

NICHOLAS J. PINIZZOTTO

Experience

National Deer Alliance – Indiana, Pennsylvania

December 2015 – Present

President and Chief Executive Officer

Direct the organization to fulfill the mission of “Serving as the guardian for wild deer conservation and our hunting heritage.” Was hired as the first President and CEO and charged with building the newly formed organization into a leader on all policy issues impacting deer, hunting, the deer hunting industry, and management.

- Serve as the President of the board of directors and manage all board activities including governance and facilitating committee and regular board meetings.
- Led the development of the organization’s first two strategic plans that involved the board of directors and several top deer and outdoor industry professionals.
- Immediately built key partnerships with like-minded non-government organizations to more effectively accomplish the mission.
- Implementing a marketing and communications strategy that includes reconstruction of the organization’s website and creation of a robust social media presence.
- Established key industry partnerships that led to direct funding and in-kind contributions to assist with growth and overall awareness of the organization.
- Positioned the organization as a leader on deer and hunting policy by actively working on an average of 50 issues per year.
- Serve as the facilitator of a special working group of key organizations, agencies, and scientists to implement a national plan for dealing with chronic wasting disease.
- Appear on numerous television and web-based shows, radio programs, and podcasts serving as a spokesperson for National Deer Alliance and the greater outdoor industry.
- Host of the popular online news show, Coffee and Deer.

Sportsmen’s Alliance and Sportsmen’s Alliance Foundation – Columbus, Ohio

June 2013 – December 2015

President and Chief Executive Officer

Oversaw all aspects of the organization’s business of protecting hunting, fishing, and trapping in the United States. Served as President and Chief Executive Officer for both the 501 (c)(3) and 501 (c)(4) organizations. Directly supervised a team of five executives as part of a 20-person professional staff. Member of the board of directors.

- Oversaw a \$5 million annual budget while being responsible for managing operations in Columbus, OH, Sacramento, CA, and Washington, D.C.
- Oversaw the work of retained law firms and investment managers.
- Led all aspects of major donor fundraising including building relationships with high-wealth individuals, foundations, and outdoor industry corporations.
- Served as the President of the board of directors and managed all board activities including governance and facilitating committee and regular board meetings.
- Led the development of a new strategic plan that involved all internal staff and outside stakeholders. This was the first plan of its type produced by the organization.

- Rebuilt the executive team and led a rebranding, membership, and marketing effort that overhauled the entire outward-facing appearance of the organization.
- Served as the organization's national spokesperson on issues impacting sportsmen with appearances on CBS News This Morning, CNN, Today Show, FOX News, CBS Radio, and numerous regional radio and television affiliates.

DELTA WATERFOWL FOUNDATION – Bismarck, North Dakota

January 2012 – May 2013

Chief Executive Officer

Oversaw all aspects of business and programming operations of North America's oldest waterfowl conservation organization. Directly supervised a team of seven vice presidents as part of a 40-person professional staff. Worked directly with the board of directors to implement the organization's strategic action plan.

- Oversaw a \$7 million annual budget while being responsible for managing operations for both the U.S. and Canadian offices.
- Worked closely with vice presidents to manage the organization's Development, Conservation, Membership, Communications, Public Policy, and Administration and Finance departments.
- Responsible for development and implementation of the organization's strategic action plan, including regular measurement of progress toward annual and long-term goals.
- Participated in all aspects of fundraising ranging from individual donors to government and private foundations and corporate sponsors.
- Managed all board of directors' activities including governance and facilitating committee and regular board meetings.

WESTERN PENNSYLVANIA CONSERVANCY – Pittsburgh, Pennsylvania

January 2001 – January 2012

Associate Vice President, Watershed Conservation & Conservation Services

Oversaw operations of the organization's award-winning Watershed Conservation Program and Conservation Services Program. Directly supervised team of 18 conservation professionals working from four regional office locations. Served as an officer of the organization and was a member of the executive management team.

- Developed organization's Watershed Conservation Program concept and programming from the ground up.
- Built program budget from \$100,000 annually to \$2 million annually, which was funded by diverse sources including individuals, corporations, foundations, and government.
- Conceived and developed the organization's Conservation Services Program, which involved securing and completing conservation projects for clients on a for-profit basis.
- Supervised the implementation of important conservation projects across the western Pennsylvania landscape. Responsible for the largest number of on-the-ground restoration projects in the nearly 80-year history of the organization.
- Played a key role in the reauthorization of Federal Surface Mining Conservation and Recreation fund, which provides several billion dollars for habitat and water quality improvements in several states over a 20-year period.
- Served on a variety of regional and state-wide technical and advisory committees. Played key roles in advising lobbyists and elected officials regarding important legislation impacting conservation issues.

Related Skills

- Experienced and dynamic public speaker
- Published outdoor writer, photographer, and videographer
- Personal and team performance consultant (business and athletics)
- Started and sold two private businesses

Awards and Appointments

- U.S. Delegation of the International Council for Game and Wildlife Conservation
- Smart 50 Awards winner given to top executives by Smart Business Magazine
- Western Pennsylvania Environmental Awards (2) and a WTAE Earth Friend Award

Education and Certifications

Master of Arts – Psychology

University of the Rockies, Denver, CO

Golden Key International Honour Society

Bachelor of Arts – Environmental Geography

Indiana University of Pennsylvania, Indiana, PA