

Justin Fenwick, MBA

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SUMMARY

An enthusiastic and effective alternative transit advocate with results in affecting lasting change. An experienced community outreach manager who has supervised contractors, staff & volunteers. **Objectives are to: (1)** Design and support revenue- and community-positive transit outreach, education, and sales. **(2)** To establish partners, riders, clients, sponsors, the board, or other stakeholders as more systematically responsive, efficient, and impactful.

Customer Service Management
Community Partnerships
Program Coordination

Pattern Mapping
Strategic/Financial Planning
Stakeholder Engagement

Community Outreach
Facilitation of Group Processes
Marketing and Public Relations

EDUCATION

Bainbridge Graduate Institute, Seattle, WA 2010
M.B.A. in Sustainable Business, academic focus on sustainable community economic development

Kalamazoo College, Kalamazoo, MI 2007
Bachelor of Arts in Economics and Business, Minor in Chinese, Senior Thesis – Poetry

Capital Normal University, Beijing, China 2005 - 2006
Study Abroad - Chinese Language (Mandarin) & Culture Studies

EXPERIENCE

Ann Arbor Transportation Authority, Ann Arbor, MI 2012 - 2013
Business Transportation Coordinator

- Initiated and maintained partnerships with top regional employers including University of Michigan, Eastern Michigan University, Ann Arbor Public Schools, Washtenaw Community College, Washtenaw County, and the VA Medical Center.
- Launched VanRide vanpooling program, built a new business within the transit authority.
- Created and established program budget, pricing model, financial projections, and bid process for van acquisition at nationally recognized municipal public transportation system for VanRide service.
- Licensed 35 vanpools in the first year and established VanRide as a high revenue program.
- Uniquely created the Business Engagement Team to develop and process leads, encourage revenue activities, and strategically guide our employee/employer outreach activities.

The Arts Alliance, Ann Arbor, MI 2009 - 2012
Community Outreach Manager

- Responsible for the management of web assets including the oversight of all site (a3arts.org) profiles (630+), Google Adwords account, e-newsletter content editing, membership development and services, and social media accounts.
- Programmatic supervision responsibilities for “Creative Connections” networking series; and an annual conference – grew conference interest and attendance by 44%.
- Supported grant management and served on grant panels for the Michigan Council for Arts and Cultural Affairs, New Leaders Arts Council of Michigan’s field trip and youth arts grants.
- Managed creative economy projects and developed proposals that supported business and marketing training for artists, analysis of the local creative economy, and grant searches.
- Assisted in the development of business training for artists, leading the social media trainings.

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Community Records L3C, Ypsilanti, MI

2008 - 2011

Board President/Chief Business Strategy Officer/Owner

- Worked in a sales, business to business capacity maintaining many work-site relationships.
- Responsible for the overall planning, 3.0 FTE and 15 individual musician contractors.
- Established initial non-profit accounting systems and best financial practices for company.
- Daily responsibilities included bookkeeping, payroll, accounts receivable/payable, financial reporting, UIA reporting/fees, quarterly taxes, and end of year tax reporting.
- Prepared and reported to financial reports to board of directors.
- Creator of and promoted successful online crowdfunding appeal, raising \$10,500.
- Led organization in creation of vision, mission, and 5-year strategic plan, the last of which was a collaborative process inclusive of community stakeholders' input.

Michigan Campus Compact, Eastern Michigan University – VISION/DCI, Ypsilanti, MI

2007 - 2009

AmeriCorps*VISTA National Service, Capacity Building Agent

- Increased Michigan Service Scholars enrollment >250%.
- Maintained community partnerships and coordinated large and small volunteer events.
- Recruited, interviewed, and managed over 30 student leaders in their service efforts.

Kalamazoo College

Computer Lab Assistant Supervisor

MI 2004 - 2007

Times Ledger

Newspaper Subscription Telemarketer

NY 2005

Manpower Inc.

Externship – Customer Intake Analysis

MI 2004

PROJECTS AND APPOINTMENTS

EMU Arts Administration	Guest Instructor: Social Media in the Arts	MI	2011
ConcentrateMedia.com	Guest Blogger: Young Arts Leaders/Entrepreneurship	MI	2011
U-M ArtEngine Annual Mtg.	Paid Facilitator	MI	2011
Ann Arbor SOUP Fundraiser	Lead Organizer	MI	2011
Emerging Leaders Network	Regional contact for Americans for the Arts	MI	2010 - 2011
Kalamazoo Edu. for the Arts	Social Media Trainer/Consultant	MI	2010
Natures Path Inc.	Green/Social Metrics Consultant	British Columbia	2008 - 2009
The Business Side of Arts	Strategic Planning Consultant	MI	2008 - 2009

PROFESSIONAL DEVELOPMENT

Assoc. for Commuter Transportation Conference		2012/2013
Rust Belt to Artist Belt – Sustain conversation amongst the creative supply chain to cultivate talent and innovation to transform post-industrial cities.		2009/2011
Michigan Campus Compact TwoFold Retreat – Academic and co-curricular issues in community service, service-learning & civic engagement. Presented on Michigan Service Scholars (2008) and Community Partnerships (2009).		2008/2009
Michigan Campus Compact Solutions Summit – To encourage the greening of service-learning, volunteerism, community-based research and place-based education.		2008/2009
EMU Office of Research and Development Grant Workshop Series		2008
IMPACT National Conference – Largest campus-community conference on service, activism, politics, advocacy, and other socially responsible work.		2008
The Ins and Outs of Nonprofit Fact-based Strategic Planning		2008
National Service Orientation – Partnerships, community building, and team mgmt.		2007/2008