25,000
Orange County Conservation Corps	Orange County Community Foundation (OCCF)-Colver Fund	\$20,000
Orange Senior Center	Orange Community Foundation	\$12,500
Serenity Village for Women	City of Anaheim, Community Development Block Grant (CDBG)	\$10,000
Serenity Village for Women	Mattel Children's Foundation [NOTE: One of 1,200 applicants nationwide and only 30 grants awarded]	\$7,500
Anaheim Family YMCA	JC Penney After School Award	\$5,000
Serenity Village for Women	The Heart of Experian	\$2,500