

## FRASER NELSON

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### PROFESSIONAL EXPERIENCE

#### Community Foundation of Utah

Founder of a statewide community foundation created to harness Utah's entrepreneurial spirit in service to the common good through smart philanthropy.

#### Disability Law Center and "and Justice for all", Utah

1996-2006

CEO of a statewide public interest law firm dedicated to enforcing and strengthening the laws that protect the rights of people with disabilities.

- Led the organization through unprecedented growth, increasing its value to the state and increased its citizens.
- Directed policy and legislative initiatives at the local, state and federal levels.
- Generated public and private support for the agency's mission, values, and programs. Developed and implemented strategic plans to assure financial stability of agency.
- Administered the agency's 1.8 million dollar budget, eight federal programs and private foundation grants.
- Facilitated consumer direction of the agency through advisory councils, needs assessments, focus groups, and client satisfaction processes. Nurtured a proactive, supportive and knowledgeable governance Board. Created a disability-friendly, progressive and productive work environment.

Founding partner of "and Justice for all", an innovative nonprofit which integrated the fundraising efforts and delivery of free civil legal assistance in Utah.

- Created one of the nation's most successful attorney-based giving programs, which raised \$500,000 annually and increased giving by members of the Utah State Bar from 5% to 35% over five years.
- Led the creation of the nation's only Community Legal Center, collocating Utah's nonprofit legal service providers. The project involved a \$3.5 million capital campaign.

#### AIDS Housing of Washington

1995-1996

Consulted with state and local jurisdictions across the United States to create housing for people living with AIDS.

- Facilitated community-based planning efforts and developed new partnerships between non-profit housing developers, AIDS service organizations, people with HIV / AIDS, and local and state governments.
- Conducted needs assessments and wrote multi-year AIDS housing plans outlining housing production goals, funding sources and supportive services delivery mechanisms.
- Trained AIDS service organizations and low-income and special needs housing providers on federal and private housing funds and provided project-specific technical assistance.

#### Minnesota Department of Health

1989-1995

Created the first unit of Minnesota government responsible for programs and services for people with HIV/AIDS.

- Authored Minnesota's first plan for AIDS services and developed and evaluated strategies to improve the state's continuum of AIDS health care and social services. Reported to the State Legislature and staffed the Commissioner of Health's Task Force on AIDS and the Minnesota Interagency AIDS Financing Committee.
- Created systems to allocate \$2.8 million in federal and state funds to 40 community-based providers,

including requests for proposals, contract negotiations, program evaluation and fiscal administration.

### **AIDS Council of Western Virginia**

**1986-1989**

Founded and directed six affiliated nonprofit organizations providing direct services, case management and prevention education to the residents of 29 rural Virginia counties at the dawn of the AIDS epidemic.

### **Planned Parenthood, North Carolina**

**1984-1986**

Established public affairs strategies in the area of reproductive health; lobbied at the local, state, and federal level. Organized the NC Coalition for Choice, a 10,000-member advocacy organization.

### **Political Campaign Experience**

**1981-1984**

Policy and speechwriting for state and local campaigns including Jim Hunt for Senate (NC 1984), Mario Cuomo for Governor (NY 1982).

## **EDUCATION**

Stanford University	Fellow, Graduate School of Business Center for Social Innovation Executive Program for Non Profit Leaders	2004
St. Mary's University, Minnesota	Master of Arts - Human Development	1994
Duke University	Bachelor of Arts - Political Science and History	1981

## **CURRENT TEACHING**

- University of Utah                      David Eccles School of Business  
    Center for Public Policy Administration  
    Nonprofit Academy of Excellence
- Stanford University                      Center for Social Innovation, Nonprofit Management Institute

Courses include: Advocacy and the Nonprofit Sector, Consulting in the Nonprofit Sector, Social Entrepreneurship, Non Profit Operations, Strategy, Succession Planning and a Senior Seminar in Feminist Methods of Research.

## **CONSULTING**

Management consulting with a focus on the public sector. I assist nonprofit organizations, University and government agencies and foundations in Utah and across the US with facilitation, organizational design, need assessment, strategic planning, and government relations. I manage the creation of a private equity fund dedicated to women investors and entrepreneurs.

## **PUBLICATIONS**

- *Learn to Love Lobbying*, Fraser Nelson, David A. Brady, Alana Conner Snibbe, Stanford Social Innovation Review, Spring 2007.
- *Not Waiting for a Cure: Voices from the front lines of the epidemic*. An oral history of AIDS commissioned by the Minnesota State Historical Society. 1996
- *Birds* (literary nonfiction) published in *A Loving Testimony*, Crossings Press. 1995.
- *The Minnesota HIV Services Planning Project: An assessment of current and future needs for persons living with HIV infection in a low-incidence state*. *AIDS and Public Policy Journal* 8 (1) 1993.
- *Building Ownership: A Coach's Guide to Teaching Politics*, Project Public Life Press, Humphrey Institute of

Public Affairs, University of Minnesota Press, 1992.

#### **REPRESENTATIVE VOLUNTEER LEADERSHIP AND AWARDS**

- President, Utah Nonprofits Association (2009)
- Board Member, McGillis School (current)
- Community Advisory Council member, The Sharing Place (current)
  
- Prior representative board service and appointments include the Utah Health Policy Project, National Association of Protection and Advocacy Services, the Utah Governor’s Council for People with Disabilities, Utah Mental Health Planning Council, and the Utah Anti Discrimination and Labor Division Advisory Council
  
- University of Utah School of Social Work - Pete Suazo Social Justice Award, 2007
- Bennion Center - Chelsea Hale Creative Community Leadership Award, 2006
- Utah State Bar - Community Member of the Year, 2003