

WILLIAM BROWNING

SUMMARY

A highly accomplished and enterprising social impact executive with domestic and international experience in program development, fundraising, business operations, P&L management, budgeting, change management, and strategic planning. Exceptional track record of providing transformational leadership for both small and large organizations. Highly engaged in the ECE and K-12 education ecosystems and brings deep expertise in collective impact programming. Over 25 years of operational and business experience spanning government, nonprofit, and commercial sectors.

CAREER HIGHLIGHTS

- Led digital and corporate fundraising and development for United Way Worldwide. Raised over \$1B in revenue.
- Raised over \$30M annually for Mile High United Way.
- Transformed United Way's corporate engagement capabilities by leading the global implementation of Salesforce Philanthropy Cloud.
- Managed large scale healthcare system implementations.
- Drove over \$150M in program turnaround work for commercial, nonprofit, and government agencies.
- Performed Big 5 consulting for ten years, providing turnaround and program management.
- Led strategic planning efforts for more than 50 nonprofit and commercial organizations.
- Created national education strategy for the President of Haiti after the 2012 earthquake.

EXPERIENCE

SLALOM

Senior Delivery Director

Denver, Colorado

2021-Present

Within the Global Business Advisory Services group, I am responsible for engaging customers in supporting digital transformations and large-scale programs. As part of this elite team, I lead multi-million-dollar global business implementations for both social and private sector clients.

- Completed the target state architecture for the Greater Boston Food Bank. Work included assessing fundraising, supply chain, and external agency ecosystems to improve the efficiency and effectiveness of the operation. Led digital transformation recommendations designed to improve revenue generation and supply chain productivity.
- Currently leading a global transportation company's payment modernization capabilities. This includes enhancing the customer experience, improving operational efficiencies, and creating opportunities for additional revenue.

UNITED WAY WORLDWIDE

Chief Transformation and Strategy Officer

Alexandria, Virginia

2018-2021

Devised international business strategy for \$4.3B organization, including resource allocations for innovative investments with cloud-based solutions designed to drive higher fundraising and donor engagement. Administered \$25M annual budget for network-wide digital transformation. Led global implementation of Salesforce Philanthropy Cloud. Redesigned marketing activities to deliver user-centric content based on known demographics, acquisition path, website navigation, and behavior. Spearheaded opportunities to build new partnerships, including those that brought in new revenue. Masterminded development of long-term innovative global partnerships with companies, such as Lyft, Starbucks, and Kellogg's, which drove mutually beneficial value.

- Guided fundraising and development of \$80M+ in corporate fundraising, which included development of highly innovative cause-marketing and other strategic partnerships.
- Designed COVID-19 humanitarian fund, which raised over \$1B in 2020.
- Led \$100M digital enablement of United Way legacy business model from B2B2C to B2C, through variety of channels and technologies.
- Drove global digital transformation for United Way network with focus on technology, innovation, and strategy.

- Developed value proposition for corporate clients around the world to align philanthropic investments with integrated supporting business strategies.
- Led \$65M Salesforce and United Way partnership to build philanthropic marketplace.
- Developed cohesive and clear strategic articulations contoured to individual global markets, including China, India, Europe, and Latin America.
- Transformed digital marketing capabilities for 150 local United Way chapters, resulting in significant improvement to local United Way market performance.
- Improved overall fundraising by 10-15% in high-adoption markets.
- Drove innovative solutions that secured over \$100M in additional revenue and fundraising for organization.
- Converted over 370 companies to Salesforce Philanthropy Cloud, raising over \$200M for organization.

MILE HIGH UNITED WAY
Chief Strategy Officer

Denver, Colorado
2016-2017

Drove \$30M in revenue by building strategic partnerships, innovative programmatic concepts, and high-yield fundraising. Produced public/private partnerships designed to produce strategic relationships and deeper community impact. Developed strategic framework that moved organization forward within community. Drove business development through corporate social responsibility platform that engaged new companies.

- Developed and launched collective impact within high-needs communities, focused on supporting anti-gentrification efforts, affordable housing, education, and small business development. This included assessing and improving the early childhood investment strategy.
- Served as first leader to reset operational strategy to pro-growth framework.
- Drove over \$30M in corporate and major donor fundraising.
- Designed first fee-for-service programs, which drove \$500,000 in additional revenue for organization.
- Created first leadership development program (within United Way) for nonprofit leaders.
- Developed United Neighborhoods strategy designed to support high-risk communities facing gentrification, and helped raise \$5M+ for program.

REBOUND SOLUTIONS CONSULTING
Founder and CEO

Denver, Colorado
2008-2016

Led major system improvement projects for Governor's Office of Information Technology. Transformed the Colorado Benefits Management System, and implemented first early childhood education quality management system, as well as modern statewide public safety infrastructure. Produced first national strategy for education recovery for Haitian government after 2012 earthquake. Completed state-wide assessment for Colorado Health Foundation, which resulted in roadmap for ACA programmatic implementation of Colorado Health Exchange.

- Drove major public policy changes by authoring major strategies, including early childhood education "Race to the Top" grants for Colorado and Pennsylvania.
- Led longitudinal data efforts for early childhood education.
- Led design efforts for the Colorado STARS quality standards system for early childhood education.
- Supported financial development campaigns and fundraising strategies for nonprofit organizations.
- Facilitated first-ever statewide regulatory framework for legalization of recreational marijuana while working with governor.
- Implemented high-stakes programs for state of Colorado, totaling approximately \$150M.
- Digitized benefits administration, which reduced SNAP and Medicaid benefits administrative overhead by 25%.
- Drove nonprofit fundraising and development strategies, which led to more than \$100M in fundraising outcomes.
- Led Haitian education strategy, which resulted in first-ever national education program for this country.
- Secured over \$150M in federal funds for K-12 and early childhood education.

COLORADO DEPARTMENT OF STATE
SCORE Program Lead

Denver, Colorado
2008

Selected by Governor Bill Ritter, Jr. and Secretary of State Mike Coffman and led a successful turn-around for the Statewide Colorado Registration and Elections Program (SCORE II) that resulted in a successful 2008 Presidential General Election.

- Through positive influence and effective communication, coordinated the efforts of 64 independent county clerks to adopt and comply with the new elections management system. Inspired a small team to achieve the near-impossible by shifting a highly complex elections system within a six-month timeline.
- Built the first statewide Program Management Office for managing the implementation of the SCORE system, including the first-ever county advisory board.
- Recognized personally by the Colorado State Legislature for outstanding leadership for the state in ensuring a successful election.

THE NORTH HIGHLAND COMPANY
Principal

Denver, Colorado
2005-2008

Established the public sector and non-profit business lines for North Highland and created over \$4M in annual revenue within 3 years. Delivered over 50 projects for the State of Colorado, including:

- Designed and executed the consolidation of the Office of Information Technology to enable a shift from a decentralized to a centralized model for all IT functions for the State of Colorado.
- Led the development of operational strategies for several organizations, including Colorado Outward Bound School, Knowledge is Power Program, Rock Bottom Restaurants, Visit Denver, and the City of San Francisco.
- Implemented major successful systems, including the Colorado Integrated Tax Architecture (CITA) program.
- Successfully demonstrated new ways of thinking, including being the first consulting team in 20 years to successfully design the strategy to modernize the Colorado Lottery's gaming infrastructure.
- Delivered presentations and workshops designed to improve state personnel capacity for leadership development and change management.

ROYAL BANK OF CANADA
Program Management Office (PMO) Lead

Toronto, Canada
2003-2005

- Designed and managed the enterprise PMO for Royal Bank of Canada to provide leadership and governance for a \$500M transformational program that impacted 45,000 employees and 3 business lines.

ERNST & YOUNG / CAP GEMINI
Senior Manager

McLean, Virginia
1996-2003

- Led critical technology initiatives and programs for Fortune 500 clients. Provided exceptional results and service delivery by building successful program management capabilities for complex technology transformation products.
- Was trusted as an expert on programmatic turn-around for failing investments and programs and delivered over \$100M in revenue. Developed industry expertise in the financial services, retail, and telecom industries.

EDUCATION

THE UNIVERSITY OF NEW MEXICO, Albuquerque, New Mexico • **B.A., English**

HEC PARIS & OXFORD UNIVERSITY, France and UK • **Executive Masters in Consulting and Coaching for Change**

PROFESSIONAL DEVELOPMENT

Disruptive Strategy, Harvard Business School, 2020
Corporate Social Responsibility, University of Colorado, 2017
Futures Forum on Climate Change, Oxford University, Oxford, U.K., 2016
Oxford Strategic Leadership Program, Oxford University, Oxford, U.K., 2016
Three COBS Leadership Development Courses (one international exchange program within Soviet Union in 1990)
Colorado Outward Bound School (COBS)

COMMUNITY ENGAGEMENT

Warren Village Board of Directors, 2020-Present
Hunger Free Colorado, Board President, 2008-2014
Knowledge is Power Program (KIPP) Schools, Board President (2006-2012)
Leadership Denver, Denver Metro Leadership Foundation (2012)



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BAC-9412

Contact Information

Contact Name	William Browning	Home Address	[REDACTED]
Preferred Phone	[REDACTED]	Home City	[REDACTED]
Preferred Email	[REDACTED]	Home State	[REDACTED]
Other Phone		Home Zip	[REDACTED]
Other Email	[REDACTED]	County	Denver
DOB	[REDACTED]	Hispanic or Latino origin or Descent?	[REDACTED]
SSN		Race/Ethnicity	Caucasian
Gender	Male	Other Ethnicity	
Other Gender		Salutation	Mr.
		Pronouns	

Application

Status	New	Council Resolution Number	
Notes			

Board Information

Board Name	Denver Commission on Cultural Affairs	Original Start Date	
		End Date	
		Other boards or commissions served	

Work Information

Employer	Clayton Early Learning	Work Address	[REDACTED]
Position	[REDACTED]	Work City	Dnever
Business Phone #	[REDACTED]	Work State	CO
Work Email	[REDACTED]	Work Zip	80205

Additional Information

Are you a registered voter?	Yes	Objection to appointment?	No
If so, what county?	Denver	Special Information	
Denver City Council District No	7	Registered Lobbyist	No
Conflict of Interest Explanation		Conflict of Interest	No

Education and General Qualifications

Name of High School	Grand Junction High School	Name of Graduate School	HEC Paris / Oxford
Location of High School	Grand Junction, CO	Location of Graduate School	Paris and Oxford
# of Years Attended High school	4	# of Years Attended Graduate School	2
Did you Graduate High School	Yes	Did you Graduate	Yes
Name of College	University of New Mexico	Graduate Major	Consulting and Consulting for Change
Location of College	Albuquerque		
# of Years Attended College	4		
Did you Graduate College	Yes		
Undergrad Major	English		

Reference Details

Reference Name #1	Reference Email #1
Reference Phone #1	Reference Address #1
Reference Name #2	Reference Email #2
Reference Phone #2	Reference Address #2
Reference Name #3	Reference Email #3
Reference Phone #3	Reference Address #3

Agree to a background check

Owner [REDACTED]

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Notes & Attachments

William Browning Resume_April 2022_Clayton Early Learning.pdf

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