

# Robert Wiggins

## **Experienced Leader Ready to start a second career.**

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Authorized to work in the US for any employer

## Work Experience

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### **District Executive Director**

YMCA of the Virginia Peninsula - Williamsburg, VA

August 2021 to Present

Responsible for two facilities in two unique communities in Williamsburg and West Point Virginia. Leading two communities out of COVID to re-introduce programs and services.

- The recreation program in West Point are run by the YMCA - COVID put a hard stop to youth sports till September 2021 where we reintroduced youth sports; we ran a successful soccer season and are now we are fully back serving the community with pre-covid numbers
- Programs to serve members are coming back to pre-covid times; expanded hours of operations and additional exercise classes have all been brought back; membership is at 100% to pre COVID
- In my short time here we have more than doubled the Board of Advisors and money raised in Annual Campaign over prior year; 2021 36 K in contributions; 2022 86 K raised in contributions
- Managing membership facilities, expanding services during staff shortages and maintaining a high level of service for 92 operating hours a week per facility.
- Started the conversation for the YMCA to take over the Before and After School programs for James City County Schools Williamsburg Public Schools.

### **District Executive Director**

Metropolitan YMCA of the Oranges

November 2018 to December 2020

Responsible for the day to day operations of a full facility YMCA serving over 10,000 members (pre-covid) and supervising the Executive Director of Fairview Lake YMCA Camps a Resident Camp and Conference Center.

- Revenue responsibility of 9 million; Leadership Capacity 20 professional directors
- Successfully completed a national search for an Executive Director for Fairview Lake YMCA Camps
- Work successfully with our local Board of Managers to ensure the YMCA is meeting the needs of our local community
- Ability to operate multiple locations; in addition to Fairview Lake YMCA Camps we operate programs at 9 different schools
- Navigated a district through Covid 19 - having to furlough staff; keep a facility operational and eventually reopen safely
- Active member of the Relaunch team for the Metropolitan YMCA of the Oranges
- Member of the Metropolitan Area YMCA Strategic Operations Team
- Raised over 170K in 2019 and 2020 for our Annual Support Campaign

## **President and CEO**

YMCA of the Coastal Bend - Corpus Christi, TX

July 2013 to October 2018

Responsible for The YMCA of the Coastal Bend, all of its assets and liabilities of approximately 2.6 million

- Stabilized an organization that had been neglected for a decade
- Actively recruited the highest quality operations team; 50% turnover of leadership staff
- Inherited a board of directors of 8; recruited 8 new members to help change the culture of our Y
- Successfully worked with the Board of Directors to ensure the YMCA fiscally responsible and serving the community at the highest level
- Negotiated a public private partnership with the City of Rockport to take over a Public Recreation Center and use 2.4 million in public funds to transform it into a full facility YMCA
- Association lost money in 2013 but had two consecutive years of surplus in 2014 and 2015 with a slight dip in 2016 but another surplus in 2017
- Drove the Board through a strategic planning process and adopted a 2020 strategic plan for the association in 2015

## **Group Vice President**

Tampa Metropolitan Area YMCA

January 2006 to June 2013

## **Executive Director**

Tampa Metropolitan Area YMCA

September 2002 to January 2006

## **Executive Director**

East Pasco and Dade City Family YMCAs

September 2002 to September 2003

Group Vice President Responsibilities included supervision of the Executive Directors at our East Pasco YMCA, Northwest YMCA, Child Care Services Branch and The First Tee of Tampa Bay

- Revenue responsibilities in excess of 10 million
- Direct supervision three Executive Directors, an Operation Executive, a Development Director, Office Manager, Facility Director and leadership of the Bob Sierra Family YMCA Board
- Total staff in excess of 450 staff; 34 school based sites; 6 facilities
- Led volunteers in Capital Campaigns and secured the largest private contributions to the Tampa YMCA with a 500K gift and later securing a million dollar gift
- Negotiated two public private partnerships that led to 1.2 million of public funds for a new YMCA operated swimming pool and 500K of public funds for a YMCA operated teen center
- Took an annual campaign from 125K in 2003 to 344K in 2012 at the Bob Sierra YMCA
- Increased total revenue from 2.9 million in 2003 to 4.8 million in 2012 at the Bob Sierra YMCA
- Developed and maintained a strong leadership team and Board
- Recruited multiple Executive Director Positions
- Played a leadership role on the Tampa YMCAs Senior Leadership Team
- Assisted in the writing of the evaluation tools for the Tampa Metropolitan Area YMCA 2020 Strategic Plan

## **Associate Executive Director**

YMCA of Greater Indianapolis

December 1998 to September 2002

Was hired as Senior Program Director at a new facility, increased program revenue 47% and received a promotion in 9/1999 to Associate Executive Director Responsible for operations with a 2.8 million dollar operating, four professional directors, five full-time non-exempt staff and two hundred part-time staff

### **Program Director Central**

Metropolitan YMCA of the Oranges

May 1995 to December 1998

YMCA

Responsibilities evolved from overseeing youth programs to providing leadership to all youth programs, aquatics, adult sports, facility maintenance and membership. 1 million dollar budget with four full-time staff and sixty part-time staff

## Education

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### **Bachelor of Arts in Recreation Administration**

Metropolitan State University of Denver - Denver, CO

## Skills

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- Budgeting
- Facilities Maintenance
- Program Management
- Senior Leadership
- Strategic Planning
- Recruiting
- Process Improvement
- Change Management
- Fundraising
- Performance Management
- Management
- Vendor Management
- Project Planning
- Project Management
- Team Management
- Operations Management
- Agile
- Project planning
- Negotiation
- Senior leadership
- Supervising experience