

PETER S. SZABO

ADDRESS

Bloomington Management Advisors, LLC
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EXPERIENCE

1998- Principal

Present **Bloomington Management Advisors, LLC, New York, New York.**

Founded management consulting firm which helps mission-driven foundations, nonprofits, and social investors translate their aspirations into effective action. Firm focuses on the action cycle, and helps clients understand context/emerging issues, craft effective strategies, plan and implement new ventures and initiatives, assess performance, and manage change.

Selected strategy/transition efforts:

Global environmental organization - Advised new CEO and senior management through development of strategy and ten-year goal, priority setting, and leadership transition.

National foundation - Helped new environment program director develop strategy, design and implement major grantmaking initiatives in land protection and open space funding, and conduct strategy performance review process. Provided ongoing advice on grantmaking issues and process.

Regional foundation - Counseled environment program staff through re-strategizing of land acquisition grantmaking. Conducted evaluations, benchmarking and alternatives development. Facilitated staff discussion.

Selected new ventures and emerging issues reviews:

National transportation ommission, state-based land protection loan fund, regional historic roads conservancy - Developed concept, helped secure start-up funding, and directed/supported launch and initial growth.

Foundation coalition - Designed and facilitated first-ever meeting of land conservation grantmaking foundations from across the country.

Investment fund - Assessed field of ecosystem services investment and advised on opportunities.

Selected evaluations/assessments:

National foundation - Evaluated \$14 million land conservation and smart growth initiative.

National foundation - Evaluated \$4 million working lands conservation and funding initiative.

Regional foundation - Evaluated \$10 million watershed conservation initiative.

- 1999- Present Principal WorkLab, New York, New York.**
 Advise nonprofit, corporate and government agency clients on strategy, strategic transition, and implementation. Representative projects include: structured and facilitated board-level strategic planning process for leading psychiatric hospital; assisted division of large social services agency with strategy process, including industry and market trends analysis and scenario development; and worked with CEO of New York City department to develop agency strategic plan.
- 1995-1998 Engagement Manager New York Consulting Partners, New York, New York.**
 At boutique operations consulting firm, advised private sector clients on strategy, organization, productivity, and cost reduction. Guided implementation efforts. Projects included: reduced material waste and enhanced operations at Pepperidge Farm's Norwalk factory; formulated hair care manufacturing strategy at Clairol; restructured operations at Campbell's Soup's Canadian division.
- 1994-1995 Deputy Commissioner, Bureau of Policy and Planning Connecticut Department of Transportation, Newington, Connecticut.**
 Managed bureau with 140 employees and \$10 million annual budget. Selected accomplishments: positioned bureau to lead planning of \$650 million annual capital investment program, directed growth of newly-established Office of Policy, negotiated NOx credit purchase with Department of Environmental Protection, and strengthened relationships with regional planning agencies.
- 1991-1994 Executive Assistant, Office of the Commissioner Connecticut Department of Transportation, Newington, Connecticut.**
 Advised chief executive of state transportation agency on policy, strategy, and management; directed all major communications; coordinated top-level initiatives; wrote speeches, testimony, and press releases; handled selected inquiries from citizens and officials; represented Commissioner on boards of Connecticut Resources Recovery Authority and Connecticut Hazardous Waste Management Service.
- 1990-1991 Consultant, Europe, Middle East, North Africa Division The World Bank, Washington, D.C.**
 Analyzed alternatives for reducing Egyptian non-tariff trade barriers in support of structural adjustment loan negotiation.

EDUCATION

- M.P.P.M. 1990 Yale School of Organization and Management, New Haven, Connecticut.
- M.A. 1990 Yale University, New Haven, Connecticut. International Relations.
- B.A. 1985 University of Rochester, Rochester, New York. History, Political Science, *magna cum laude*. Phi Beta Kappa, N.B. Ellison Award for excellence in History.

PROFESSIONAL MEMBERSHIPS AND AFFILIATIONS

- International Society for the Psychoanalytic Study of Organizations, *Member*
- The Milano School for Management and Urban Policy, The New School, *Part-Time Faculty*
- 605-611 West 111th Street Realty Corporation, *Board President*