Richard E. McCartney
Director of Special Projects
Chief Seattle Council # 609

March 2026

Objective: To serve as Scout Executive of a Class 300, 200, or 100 council that is commensurate with my tenure and experience.

Background: Experienced, results-oriented professional who is innovative and strategic, with demonstrated success in fiscal management, fundraising, major gifts, capital campaigns, endowment development, marketing, strategic planning, membership growth, volunteer recruitment, and staff leadership.

Selected Achievements:

- As Chief Development Officer of the Chief Seattle Council, raised over $800,000 in special event income, $396,400 in foundation support, and increased the annual popcorn sale by 16% in 2025.
- As Scout Executive of the Northern Lights Council, negotiated and secured a Conservation Easement that added more than $943,000 to the Endowment, replacing half of the council's required contribution to the National Victims Fund. Secured passage of HB 1356 through the North Dakota State Legislature, mandating that schools allow recruitment talks in all public schools.
- As Scout Executive of the Greater Yosemite Council, increased total Endowment Fund net assets by 65% ($6,674,671 to $11,002,593) between 2009 and 2016.
- As Scout Executive of the Moraine Trails Council, secured a $1.5 million endowment gift.
- As Director of Support Services in the Denver Area Council, increased net camping income by 25% ($984,399 to $1,229,913) and secured a $1 million leadership gift as part of an $18.5 million campaign.

Employment History:

Director of Special Projects, Seattle, WA. December 2025 to Present
Responsible for risk management, capital fundraising, endowment development, facilities management, product sales, and other diversified projects as assigned by the CEO.

Chief Development Officer, Seattle, WA. March 2024 to December 2025
Responsible for special events, foundations, product sales, capital fundraising, and endowment efforts. Increased special event net revenue by 16%, foundation income by 80%, and product sale net income by 5.5% over FY 2023 results. Streamlined and improved back-office fundraising operations to increase efficiency and accuracy.

Scout Executive, Fargo, ND. April 2019 to February 2024
Managed a council spanning 75 counties, including the entire state of North Dakota, 18 counties in northwest Minnesota, and two counties each in Montana and South Dakota, through a staff of 18 executive and administrative professionals across three council service centers. Added $1.1 million in new endowment funds. Implemented the Pathfinder Society, a continuous giving program supporting council operations. Launched multi-year major gift programs for both Endowment ($5,000+) through Wings of Eagles and Operations through the President's Circle. Reversed a multi-year decline in Cub Scout membership and achieved two consecutive years of growth in 2022 (+13.48%) and 2023 (+0.18%).

Area Director, Area 6 Western Region. February 2017 to April 2019
Area 6 supported 104,723 young men and young women in 10 councils covering the Southwestern United States, Hawaii, the Pacific Islands, and Asia. The Area achieved two consecutive years of traditional non-LDS membership growth. Coordinated multiple joint council planning conferences and training opportunities, including an area-wide fundraising symposium in July 2018 attended by 70 professionals and volunteers.

Scout Executive, Modesto, CA. July 2009 to February 2017
In a diverse council population (45% Hispanic, 10% Asian, 5% African American, 35% Caucasian), the council achieved membership growth in 2011, 2012, 2013, and 2016. Managed seven consecutive years of balanced budgets and reduced inherited long-term debt by 26% ($1,115,000 to $825,386). Increased net product sales by 89% ($111,465 to $210,885), foundation income by 132% ($71,470 to $166,139), net camping income by 19% ($261,800 to $312,113), and net special event income by 49% ($72,237 to $107,609).

Scout Executive, Butler, PA. June 2005 to July 2009
Increased total support and revenue by 10.5% between 2005 and 2008. Increased total membership by 17.9% during tenure. Secured a $1.5 million endowment gift. Revitalized the Executive Board by recruiting top community leadership.

Director of Support Services, Denver, CO. March 2002 to June 2005
Increased net camping income by 25% in three years. Increased the Capital Fund by 52% ($6,065,368 to $9,266,544). Assisted with launching an $18.5 million capital campaign.

Assistant Director of Field Service, Rochester, NY. March 2000 to February 2002
Held complete responsibility for all traditional programs and served as staff advisor for the Scoutreach Committee, the Hispanic Emphasis Committee, and Friends of Scouting. Managed a field staff of 12 unit-serving executives and paraprofessionals. As Massawepie Scout Reservation Director (1999 & 2000), revitalized the declining summer camp operation and achieved record increases in attendance and income in 2000. An additional week of camp was added in 2001 to accommodate increased attendance.

Urban Scouting Director, Rochester, NY. August 1996 to March 2000
Managed three urban districts, achieving annual balanced growth and quality status. Increased Friends of Scouting revenue by 42% between 1996 and 2000. Taught the District Committee course at Philmont Training Center in June 1998. Directed the nationally recognized Cub Scout Adventure Camp, achieving record increases in attendance and income.

District Executive, Lockport, NY. March 1993 to August 1996
Served in two districts and increased membership in 1993 (+7%), 1994 (+1%), and 1995 (+4%). Increased total income in 1993 (+4%), 1994 (+22%), and 1995 (+2%). Received the Chief Scout Executive's Winner's Circle Award in 1993 and 1995. Achieved Balanced Growth and Quality District recognition in 1993, 1994, and 1995.

Education	**a.** M.A. Communications	Edinboro University of Pennsylvania	1992
	b. B.A. History	The Pennsylvania State University	1989

Personal Eagle Scout and Vigil Honor member who enjoys exercise, music, hunting, fishing, cooking, canoeing and backpacking.