

JAMES M. SAMPSON

SUMMARY OF QUALIFICATIONS

Extensive experience in providing leadership for not for profit agencies. Special emphasis on strategic visioning, planning and program development. Strengths include working with Board of Directors, funding sources, community groups, external policy and advocacy groups and fund development.

EDUCATION

University of Wisconsin <i>MSSW – 1973</i>	Madison, Wisconsin
State University of New York at Buffalo <i>BS (Social Policy) - 1972</i>	Buffalo, New York

PROFESSIONAL EXPERIENCE

- Gateway Longview, Inc.** Buffalo, New York
President and CEO (October 2004 to present)
- Gateway Longview is a multifaceted child serving agency located in Buffalo, New York serving the families of Western New York through residential care, education services and community based programs. It has a yearly budget of \$22 million and an endowment of \$11 million. It raises over \$1.5 million a year.
 - Provided stability and direction to the organization after a number of years of turmoil. Reorganized the administration and developed strategic visioning processes. Positioned agency to be the largest provider of wraparound services to Erie County. Moved agency from a \$ 2 million deficit to a \$1.5 million surplus in three years.
 - Established not for profit subsidiary Community Connection of New York to provide quality management services to the Erie County Department of Mental Health.
 - Adjunct professor for the University at Buffalo School of Social Work specializing in management, administration and leadership.
 - Harvard Business School – Strategic Non Profit Management - 2006.
 - Board of Directors – Buffalo Niagara Partnership (Chamber of Commerce and Business Think Tank)
 - Appointed to the County Executive elect's transition committee (2007).
 - Appointed to the County Executive elect's transition subcommittee (2011).
 - Trustee for the Irish Classical Theatre (2009)
 - Founding member of the West Buffalo Charter School (2010)
 - President Buffalo ReformED – local research and advocacy organization dedicated to educational reform (2010-2011)

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Children's Service Society of Wisconsin

Milwaukee, Wisconsin

President (January 1999 to October 2004)

Vice President Children's Hospital and Health System (January 2004 to October 2004)

- Children's Service Society of Wisconsin is the states largest not for profit agency exclusively dedicated to serving children. Program emphasis includes foster care, adoption, counseling and prevention services. The agency employs over 600 staff and had a 2004 budget of \$22 million, serving over 20,000 individuals. The agency yearly raises over \$1,000,000.
- Directed the merger of Children's Service Society of Wisconsin with the Children's Hospital and Health System and oversaw organizational integration.
- In September 2004 commended by Wisconsin Governor Jim Doyle for service to Wisconsin's children and the development of innovative programs.
- Major accomplishments include strengthening of the Board of Directors, strategic visioning and planning, restructuring of agency to be more efficient and responsive, implementation of technology initiative, development of a government affairs program with a strong emphasis on advocacy for children and their families.
- Oversee the operation of Innovative Family Partnerships, Inc., a subsidiary dedicated to providing child welfare services in Milwaukee County under contract with the State of Wisconsin. With an aggregate budget of over \$30 million, agency employees 175 professional and support staff.
- Under contract with the State of Wisconsin, agency responsible for the provision of 800 special needs adoptions.
- Registered lobbyist with the State of Wisconsin.

St. Charles Youth and Family Services, Inc.

Milwaukee, Wisconsin

President (October 1985 to January 1999)

- St. Charles is a regional not for profit agency providing services to a variety of youthful populations. With a residential treatment base, it provides community mental health and education services to older juveniles, usually under the direction of local juvenile courts.
- Its 1998 budget was \$12 million with over 300 employees.
- Major accomplishments included the diversification of program and funding base, steady growth of 20% per year, ongoing strategic planning and the granting of national accreditation.

Department of Corrections

Milwaukee, Wisconsin

Administration Probation and Parole (January 1974 to October 1985)