



# LJ Bates III

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## ACCOMPLISHMENTS

### NONPROFIT

- ▶ Increased services to teens from 3,500 to more than 250,000 in less than 10 years
- ▶ Rescued branches from closure while creating financially independent centers, all within a two-year period
- ▶ Secured next five years of funding for NYC's largest and oldest senior-service agency serving lower Manhattan after 9/11
- ▶ Delivered local, and nationwide curricula and training designs to thousands of Youth Service Professionals
- ▶ Raised just under \$24M via annual/face-to-face, corporate, foundation, government, and capital campaigns
- ▶ Set new membership records via creative marketing channels
- ▶ Rescued closure of two branches via fund development and asset management

### PROPERTY MANAGEMENT

- ▶ Evolved my leadership from one estate to include 14-home main estate, and then all estates within U.S., all for one of the wealthiest families on the planet
- ▶ Enhanced all off-grid systems for 120-acre campus within Hawaii's largest educational retreat center and eco-village, establishing a sustainable living example for the Hawaii Islands
- ▶ Successfully lobbied legislation for sustainable living and revised building codes resulting in a significant impact on Island homeless statistics and new licensing procedures in Hawaii's Planning, Building and Health Departments
- ▶ Progressively decreased operating expenses by \$9M within two years

### RESTAURANT

- ▶ Significantly decreased expenses via inventory, kitchen and front of house systems, and procedures
- ▶ Increased revenue via pricing and marketing design
- ▶ Beat revenue targets for the area's largest store from within one of the smallest, attracting the attention of the Fortune 500 company CEO who came to visit
- ▶ Decreased COGS via vendor relationships and re-negotiations
- ▶ Increased agricultural growth and internal contributions to kitchen operations, resulting in significant decrease in COGS

### HOSPITALITY

- ▶ Increased revenue by \$2M+ within 3 years
- ▶ Increased services to individuals by 4,000 annually
- ▶ Increased spa revenue by redesigning marketing materials, training designs, service delivery and sales team coaching
- ▶ Increased room nights revenue through a redesign of inventory controls and revitalized sales techniques

### STARTUP

- ▶ Created job skills program nonprofit from concept to implementation within six months, serving thousands of economically disadvantaged young people
- ▶ Created complimentary job placement nonprofit from concept to implementation, serving thousands
- ▶ Designed financial parameters which moved a concept to become a financially viable startup. resulting in investments, users, clients, and sales
- ▶ Created largest free tutorial program in the State of Massachusetts
- ▶ Created nationwide tutorial program from concept to implementation

## EDUCATION

▶ **Executive MBA**  
Baruch College — New York, NY

▶ **BS, Human Services / Group Dynamics**  
Springfield College — Springfield, MA

## EXPERIENCE

- ▶ **President (principal)**  
LJB3 Consulting  
2004–Present
- ▶ **CFO/COO/Co-Founder**  
Dodecki Software Ltd.  
2012–Present
- ▶ **Executive Director**  
Kalani Honua  
2012–2015
- ▶ **Executive Director**  
VASH Hawaii Island  
2012–2013
- ▶ **Estate Manager**  
Vulcan, Inc.  
2008–2010
- ▶ **Vice President/  
Executive Director**  
Island of Hawaii Y/Kona Family Y  
2006–2008
- ▶ **Operations Manager**  
NY Health & Racquet Club  
2005–2007
- ▶ **Executive Director**  
The Caring Community  
2002–2004
- ▶ **Executive Director**  
Y of Greater New York  
1991–2002

OPERATIONS LEADERSHIP

STRATEGIC PLANNING

RESOURCE DEVELOPMENT

PLANT & FACILITY MANAGEMENT

MEMBERSHIP DEVELOPMENT

TECHNOLOGY DESIGN & DELIVERY

MISSION DELIVERY

PROGRAM DEVELOPMENT

COMMUNITY DEVELOPMENT

HUMAN RESOURCES

STAFF & VOLUNTEER DEVELOPMENT

CURRICULA DESIGN & DELIVERY

MARKETING & COMMUNICATIONS