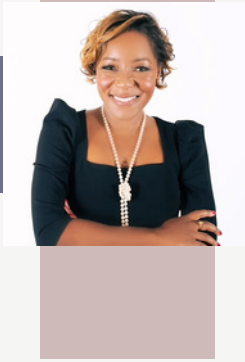


Samantha Vance



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Executive committed to excellence, possessing qualities of integrity, dedication, and honesty. A thought leader focused on strategy and implementation, innovative solutions, leading people, collaborating, and influencing. A team player who believes, "the only place where success comes before work is the dictionary."

Education

- B.S. in Political Science, minor in Public Administration, Florida State University, 2011
- A.A. in Business Management, Tallahassee Community College, 2009
- 12 college credits in computer science courses, University of Nevada Las Vegas, 2001

Certifications

- Certificate, Youth Life Coach, Youth Coaching Institute, 2018
- Certificate, Nonprofit Executive Management, Florida State University Jim Moran Institute, 2016

Worked full time while attending all schools. First generation college graduate.

Professional Experience

- **Chief Executive Officer, impact Core Group (iCG), Nationwide (2022 – present)**
 - Management consulting firm serving nonprofits, corporations, government, and high-net-worth clients in sports & entertainment
- **Chief Executive Officer, Connecting Everyone with Second Chances (CESC), Tallahassee (2021-2022)**
 - North Florida's largest shelter, medical, and dental facility, \$4.5M budget, over 70 staff, serving hundreds of clients
- **Executive Director, Ladies Learning to Lead, Tallahassee, FL (2016 – 2021)**
 - Statewide leadership and college prep organization in 6 locations throughout Florida, \$1M budget, serving hundreds of students
- **Executive Operations Manager, Florida Health Care Association, Tallahassee, FL (2010-2016)**
 - One of the largest nursing home associations in the country, \$5M budget, with hundreds of skilled nursing facility members
- **Chief Operating Officer & Managing Partner, SACS Group, Florida (2008-2010)**
 - Political consulting firm managing events for political groups, individuals, and special projects for corporations and nonprofits
- **Operations Supervisor, California State University East Bay, Hayward, CA (2007-2008)**
 - Library operations for over 34,000sq.ft. university library facility, \$4.8M budget, and one the largest libraries in the Bay area
- **Financial Operations & Project Manager, Alliant International University, San Francisco, CA (2004-2007)**
 - Accredited private university, over 50 years operating, 67% freshman retention rate
- **Executive Assistant to CEO, Florida Hospices, Tallahassee, FL (2002-2004)**
 - Awarded association of the Year, serving 67 counties in Florida, with most residing hospices as members

Key Competencies & Results

- Budget management of up to \$4.8M
- Helped stabilize organizations by leading the annual budgeting process and assessing effectiveness of internal controls
- Management of up to 74 staff
- Raised over \$11M for nonprofits in career through fundraising, state and local funding, grants, and private donations
- Increased private donor fundraising by 128% from last two years prior to being named CEO
- Negotiation and persuasive communication resulting in annual savings of up to \$500k at each organization
- Lobbying efforts on appropriations requests yielding over \$2.3M in state funding
- Training to over 50 employees on PeopleSoft and Microsoft Access systems for the City of Tallahassee, curriculum development
- Management of large construction and renovation projects and revenue generation through office conversions
- Successful completion of two audits at Alliant International University and Florida Hospices through work with auditors and team
- Housed 78 homeless individuals, diverted 368 from homelessness, served over 106k meals in one year as CEO, most since inception
- Relationship-building and strong connection with high-net-worth individuals, celebrities, and dignitaries
- Public speaking on platforms of over 500 people, universities, state government and commission meetings, news, and podcasts

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Top Skills

9

Strategic Foresight

10

Change-
Management

10

Relationship & Team
Building

8

Persuasion &
Presentations

8

Governmental
Affairs

10

Servant/Visionary
Leadership

Achievements/Awards

- Governor appointed to Florida Department of Juvenile Justice Delinquency Prevention State Board, (2020-2022)
 - *Selected and served as Community Engagement Chair*
- Mayor appointed as Commissioner on the Status of Women and Girls, Tallahassee/Leon County, Florida (2018-2020)
 - *Selected and served as Vice Chair of the Education & Economic Security Committee*
- Inductee - Hall of Fame - Tallahassee Community College (2021)
- Honoree - Tallahassee's '25 Women to Know' by the Tallahassee Democrat (2019)
 - *Selected and served as Class Chair*
- Honoree - Top 20 Professionals Under 40 - Network of Young Professionals (2019)
 - *Presented Authentic Community Engagement Award*
- Nominated & selected to join an exclusive membership of distinguished professionals - Economic Club of Florida (2019-present)
- Honoree - Trailblazer for Tallahassee's African American History Calendar (2018)
 - *Nominated and selected among hundreds of leaders as one of 12 to be featured in the calendar*

Boards

- Board Chair, Ladies Learning to Lead (L3), Tallahassee, Florida (2021-present)
- Community Engagement Chair, Florida DJJ Delinquency Prevention Board (2020-2022)
- Board Chair, AMI Kids, National Organization, Tallahassee, Florida Chapter (2017-2020)
 - *Nominated and selected to Board Chair position voted in by National CEO and local board*
- Big Bend Continuum of Care, Tallahassee, Florida (2021-2022)
- Fundraising Chair, Tallahassee Healing Prayer Ministries (2019-2021)
- Major Donor & Development Chair, Whole Child Leon, Tallahassee, Florida (2018-2020)
- Big Brothers Big Sisters of the Big Bend, Tallahassee, Florida (2017-2020)
- Board Chair, Southside Housing Investment Board Showcase, Tallahassee, Florida (2014-2017)
- Board Secretary, Adullum Entrepreneurship School, Miami, Florida (2013-2015)
- Generation NOW, Tallahassee, Florida (2012-2014)

Written & Featured Publications

- Author - 21 Days of Healing (2021)
- Co-author - Career Mentoring Program Curriculum, Ladies Learning to Lead (2017)
- Organizer of city-wide Strength in Unity March - George Floyd (2020)
 - <https://www.wctv.tv/2020/06/20/strength-in-unity-rally-brings-white-coats-blue-badges-together-for-a-call-to-action/>

Interests

Gym rat, travel junkie, beach bum, and avid reader of the next self-help and spiritual book in my collection. Creating, fixing, and enhancing everything. Watcher of the news and life-elevating shows. Listener of empowering messages. Mentoring youth, serving meals.