

# S. Sherburne Laughlin

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## Education

Harvard University, Executive Program, Strategic Perspectives in Nonprofit Management, 1996

Yale University, School of Management, New Haven, Connecticut  
MBA, 1989

Davidson College, Davidson, North Carolina  
BA with distinction in Economics, *cum laude*

## Experience

### **American University, Department of Performing Arts**

2007-Present *Director, Arts Management Program and Faculty Member*

Directing graduate-level program in arts management. Spearheading curriculum revision and restructuring of program. Administering all aspects of program, including recruitment, admissions, course of study, fellowships, internships, master's capstone requirements, faculty management and comprehensive examinations. Responsibilities include teaching courses in fundraising, governance, strategic planning.

2006-2007 *Manager-In-Residence and Faculty Member*

Taught course in Strategic Planning. Developed and taught course in Governance and Boards of Directors. Supervised, advised and served as Chair for fifteen Master's capstone projects. Coordinated all portfolio requirements. Authored and graded comprehensive exams.

1997-2006 *Faculty Member*

Developed and taught new graduate-level course in Strategic Planning for nonprofit organizations. Regularly served on student thesis committees. Developed and graded comprehensive exam questions. Served on POMSA Advisory Committee.

1996-2006 **Consultant**

Provided consulting services in strategic planning, meeting facilitation and board development to a variety of nonprofit organizations. Clients include the Choral Arts Society of Washington, SERRV, the Support Center, and the Washington Area Women's Foundation. Served as Interim Executive Director for the latter in 2000. Offered workshops in strategic planning and board development through the Support Center and the University of Maryland.

- 1992-1996      **The Support Center of Washington**  
*Executive Director*
- Directed organization that improves the effectiveness of nonprofit management. Lead staff team of 9 and achieved organizational turnaround, reversing budget deficit, increasing fundraising by 50% and clients served by 75%. Worked with Board of Directors to double its size and stabilize and develop its membership. Appointed to lead task force evaluating national programs and to serve on national strategic planning committee tasked to restructure organization. Developed award-winning new program aimed at increasing governance effectiveness through training and matching corporate executives to local boards. Managed \$500K budget.
- 1991-1992      *Director of Public Training*
- Managed training program delivering 200 workshops annually to 3000 nonprofit executives. Doubled offerings and client base two years running. Established quality standards tailored to customer needs. Prepared and monitored \$100K budget. Recruited, trained, and managed 140 volunteer faculty. Delivered training in board development, strategic planning, and general management. Supervised 2 assistants.
- 1989-1991      *Director of Consulting Services*
- Provided management consulting and training services to nonprofits nationwide. Trained over 1000 executives and volunteers in management, marketing, board development, and strategic planning. Managed consulting team and ensured provision of quality consulting services. Increased consulting revenues by 83%. Developed and managed successful subcontracting division. Managed and provided training and consulting services for a \$300K Maryland Arts Advancement contract. Certified meeting facilitator.
- 1985-1986      **WCPE Radio, Raleigh, North Carolina**  
*Director of Development*
- Created development division and instituted marketing/fundraising strategy which increased number of first-time corporate sponsors by 300%. Negotiated ongoing contracts with large and small corporate sponsors. Developed publicity campaigns and special events designed to broaden listenership. Managed 40 volunteers. Drive-time host.
- 1983-1985      **First Union National Bank, North Carolina**  
*Corporate Banking Officer*
- Managed \$5 million loan portfolio, including 30 middle market customers. Evaluated and developed ongoing customer relationships.

#### **Affiliations and Awards**

Trustee, Davidson College. Member, Executive Committee. Chair, Committee on Campus and Religious Life, Davidson College; Former Chair of Board, Davidson College Alumni Association and President, National Davidson Alumni Association. Class President with ongoing responsibilities. Founder and Board member, Washington Area Women's Foundation. Past Chair of Board, Garden Resources of Washington. Former Vice Chair, Wood Acres Elementary PTA. Former Board Member, Springfield Civic Association. Elder, Chevy Chase Presbyterian Church; Deacon, Chevy Chase Presbyterian Church. Awarded Davidson College Alumni Service Award. Round House Theater, Advisory Board.

## **Panels**

Yale/Goldman Sachs Foundation Partnership on Nonprofit Management, National Business Plan Competition  
Arts and Humanities Council of Montgomery County, Grants Panel, 1999, 2008, 2009  
Arts Commission of Fairfax County, Grants Panel, 2008  
VSArts, Grants Panel, 2007-09  
Open Door Committee, Washington Area Women's Foundation, Grants Panel, 2000-present  
United Way, Grants Panel

## **Publications**

1994, p. 14. "Get Your Board on Board," Leadership, BoardSource, Washington, DC, April-June,