

# Jordan E. Luhr

# Work Experience:

2008 -

NorthShore Senior Center

Northfield, IL

Present

Executive Director/President

- As a member of the Board of Directors, leads the Board of Directors in the development of policies, organizational goals and objectives, and strategic plan, and is responsible for the professional implementation.
- Determines, with the proper officials of the Board what matters of administration/operation/program call for action by the Board, and with the Board Chair plans Board meetings conforming to those discussions.
- Reports to the Board about community, legal, and agency developments that have an important bearing on agency administration operation/program.
- Attends all Board committee meetings as an ex-officio voting committee member.
- Maintains operation of existing programs and services and develops and implements proposed revisions to existing programs and develops new programs that are consistent with mission.
- Prepares the preliminary annual budget, interprets budget for treasurer and finance committee, and participates in the presentation of the final budget to the Board for approval.
- Operates the agency within the financial confines of the budget. Met budget every year and has grown the organization by over \$1 million
- Ensures agency operates at a high quality of standard and receives accreditation from external review (CARF, NISC). Successfully maintained.
- Participates in the process of investing financial assets and planning financial strategy.
- Participates in the fundraising process and in soliciting major gifts from donors.
- Develops, implements and manages Strategic Plan with staff.
- Provides vision and implements creative solutions to achieve strategic objectives.
- Develops and oversees appropriate strategies and activities to ensure a strong, positive image of NSSC in the media and among other external audiences. Serves as chief external spokesperson for the agency.
- Fosters collaborative relationships between NSSC and community organizations.
- Oversees/Manages the following departments: finance, human resources and volunteer services, fundraising and marketing, social services, adult day services, lifelong learning and facility management
- Serves as a member of the NSSC Foundation Board as President
- Major accomplishments include: major facility improvements, development of new and stronger organizational structure, implemented new programs, improved fundraising capabilities and results, led organization growth of over \$1 million, made budget every year through difficult financial times and created a solid strategic vision and plan

1999- Allendale Association Lake Villa, IL

#### 2008 Vice President, Development and Public Relations

- Liaison to Board of Directors and Lead for Development and Nominating Committees
- Active involvement in agency-wide Strategic Planning with President and Board
- Oversee budget for Development, Public Relations, Chaplaincy and Volunteer Services
- Primary lead on Board Development increased Board by 13 new members in 2 years
- Legislative Liaison, working with state and federal representatives to achieve agency financial support and support for advocacy positions
- Involved in contract negotiations with vendor organizations
- Responsible to raise \$2.0MM+ annually in public funds to support agency initiatives
- Manage agency's relationships with individual donors, corporations, foundations and other cooperating organizations
- Coordinate, manage and drive fundraising for capital projects
- Conduct Major Gift solicitation
- Oversee all stewardship activities 0
- Conduct all Marketing and Public Relations efforts for agency
- Key role in image building and branding for the organization
- Responsible for website development and ongoing upgrades
- Developed Chaplain Program and manage entire program
- Provide strategic direction and management to Volunteer Program
- Responsible for all foster care parent and volunteer recruiting
- Administer scholarship program for current and past Allendale clients
- Instrumental in developing the Retail Sales Program and overseeing its successful implementation and integration into the Vocational Education Program

#### 1995 -Allegiance Healthcare Corporation 1999 VP Marketing

Waukegan, IL

- Manage \$1.2 billion distributed business medical and surgical products
- Accountable for managing the P&L and balance sheet of the business
- Accountable for operational expense budget in excess of \$2.5 million
- Lead effort to develop and implement strategic plans
- Interface with Operations and Field Sales
- Delivered consistent achievement of profitability plan
- Responsibilities included: Business Development, Product Marketing, System Support, Concept Marketing, Supplier Contract Negotiations and Supplier Relationships
- Responsible for product segment marketing and overall profitability
- Development of industry leading distribution strategy

### 1993 Baxter Healthcare Inc., Hospital Supply / SP Division 1995

Waukegan, IL

- Director, Marketing
- Manage \$900 million distribution business Accountable to improve the total P&L and balance sheet of the business
- Develop and deploy new organizational structure
- Increase profitability of business
- Negotiate and maintain Supplier relationships
- Strategically direct the implementation of Market Segment strategies
- Implement the integration of \$400 million plus in new supplier relationships
- Implement a profitability measure (ROMC) for each product line

1991 1993	Baxter Healthcare Inc., Scientific Products Division Region Manager	Minneapolis, MN
6 0 0	Responsible for \$30MM sales region with a portfolio of 72,000 products Manage region of 12 – 1 Sales Manager, 11 Sales Representatives Developed and implemented regional sales and marketing strategies Responsible for employee hiring and development Revived a struggling sales region into a top sales performer nationally Rising Star award winner	
1989 1991	Baxter Healthcare Inc., Scientific Products Division Sales Manager	Milwaukee, WI
0 0	Responsible for \$17MM sales region with a portfolio of 72,000 products Managed 8 Sales Representatives Implemented sales structure changes Sales Manager of the Year – Midwest Area – 1991 Sales Region ranked 3 <sup>rd</sup> of 50 nationally, revived from previous underperformance	e
1988 1989	Baxter Healthcare Inc., Pandex Division  Marketing Manager	Mundelein, IL
0	Global marketing responsibilities for infectious disease blood screening tests Managed regulatory process Responsible for global marketing training Overachieved sales and gross profit goals	
1985 1988	Electro-Nucleonics, Inc. Product Manager (Asst. Product Manager, Research Assistant)	Bethesda, MD
© 0	Managed worldwide marketing for infectious disease product lines Responsible for product line sales of \$8MM per year Responsible for developing and managing OEM relationship	
1981 1985	Georgetown University Medical School Research Assistant – Immunology (published)	Washington, DC
Education:		
2006	North Park University – Graduate Certificate in Nonprofit M Chicago, IL	anagement
1986	University of Maryland – Masters in Business Administration College Park, MD	1
1981	Marquette University – Bachelor of Science, Biology Milwaukee, WI	
Professional Memberships / Community Activities:		

## Professional Memberships / Community Activities:

- Board of Directors, Coordinated Care Alliance, 2012 to present, Chair from 2013 to 2015
- Active Parishioner at St. Mary of the Annunciation since 2005 (Lector, member of Finance Council, Parish Transformation Steering Committee)
- Board of Directors, Countryside Association, 2006 to 2009
- Fundraising Committee, Busy Brains Children's Museum, 2006 to 2009
- Kiwanis Club of Lake Villa/Lindenhurst Treasurer, Vice President, 2002 to 2008
- Board of Directors, Big Brothers Big Sisters of Lake County, 1998 to 2011

- Board of Directors, Health Industry Distributors Association (HIDA), 1996 to 1998
- Director and Chairman, Hospital Market Group, HIDA, 1994 to 1998
- United Way Day of Caring Volunteer