**PAMELA D. LEWIS**

**Director of $160 million philanthropic collaborative driving strategic change, inclusive entrepreneurial ecosystem building, and innovation within the philanthropic sector.**

EXPERIENCE SNAPSHOT

An experienced executive in leading breakthrough philanthropic initiatives focused on inclusive entrepreneurial networks, innovative program design, metric-based grantmaking, and creative storytelling.

A leader in the development of strategy, fundraising and managing the team required to achieve it, with a track record for surpassing targeted results.

Demonstrated success in the development of collaborative approaches to provide an inclusive entrepreneurial ecosystem to a diverse and challenged region which is driving more company formation, job creation, capital investment, and inspiration among diverse entrepreneurs.

TOP ACHIEVEMENTS

**Building a regional network of support for entrepreneurs**. Contributing leader within a team that designed and implemented a network of entrepreneurial support across southeast Michigan designed to engage and support those starting and growing tech, innovation-led, high growth and small businesses which has led to over quarter million residents exposed to entrepreneurship, creation of 2,800 new firms, 30,000 jobs, and $500 million in leveraged capital to businesses.

**Creating low barrier capital access programs**. Contributing leader within a team that created innovative low barrier capital access strategies through business and idea competitions to innovation-led startups and small business owners which influenced millions in additional capital to support entrepreneurs through competitions.

**Evaluation strategy design**. Designed a grantmaking evaluation strategy and data capture tool that has provided grant and outcomes data, annually, that has communicated project impact and led to the raising of $35 million to support entrepreneurship business support organizations.

**Fundraising and proposal development.** Led project team in designing a compelling project strategy and developing proposals that resulted in $21 million raise from multiple foundations to support the continuation of an entrepreneurial support network with an emphasis on small business development in lower income communities.

**Grant management.** Managed $42 million in grants to 40 organizations – providing leadership and oversight to proposal review, grant administration, grant evaluation, and payment distribution processes.

**Project and budget management.** Managed annual $6 million annual program, grantmaking, contracting, and administration budget receiving positive audits from funders.

**Inclusion advocate.** Leader of project team advocating for inclusion in entrepreneurial supports through grantmaking, community-engagement, and capital access programs that has resulted for last three years over 50 percent of companies receiving assistance from NEI grantees being led by underrepresented founders.

**Asset scan and ecosystem awareness**. Leader of project team in conducting first of its kind entrepreneurial asset scan and implementation of a regional resource navigation tool, resulting in data and awareness of over 270 regional resources supporting new and existing businesses.

**Impact reporting and storytelling management**. Leader of project team in delivering innovative storytelling approaches to demonstrate impact of work through data analytics, information graphics, and engaging qualitative profiles of beneficiaries of grantmaking and programs.

**Strategy development**. Driven the development of an innovative $13 million strategy to strengthen the inclusive community of entrepreneurship benefiting residents and the regional economy because of a visible, effective and equitable network of entrepreneurial support.

**Thought leadership.** Serve as an influencer and advocate of inclusive growth strategies through entrepreneurship recognized by national think tank leaders focused on inclusive growth in post-industrial metros.

**Collaborator and leader**. Key contributor to a collaborative philanthropic effort that has changed the culture of how entrepreneurs are valued and supported in southeast Michigan where foundations, private and public sector leaders are investing in diverse entrepreneurial endeavors led by diverse individuals.

PROFESSIONAL EXPERIENCE

**Director, New Economy Initiative (NE) for Southeast Michigan**

Community Foundation for Southeast Michigan, Detroit

*January 1, 2016 to present*

* Leader of $160 million collaborative philanthropic grantmaking initiative
* Strategic grant administration and management of $22 million grant portfolio
* Production of annual evaluation and impact reports
* Driver of regional asset scan and entrepreneurial network mapping
* Leader of program design and implementation to support diverse entrepreneurs
* Manager of staff of six with over dozen strategic consultants and partners

**Senior Program Officer, New Economy Initiative (NE) for Southeast Michigan**

Community Foundation for Southeast Michigan, Detroit

*January 1, 2010 to December 31, 2015*

* Deputy leader of $135 million collaborative philanthropic grantmaking initiative
* Strategic grant administration and management of $70 million grant portfolio
* Evaluation and impact reporting lead
* Contributor to program design and implementation to support diverse entrepreneurs
* Manager of two strategic consultants

**Senior Consultant, New Economy Initiative (NE) for Southeast Michigan**

Kauffman Foundation, Kansas City, Missouri

*January 1, 2010 to May 1, 2011*

* Program and evaluation oversight for Kauffman entrepreneurial programs reaching 2,000 individuals and launching 300 new companies.
* Gap analysis and asset map developer revealing capabilities of southeast Michigan state funded accelerators that led to formal collaboration between organizations.
* Supported in the design and planning of the first of its kind statewide $1 million innovation competition that has operated for 10 years.

**Senior Manager, Michigan Alternative Energy Initiative**

Next Energy Center, Detroit

*February 1, 2007 to January 1, 2010*

* Deputy leader of $3.5 million statewide clean energy technology commercialization, industry diversification and start up support effort
* Key leader of database design and implementation to support client management and funding opportunities

**Various Professional Positions, Marketing and Customer Communications Center**

DTE Energy, Detroit

*1986 to 2001*

* Special Project Leader
* Co-Director, Customer Call Center
* Business Process Analyst
* Sales Staff Analyst