

Melissa Johnson Hewitt, MSW

10904 Hannes Ct, Silver Spring, MD 20901
mhewitt@forwardmovementconsulting.com
(202) 905-9543

PROFESSIONAL SUMMARY

A recognized and trusted leader in the nonprofit and philanthropic fields who builds genuine relationships and working partnerships with nonprofits and foundations advancing systemic change for marginalized communities. A skilled fundraiser, organizational development expert, and philanthropic strategist who works to support movement-building efforts and promotes intergenerational leadership. A proven leader committed to fostering change in grassroots community groups, national advocacy and civil rights organizations, and philanthropic institutions for the greater good.

EDUCATION

UNC Chapel Hill School of Social Work

- *Master of Social Work*, Management and Community Practice
- International Community Development Coursework - Guatemala and Belize

Wake Forest University

- *Bachelor of Arts*, English and Sociology (double major)

PROFESSIONAL EXPERIENCE

FORWARD MOVEMENT CONSULTING, LLC *Silver Spring, MD* 2016 – Present
Founder + Principal

- Provide client-centered services for dynamic social justice organizations seeking to achieve greater impact in marginalized communities.
- Projects include organizational development, strategic planning, and philanthropic strategy for national, regional, and community-based nonprofit organizations.
- Works with coalitions, networks, and collaborations.
- Conducts executive searches for nonprofit organizations.

CENTER FOR COMMUNITY CHANGE, *Washington, DC* 2014 – 2015
Director, Donor Relations and Marketing

- Managed annual fund donor program and database
- Developed and created all donor communication and marketing materials
- Led re-design of internal branding and marketing materials for individual donor engagement
- Drafted and edited copy for all donor communications
- Led internal team and served as lead project manager for digital annual report
- Served as project manager of annual fundraising event – “Change Champions”
- Successfully raised nearly \$150,000 through online solicitation, mailed appeals, newsletter revenue, and staff and board giving
- Developed donor engagement strategy for mid-level giving

N.A.A.C.P. (National Association for the Advancement of Colored People), *New York, NY*

- Managed a portfolio of 40-50 foundation grants
- Conducted prospect research and served as the chief steward of philanthropic relationships
- Supervised grants manager, administrative assistant, and interns
- Developed a customized grant management system
- Worked with program directors to finalize annual programmatic budgets
- Raised \$14.5 million in a 2½ year period for general operating support, programs, and special projects, far exceeding annual goal of \$4 million
- Led strategy, development, and management of key campaigns and special initiatives (including a \$9.5 million fundraising plan to support civic engagement and a get-out-the-vote effort during the 2012 elections)
- Trained state conference units on building relationships with local and regional funders

NEIGHBORHOOD FUNDERS GROUP, *Washington, D.C*

Executive Director

2010 – 2011

- Led the development, promotion and achievement of organizational vision and mission
- Led the board of directors and member network through 10-month strategic planning process
- Oversaw the design and implementation of all programs and member services
- Developed and implemented a fundraising plan that yielded \$1.5 million
- Led the revamp of the online presence, including new website and social media platforms
- Executed the planning, theme development, and program content for annual conference
- Managed a team of three staff members and four consultants

NATIONAL COMMITTEE FOR RESPONSIVE PHILANTHROPY, *Washington, DC*

Field Director

2007 – 2010

- Oversaw the planning and implementation of national campaign strategy
- Organized foundation leaders and connected them to key research and policy papers
- Managed membership program resulting in \$200,000 in memberships each year
- Assumed overall responsibility for maintaining a robust presence in the field for NCRP
- Built and solidified key partnerships in the field with foundations and nonprofits
- Led and oversaw implementation of major events, programming, and presentations
- Staffed Governance Committee of board of directors
- Coordinated the “Social Justice Philanthropy Collaborative”
- Managed two full-time staff members and other temporary employees

PHILANTHROPIC INITIATIVE FOR RACIAL EQUITY, *Washington, DC*

Program Manager

2006 – 2007

- Created, edited, and developed trainings, tools, and workshops to help foundations analyze racial equity grantmaking in partnership with national social justice nonprofits
- Mapped work of U.S. foundations utilizing a structural analysis of racial equity
- Researched and documented foundations’ priority issues using a structural racism lens
- Worked closely with select national foundations to deepen their internal conversations on racial justice and racial equity
- Designed workshop and curriculum for foundations and regional associations

COMMUNITY FOUNDATION OF GREATER GREENSBORO, Greensboro, NC

Program Officer

2003 – 2006

- Reviewed and recommended grants for nonprofit organizations in a four county area
- Provided technical assistance, organizational development consultation, and fundraising development and grantee evaluation plans for local nonprofit organizations
- Managed “Building Stronger Neighborhoods,” a neighborhood collaborative grants program in the City of Greensboro
- Managed and coordinated the “Future Fund,” a young donor fund of 300 community leaders
- Served as key staff and board liaison for the Greensboro Truth and Reconciliation Project
- Developed and raised funds for a diversity initiative “Partners in Philanthropy,” to promote a better understanding of race and diversity
- Launched a learning circle series for communities of color, women, and youth
- Represented the Foundation in national, regional, and local settings
- Supervised undergraduate and graduate students; managed interns and volunteers

N.C. CENTER FOR NONPROFITS, Raleigh, NC

Program Associate

2002

- Provided technical assistance and consultation to nonprofit organizations statewide
- Staffed the statewide helpline for board members and staff of member organizations
- Assisted individuals/groups to assess the start-up needs of new nonprofit organizations
- Organized and managed the nonprofit resource center and helped develop the “Standards of Excellence Program” (a system to evaluate nonprofit management and governing practices)

FOUNDATION FOR THE CAROLINAS, Charlotte, NC

Graduate Assistant

2001 – 2002

- Provided support to 14 affiliate community foundations in rural areas of North Carolina
- Developed tool to help strengthen affiliates’ board performance and grantmaking
- Assisted nonprofit organizations in increasing their capacity for effective grant writing
- Conducted a diversity survey on nonprofit grantees’ staff and boards

MEMBERSHIP AND BOARD EXPERIENCE

Committee Service and Other Activities

- Standing In Our Power, Women’s Leadership Circle, 2012-2015
- Grants Advisory Committee, New York Women’s Foundation, 2013-2014
- Participant: Human Rights Delegation studying Femicide and Violence Against Women in Guatemala, Guatemala Human Rights Commission-USA, August 2009
- OMB Watch, Judge for Public Interest Awards, 2008
- Future Executive Directors Fellowship, The Nonprofit Roundtable, Advisory Committee, 2008
- Association of Black Foundation Executives, Member, 2008-2012
- Black Philanthropic Alliance, Member, Washington, DC, 2008-2012
- Association of Wake Forest University Black Alumni, 2006-present
- North Carolina Network of Grantmakers Emerging Leaders Working Group, Founder, 2005-2006

- United Arts Council, Teacher Art Grants Panel (Chair), 2005-2006
- United Arts Council, Public Art Steering Committee, 2005-2006
- North Carolina Network for Grantmakers Working Group on Race and Poverty, 2004-2006
- North Carolina People’s Coalition For Giving, Founding advisory committee, 2004-2006

Board Service

- Funding Exchange, At-large Board Member, Treasurer, 2011- 2012
- Black Philanthropic Alliance, Board Member, 2010-2012
- Black Benefactors giving circle, Member and Steering Committee Member, 2009-present
- Emerging Practitioners in Philanthropy, Board of Advisors, 2004-2009 (Co-Chair 2004-2006 and 2007-2008)
- UNC School of Social Work Alumni Council Member 2002-2007
- YWCA of Greensboro, Board Member, Chair of Racial Justice Committee, 2005-2006
- Fondue Fund, Co-founder, Co-Chair, and Member, 2004-2006

Instruction and Training

- “From Structural Racism to Racial Equity: Philanthropy as a Pathway to Social Change,” training sponsored by NC People’s Coalition for Giving, Mebane, NC, December 15-16, 2009
- GIFT (Grassroots Institute for Fundraising Training) Training for Trainers retreat, San Francisco, CA, April 23-25, 2009 (certified GIFT trainer with additional trainings attended in 2002 and 2003)
- Duke University Certificate Program in Nonprofit Management, Instructor, 2003-2005
 - Courses include: Giving Patterns, How to Become a Good Board Member, Giving in Communities of Color

HONORS

- EBONY August 2011 Issue – “Where Wealthy Blacks Give and How the Rest of Us Can Give, Too” (article and photo featuring Black Benefactors Giving Circle, pg. 65-66)
- Director Emeritus – Emerging Practitioners in Philanthropy
- Leadership Greensboro – Class of 2006, Greensboro Chamber of Commerce
- Business Journal of the Piedmont Triad (NC), Honored as one of the “Top 40 Leaders Under Forty” in an eight county region, 2006