

LUKE WEISBERG

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- Public policy professional skilled in analyzing, negotiating, and resolving complex public problems
- Senior director in public/nonprofit organizations managing strategy, finance and personnel
- Recognized leader on workforce and neighborhood development issues
- Entrepreneur with legacy of successful organizational start-ups and special initiatives
- Seasoned fundraiser and facilitator for human service, civic, and political organizations

WORK EXPERIENCE

SENIOR PARTNER/OWNER, LUKEWORKS, LLC 2005-current

Operate a consulting business focused on ending poverty through employment and neighborhood development strategies. Working with nonprofit organizations, public agencies, foundations and the occasional private business, LukeWorks, LLC serves as a project manager, researcher, facilitator, idea generator, connector, and broker to move forward workforce development programs and policy changes as well as neighborhood development strategies for low-income and underserved neighborhoods. Over ten years, LukeWorks, LLC has brought value to more than forty clients, partnered with dozens of organizations and individuals in working relationships and brought a reasonable return for its principals.

EXECUTIVE DIRECTOR, MN GOVERNOR'S WORKFORCE DEVELOPMENT COUNCIL (GWDC) 2000-2005

Staff Director for 31-member state board that provides direction and oversight for Minnesota's workforce development efforts. Served as broker and facilitator among Council members, state government Cabinet members, legislators, and other stakeholders in the workforce development arena. Primary accomplishments included establishing the GWDC as a key forum for policy deliberation and strengthening the capacity of the GWDC and local workforce councils around Minnesota to play stronger leadership roles. Managed staff of three and annual budget approaching \$500,000.

In addition to Executive Director duties, completed two special assignments: 1) Staff team leader for merger of state workforce and economic development agencies; and, 2) Served as adjunct policy staff to the Governor's Office during the Ventura administration.

ASSOCIATE DIRECTOR, CHICAGO JOBS COUNCIL 1994-2000

Senior manager in a membership coalition of one hundred community-based organizations in the Chicago area, most of whom work directly with low-income Chicagoans to obtain education, training, and employment. Served as administrator and day-to-day manager of advocacy, applied research, and public education activities engaging service providers, public officials, philanthropic funders, and others concerned about workforce development and welfare reform. Provided leadership on federal, state, and local workforce development advocacy efforts, and directly managed national organizing work and technology initiatives for member organizations. Responsible for coordinating policy advocacy efforts and managing the organization's financial operations, staff (7 FTEs), and management information systems. Facilitated expansion of staff from three to eight, as well as doubling membership base and budget during my tenure.

ASSISTANT DIRECTOR, MANHATTAN VALLEY MANAGEMENT CO. 1991-1993

Responsible for daily operation of a nonprofit community-based housing development and management organization in New York City. Managed administrative and tenant relations staff (5 FTEs). Responsible

for all legal and regulatory issues. Developed successful fundraising strategies and proposals and enhanced internal management capacity of the organization.

RESEARCH ASSISTANT, INSTITUTE FOR PUBLIC POLICY AND MANAGEMENT 1989-1991

Evaluated two statewide housing/human services initiatives in Washington State. Completed policy research on homelessness, housing, and employment issues.

MANAGEMENT CONSULTANT 1987-1991

Worked with nonprofit organizations in Pennsylvania and Minnesota on fundraising, program design/implementation and internal management including strategic planning. Completed design and/or major revision of employment training programs for homeless and mentally ill persons. Raised over three million dollars for client organizations.

PROGRAM STAFF, NEW YORK CITY DEPT. OF HOUSING PRESERVATION AND DEVELOPMENT 1990

Helped establish a continuum of care for homeless families placed in newly renovated housing. Created a tenant orientation program and developed a network of supportive services to assist tenants in transition to permanent housing.

PROGRAM DIRECTOR, "JOBS WITH DIGNITY", CDFH SHELTER, INC. 1988

Designed and implemented a job training program for homeless welfare recipients. Program was one of eighteen selected as a demonstration under Governor's Joint Jobs Initiative. Supervised staff, subcontractors, and administered a quarter-million dollar budget.

FOUNDING BOARD MEMBER AND CHAIR, THE EMPLOYMENT PROJECT (CHICAGO) 1993-2000

FOUNDING PROJECT DIRECTOR, THE EMPLOYMENT PROJECT (PHILADELPHIA) 1986-1987

Created and developed an employment counseling and referral program for homeless people in Philadelphia and replicated in Chicago. Chicago organization continues to operate, helping about 200 homeless people annually find employment and stable housing as a part of Inspiration Corporation.

AFFILIATIONS AND ACHIEVEMENTS

- Appointed Member, Heading Home Hennepin Executive Committee current
- Founding Board Member, Golden Valley Community Foundation current
- Trustee and Officer, Congregation Shir Tikvah current
- Community Board Member, YMCA Camp Warren 2006-10
- Board Chair, Neighborhood Employment Network 2007-09
- Founding Board Member, National Skills Coalition / The Workforce Alliance 2000-2004
- Founding Board Member and Chair, The Employment Project 1993-2000
- Committee Member, Chicago Workforce Board and Illinois Workforce Investment Board 1996-2000
- Appointed Member, City of Chicago, Community Development Advisory Council 1996-98
- Board Member, Jewish Council on Urban Affairs 1994-1999
- Appointed Member, Medical Assistance Study Team, WA Governor's Commission 1991-92
- Awarded full academic scholarship/paid fellowship, Evans School of Public Affairs 1989-91
- Elected President, Student Body, University of Washington Evans School of Public Affairs 1990-91

EDUCATION

- Humphrey Policy Fellow, University of MN HHH Institute of Public Affairs 2002-03
- Master of Public Administration, Univ. of Washington, Evans School of Public Affairs 1991
- B.A., Political Science, Haverford College 1987

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SUMMARY OF SKILLS AND ACHIEVEMENTS

SKILL	ACHIEVEMENT
Significantly grow capacity and visibility of public and nonprofit organizations	<ul style="list-style-type: none"> • Strengthened visibility and credibility of Governor’s Workforce Development Council (GWDC) with Governor’s Office, state Legislature, key cabinet leaders and other stakeholders. Produced several studies and publications that shaped Minnesota’s workforce development environment. Gained outside philanthropic support for GWDC activities. • Managed fundraising and finance for Chicago Jobs Council (CJC) as organization grew from \$300,000 budget with three staff to \$800,000 budget with seven staff and significantly broadened reach of the organization to include extensive national contacts. Helped to broaden base of philanthropic funders as well as multi-year commitments from foundations. • Managed several small nonprofit organizations during the last fifteen years. Succeeded in strengthening staff, organizational infrastructure (systems and technology), and relationships with key players in public policy advocacy, employment training, and housing arenas. Have played a similar role in creating the Golden Valley Community Foundation in Minnesota.
Seek entrepreneurial approaches to building and supporting organizations	<ul style="list-style-type: none"> • Served as a primary strategist, writer, fundraiser, and founding Board Member of National Skills Coalition (formerly The Workforce Alliance), a national advocacy and research organization bringing together many interest groups to advocate for improvement to federal workforce, welfare, and education programs. NSC has grown in size and influence since its founding and has been instrumental in shaping policy and electoral debate regarding workforce development. • Successfully managed a for-profit consulting business for over ten years, providing service to over forty clients (with successive impact on thousands of job-seeking clients and businesses) creating reasonable return for principals. • Founder of two nonprofit organizations in Philadelphia and Chicago that provide job search and employment training services for homeless people. Chicago organization has grown to now helping about 200 homeless people each year find employment and stable housing, as an integral component of Inspiration Corporation. • Expanded CJC’s consulting income by developing an hourly rate for the organization to charge on special projects.
Promote public policy development and influence legislation	<ul style="list-style-type: none"> • Helped shape legislation in Minnesota as a broker between key workforce development stakeholders and state agencies. • Succeeded in advocating for changes in federal and state regulations for employment and welfare programs. • Provided leadership for passage of legislation creating new job training and community development program in Illinois that grew over fifteen years.
Broker interests among employers, job seekers, service providers, and public institutions	<ul style="list-style-type: none"> • Through LukeWorks, brokered multiple relationships across organizations and arenas of activity, particularly workforce, economic, and neighborhood development; and, across public, private, philanthropic, and nonprofit partners. • Shaped a four year multi-million dollar investment by the McKnight Foundation in eighteen partnerships throughout Minnesota helping low-income families gain skills and advance in their careers. • Facilitated relationships between public agencies, service providers and employers in several demonstration projects through CJC. • Played an important role as informal broker – moving ideas forward within public agencies and decisionmaking boards and encouraging input from a wide array of stakeholders.