

# MARY K. BEECH

## WORK EXPERIENCE

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- 2020-Present     **BIDEN-HARRIS TRANSITION**     Washington D.C.  
*Executive Secretary, Department of Labor Agency Review Team*
- Manage process for deliverables and stakeholder engagement, providing direct support to 30 team leaders
  - Engaged over 115 stakeholder groups and coordinated 120+ agency and stakeholder meetings
- 2020     **CONSULTANT**     Washington D.C.  
*Georgetown University, Beeck Center for Social Impact + Innovation*
- Led creation of a report with actionable recommendations for the federal government to create a more inclusive and fair financial system, leveraging new research and collaborating with subject matter experts
- Northeastern University, Strategic Planning and Growth*
- Advised vice chancellor on strategy to reimagine experiential learning and career design to increase revenue opportunities, strengthen university competitiveness, and improve student outcomes
  - Developed financial models for university leadership to identify new, innovative program and partnership opportunities, and to assess economic impact
- 2020     **BIDEN FOR PRESIDENT**
- Convenor, Innovation Policy Committee*
- Convenor, 21<sup>st</sup> Century Government Policy Committee*
- 2020     **DENYSE WANG STONEBACK FOR ILLINOIS STATE REPRESENTATIVE**     Skokie, IL  
*Policy Director, Winter 2020*
- Led creation of policy positions, platform, and strategy for a highly contested Democratic primary race, unseating the incumbent by an 11%-point margin
  - Prepared and staffed Representative Stoneback for debates and endorsement interviews, securing 10+ endorsements and \$95,000, over half of overall fundraising
- 2019-2020     **PETE FOR AMERICA**     South Bend, IN  
*Policy Volunteer, Fall 2019-Winter 2020*
- Digital Summer Associate, Summer 2019*
- Technology Policy Committee, Future of Work Group: contributed to action plan, outlining outcomes-based goals, historical context, and policy plans to enable more Americans to obtain better paying jobs
  - Developed constituency-specific briefs, conducted quality assurance for 10+ policy plan launches, created state policy briefings for Mayor Buttigieg, and developed platforms content for 6 plans
  - Initiated a metrics dashboard to assess content mix, performance, and engagement across platforms, managing four interns to develop and input required data
  - Managed launch of a video search tool to connect voters with Pete’s values, platform, and story. Coordinated efforts across digital team, communications team, web developers, and volunteers
- 2014-2018     **THIRD SECTOR CAPITAL PARTNERS, INC.**     Boston, MA  
*Manager, 2017-2018*
- Senior Associate, 2016-2017*
- Analyst, 2014-2016*
- Drove strategic projects to improve government social services through outcomes-based contracts, data and evaluation, and impact investing—managed four associates and budgets ranging from \$60-350K
  - Projects included:
    - Developed recommendations for the City of Boston Workforce Director to improve data integration and align funding and contracting incentives for the city’s \$14M summer youth employment program
      - Managed \$250K budget and project associate, as well as partnerships with the City of Boston, Northeastern University, the Corporation for National and Community Service, Abt Associates, the National League of Cities, the Annie E. Casey Foundation, the State Street Foundation, and the Brookings Institution

- Developed a proposed \$6M demonstration project for Mecklenburg County (Charlotte, NC) Executive and Superintendent to enhance pre-k and early elementary school to narrow income inequality
  - Managed \$350K budget and project associate, as well as partnerships with Mecklenburg County, Charlotte Mecklenburg Schools, the Urban Institute, and the U.S. Department of Education
- Assessed how the North Carolina Department of Health and Human Services can leverage integrated data systems and outcomes-oriented contracting to develop an early intervention program for pregnant women affected by opioid use
  - Managed \$655K budget and project associate, as well as partnerships with the U.S. Social Innovation Fund, North Carolina Department of Health and Human Services, Guilford County, Actionable Intelligence for Social Policy
- Managed \$60K engagement with County Attorney's Office in Ramsey County (St. Paul, MN): created framework and economic model to link risk indicators, long-term outcomes, and spending to inform strategic priorities
- Built and managed \$12M economic model for state government officials, Yale University leadership, and impact investors to inform due diligence, contracting, and negotiations for a mental health program
- Conducted analysis to advance a \$1.7B human services company's strategy to scale workforce programs and increase profits through WIOA Pay for Performance provisions
- Developed and led collaborative decision-making workshops for four senior members of the American Institutes of Research to determine if Pay for Success can improve outcomes for homeless individuals
- Firm and field building efforts included:
  - Built firm-wide resource for a new approach to engagements—developed a process map, frameworks, best practices, and tools to increase the number of projects that result in outcomes-oriented contracts
  - Led content creation and delivery of group workshops to improve the capacity of 40+ government leaders to develop an effective theory of change, select rigorous metrics, and set benchmarks
  - Redeveloped the format and content of biweekly firm-wide meetings to improve knowledge sharing

2014-2015 **AMERICORPS NEW SECTOR RESIDENCY IN SOCIAL ENTERPRISE (RISE) FELLOWSHIP** Boston, MA

- Selected as a fellow for an 11-month social impact leadership development program
- Received social enterprise training e.g. issue-based problem solving, nonprofit finance, and human capital management

2011- 2014 (Summers) **U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT (USAID)** Washington D.C. and Addis Ababa, Ethiopia  
***Intern, Economic Growth, Education, and Environment (E3) Bureau***

- Implemented procedures to streamline a strategic planning process as bureau coordinator
- Produced event briefing and takeaway materials for leadership, including for the Mission Director Consultations and Advisory Committee on Voluntary Foreign Aid (ACVFA)

***Communications Intern, CNFA Livestock Market Development Project***

- Selected for summer internship in Addis Ababa with a livestock market development program
- Developed policy briefs and case studies, collaborating with technical experts, evaluation specialists, beneficiaries, and partners
- Evaluated year two project outcomes in terms of defined performance indicators and public relations potential

## EDUCATION

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2018-2020 **KELLOGG SCHOOL OF MANAGEMENT - NORTHWESTERN UNIVERSITY** Evanston, IL  
***Master of Business Administration, June 2020***

- 1 of 18 students awarded Kellogg's F.C. Austin full-tuition scholarship for demonstrated leadership
- Case co-authorship: Mexico's Tax on Sugar-Sweetened Beverages
- Research: How sensor technology and machine learning can improve real-time truck driver safety
- 1 of 6 students selected to represent Kellogg at global finals of the MIINT Impact Investing competition
- Entrepreneurship and Venture Capital Club: Director, Events & Academics

2011-2014 **TUFTS UNIVERSITY** Medford, MA  
***Bachelor of Arts, magna cum laude, May 2014***

- Major: Economics
- Economics Department Research Assistant: developed Tufts' first comprehensive development organizations resource, totaling over 450 organizations

- Honos Civicus Society: selected for demonstrated meaningful service and leadership activities
- AMIDEAST Semester Study Abroad, Rabat, Morocco

## **VOLUNTEER**

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2014-2018	<b>TUFTS SOCIAL IMPACT NETWORK</b> <i>Program Chair, Leadership Committee Member</i> <ul style="list-style-type: none"> <li>• Oversaw programming for 500+ Tufts alumni, including panels, speakers, workshops, and networking events</li> <li>• Organized the first “Careers in Social Impact,” bringing 20 alumni to campus with diverse paths and perspectives--72% of students felt they learned something new about social impact careers</li> </ul>	Boston, MA
2017-2018	<b>TECH GOES HOME – BASIC TECHNOLOGY CORPS</b> <ul style="list-style-type: none"> <li>• Supported trainer in eight-week course to help local micro entrepreneurs assess their current marketing system, identify areas that need improvement or expansion, and learn how to master new strategies</li> <li>• Conducted comparative analysis of strengths and weaknesses of media practices for Boston small businesses</li> </ul>	Boston, MA
2011-2014	<b>BOYS AND GIRLS CLUB</b> <i>Founding Program Coordinator</i> <ul style="list-style-type: none"> <li>• Founded a sustainable program which brought 20+ new tutors and volunteers to the Club</li> <li>• Managed volunteer program, communicated with Tufts volunteers and Boys and Girls Club leadership</li> </ul>	Medford, MA

## **ADDITIONAL INFORMATION**

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### **Speaking Engagements**

- “Maximizing Impact Through WIOA Pay for Performance,” National Assoc. for Welfare Research and Statistics, Aug. 2017
- “Technical Resources and Best Practices: Innovations in Workforce State Plans,” Richmond Federal Reserve, Sep. 2016
- “New Legal Aid Funding Source? Social Impact Bonds to Finance Systemic Representation,” Equal Justice Conf., May 2016

### **Publications**

- Strengthening the U.S. Digital Infrastructure for Fair Finance, [https://beeckcenter.georgetown.edu/wp-content/uploads/2020/11/US\\_DIFF.pdf](https://beeckcenter.georgetown.edu/wp-content/uploads/2020/11/US_DIFF.pdf), 2020
- Innovative Data Sharing Practices Shaping the Social Sector, <http://www.thirdsectorcap.org/blog/innovative-data-sharing-practices-shaping-the-social-sector/>, 2017
- Strategies for Elevating Social Impact, <http://www.thirdsectorcap.org/blog/strategies-for-elevating-social-impact-three-lessons-from-the-wharton-social-impact-conference/>, 2017
- The Intersection of Impact Investing and Pay for Success, <http://www.thirdsectorcap.org/blog/the-intersection-of-impact-investing-and-pay-for-success/>, 2016