

MARJORIE RUCKER

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SUMMARY OF QUALIFICATIONS

Proven leader in community and economic development with nineteen years of professional experience in non-profit, private and quasi-government sectors. Solid background in assisting small businesses in Wisconsin grow and thrive through participation in supplier diversity initiatives across the nation. Excellent research, writing and presentation skills. Exceptional communication and interpersonal skills. High attention to detail, analytical with a focus on finding solutions. Adapts quickly to new environments and welcomes new challenges. Fast learner who works well individually or with a team.

EDUCATION

- 2000-2003** **Vermont Law School** - South Royalton, Vermont **Juris Doctorate**
- *Research Assistant*-Dean Shirley Jefferson, focused on diversity in post-graduate institutions (Fall 2002-Fall 2003)
 - *President*-Black Law Students Association (Fall 2000-Spring 2001)
- 1996-2000** **Mount Mary College** - Milwaukee, Wisconsin **Bachelor of Arts in History**
- Political Science concentration
 - *Student Government President* (1998-2000)

PROFESSIONAL EXPERIENCE

- 2014-Current** **The Business Council, Inc. (TBC)** - Milwaukee, Wisconsin
Executive Director
- Administers a supplier diversity module to increase access to opportunities between ethnically-diverse businesses and private and public corporations that has yielded a spend of \$400 million in the past eighteen years.
 - Strategic matchmaking between ethnically-diverse businesses, community development financial institutions and opportunities in the private and public sector statewide.
 - Alignment of capacity-building resources and access to capital resources to help ethnically-diverse businesses grow through the work of TBC's Supplier Diversity Module and the Ethnic and Diverse Business Coalition (EDBC).
 - Coordinated, developed and lead a new vision and plan for TBC and the EDBC to ensure inclusivity and member value to directly impact Wisconsin's ethnic and diverse businesses.
 - Secures funding from corporations, companies, foundations, the State of Wisconsin for programs to assist in capacity-building for TBC members.
 - Advocate statewide for ethnic and diverse businesses vitality in the Wisconsin economy through TBC's Supplier Diversity Module and the EDBC.
 - Energize direct funding support for TBC at 100% percent annually.
 - Monitor and report on direct spend between TBC members and corporations annually.
 - Responsible for the management and execution of all TBC and EDBC events.
 - Responsible for supervising, directing and managing staff and various consultants.
 - Responsible for administration, monitoring and reporting of private and public grant funds.
 - Provide and implement strategic vision and administration for the EDBC as its fiscal agent and staff.
- 2012-2014** **Local Initiatives Support Corporation-** Milwaukee, Wisconsin
Program Officer- Commercial Corridor Revitalization Specialist

- Secured \$300,000 from corporations, foundations, the Wisconsin Economic Development Corporation and the City of Milwaukee specifically for technical assistance to commercial corridors in LISC Milwaukee's Sustainable Communities and former Milwaukee Main Street districts.
- Administered \$176,000 of direct technical assistance and resources to businesses in LISC Milwaukee's Sustainable Communities and former Milwaukee Main Street districts to help them build capacity that led to physical expansion and creation of 50 jobs.
- Leveraged an additional \$2,000,000 of direct support, technical assistance and resources for businesses in LISC Milwaukee's Sustainable Communities and former Milwaukee Main Street districts that required intervention to sustain or maintain their operations.
- Assisted commercial districts in LISC Milwaukee's Sustainable Communities and former Milwaukee Main Street districts.
- Identifying economic development goals and aligned LISC's funding to realize their goals.
- Monitored, compiled and reported on the use of funds to corporations, foundations and governmental entities.
- Established the Commercial Revitalization Affinity Group and Business Improvement District Council for field building, peer learning and exchange for commercial districts and small businesses in the City of Milwaukee
- Responsible for managing and supervising interns.
- Coordinated and assisted with the disbursement of HUD Section IV funds to local community development organizations.
- Assisted with additional duties as assigned.

2005-2011

Community Development Advocates - Milwaukee, Wisconsin

Historic King Drive Business Improvement District, Acting Executive Director/Main Street Manager

- Worked with over 100 business owners, 300 property owners and dozens of community partners to implement the Main Street Approach.
- Assisted nearly 100 businesses within district with technical assistance related to business planning, marketing and other issues.
- Led multiple projects promoting the district including the MLK Street Jam & BBQ bringing more than 10,000 people to the district.
- Led recruiting effort that resulted in 20 net new businesses and \$150,000,000 in development.
- Annually fundraised nearly \$100,000 for related projects.
- Responsible for planning and executing all BID sponsored events, including Annual Breakfast meeting, business mixers, community input sessions and the Dr. Martin Luther King Jr. Birthday Celebration.
- Responsible for budgeting and tracking multiple projects for federal, state, and city compliance.
- Responsible for identifying potential firms, creating requests for proposals, and providing input on selection for major BID projects, including the 2010 Strategic Plan, 2011 Streetscape Plan and 2011 Redevelopment Plan.
- Responsible for gathering information regarding benefits for all Community Development Advocates employees and weighing the benefits for presentation to the group.
- Responsible for managing and supervising staff, including interns.