



MICHAEL MILOFF

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OVERVIEW

Over the past 30 years, Michael Miloff has enjoyed a career as: an *entrepreneur*, participating in the founding and management of mutual fund, venture capital, Internet development and consulting businesses; an *adviser* to private, public and non-profit organizations; and a *senior executive* in government and non-profit organizations.

During his career, Michael has led 400+ projects to help organizations become more effective and innovative in a broad range of sectors in Canada, US and overseas. These include call centres, camps, construction, consumer products and packaged goods, educational institutions, energy, environmental services, family and community foundations, financial services, health, housing, immigrant and human service agencies, management consulting, insurance, information technology, media, philanthropic foundations, policing and law enforcement and telecommunications. He has helped organizations of all sizes including Fortune 50, mid-level and start-up companies, municipal, provincial/state, and international governments and agencies, and small and large Canadian and US non-profits.

Michael brings strong process skills and business seasoning to the design and facilitation of processes, conversations, research, workshops and tools that help leaders and professionals to share perspectives, consult with their stakeholders and strengthen their vision, strategy, organization and business practices.

Focused on helping organizations to address strategic and organizational/governance issues, Michael has experience with a wide range of business functions. These include: brand positioning, budget planning, change management, conflict resolution, design of consulting/coaching, workshop and related services, evaluation, financing and fundraising, governance, grant making, human resource management, marketing and sales, organizational design and restructuring, partnership development and mergers, project management and strategic planning.

Over the last fifteen years, Michael has worked extensively with Jewish communal organizations, serving as the lead consultant on strategic planning and mergers/collaborations processes for a number of camps, day schools, synagogues, human service and other organizations, including Jewish Federations of North America, Jewish Federations of Canada and UJA Federation of Greater Toronto. Recently, Michael has been working with in various roles with the Harold Grinspoon Foundation, Jewish Federation of Cincinnati, YWCA Calgary, OneVoice and Jewish Federations of North America and other organizations on exploring the strategic implications of Covid 19 for their future, financial well being and strategy.

SELECTIVE CLIENTS¹

SECTOR	SELECTIVE CLIENTS
Business to Business	Arxx Building Products, BrandSpark, Best New Product Awards, Danli Promotions, Digital Divide Data, First Services, Nordia, Resolve Corporation, Senior Living Consultants, Slater Steel, SNC-Lavalin
Consumer	Brascan Brazil, CanadaHelps, Cara, Coca Cola, Lavalife, Nestles, Shopper Army
Consulting Firms	Deloitte-Touche, Ernst & Young
Federal	<i>Canada:</i> Canadian International Development Agency, Citizenship and Immigration Canada, Human Resources Development Corp., Industry and Trade, Task Force on Central and Eastern Europe; <i>Other:</i> African National Congress, Government of Lesotho
Universities and Colleges	Faculty of Environmental Studies, York University, Humber College, York University, Entrepreneurship Initiative Program for 13 Pioneer Valley universities and colleges
Financial Services and Insurance	Altamira, Bank of Montreal, Enterprise Canada Insurance, Manulife Financial, Marsh Canada, Mutual Infinity Funds, Royal Bank of Canada, Scudder-Weisel
Granting Agencies	Canada Television Fund, Donner Foundation, Trillium, United Ways of Toronto, Ontario and Canada, World Bank
Health and Human Service Organizations	211Toronto, 211Ontario, 211Canada, Canada Virtual Hospice, Centre for Social Innovation, Central (Ontario) Region Health Integrated Network, Community Information Toronto, Metro Action Committee on Violence against Women and Children, Metropolitan Toronto Social Planning Council, Mount Sinai Hospital, Native Child and Family Services, Northeastern Ontario YMCA, Ontario Council of Agencies Serving Immigrants, West Central Community Health Center, YMCAs of Oakville, Niagara, Hamilton, YMCA Canada YWCA Calgary
Organizations focused on Jewish life in Canada and United States	<i>Camps:</i> B'nai Brith (Winnipeg), Camp George, Camp Geshet, Camp Kingswood, Camp Moshava Ennismore, Camp Northland, Camp Poyntelle, Camp Ramah (Ontario), Camp Shomria (Ontario), Camp Sprout Lake, Camp Surprise Lake, Cohen Camps, and work with the national camp movements of Habonim Dror, Hadassah, Ramah and Reform. <i>Day Schools and Education:</i> Beth and Paul Sigel Hebrew Academy (Hartford), Bnei Akiva Schools, Brandeis in the Berkshires, Bronfman Jewish Educational Center, Chabad Sinai Scholars, Coalition for Advancement of Jewish Education, Hebrew Academy of Morris County, Hebrew High School of New England, Jack Barrack Hebrew Academy, JESNA, Kohelet Lab School, Kohelet Yeshiva, Kahol Lavan, JRoots, Lander Grinspoon Academy, Leo Baeck, Netivot, NY Bureau of Jewish Education, Perelman, Partnership for Excellence in Jewish Education, Prizmah, Shalom House, Shalom Learning, Zareinu and through local Federations' various schools in Boston, Hartford, Montreal and Toronto. <i>Federations/equivalent:</i> Atlantic Jewish Council, Combined Jewish Philanthropies of Boston Jewish Federations in the Heart of New Jersey, Monmouth and Middlesex, Jewish Federations of Canada, Jewish Federations of Eastern Fairfield and WWWN Federations, Jewish Federation of Greater Hartford, Jewish Federation of Greater Los Angeles, Jewish Federation of Greater Saint Paul, Jewish Federations of Lee and Charlotte Counties, Sarasota-Mantee and Collier County, Jewish Federation of Long Beach, Jewish Federations of MetroWest and Central New Jersey, Jewish Federations of North America, Jewish Federation of Ottawa, Jewish Federations of Orlando, Pinellas, and Tampa, Jewish Federation of Silicon Valley, Jewish Federation of Western Massachusetts, UJA-Federation of Greater Toronto, UJA-Federation of New York. <i>Foundations:</i> Avi Chai, Areivim (Funds for the Jewish Future), Covenant Foundation, Kohelet Foundation, Jewish Foundation of Greater Hartford, Harold Grinspoon Foundation, Montreal Jewish Community Foundation, Wolfe-Flatt Foundation. <i>Synagogues:</i> B'nai Jeshurun (NYC), Beth Israel (Hartford), Beth Israel (Halifax), Beth Shalom (Toronto), Shaar Shalom (Halifax), Shaarei Shomayim, supplementary school evaluations of Toronto synagogues - Beth Tzedec, City Shul, Neshamah. <i>Other:</i> Addisson-Penzak Jewish Community Centre of Silicon Valley, Canadian Council of Reform Jews, Dor Chadash, Israel-Canada Research Fund, Jerusalem on Line, Jewish Addiction Services, Jewish Family & Child Services and Jewish Vocational Services (via UJA Toronto Federation) Organization of Research and Technology, PJ Library, Shoresh (evaluation), The House
Technology	Apple, AT&T, Cisco, Federal Express, General Motors, Hewlett Packard, IBM, Macdonalds, Maplesoft, Microsoft, Oracle, Proctor and Gamble, Xerox and 20 or so other corporations through the syndicated research programs of Digital 4Sight
Manufacturing	Ford Motor, Slater Steel
Media	Key Media (e.g., Toronto Life, Where), McGraw-Hill Companies, NOW Magazine, Toronto Life
Municipal	City of Toronto, City of Prague, City of Sao Paulo, City of Winnipeg, Chamber of Commerce of Sao Paulo, City of Scarborough, Metropolitan Toronto Police, Toronto Economic Development Corporation, Town of Richmond Hill, Winnipeg Pan Am Games Society
Private-Sector Based Associations	Canadian Council on Private-Public Partnerships, Canadian Institute of Biotechnology, Canadian Petroleum Product Institute, Ontario Business Council on Occupational Health, Society of Composers and Music Publishers of Canada, World Teleport Center
Other	Association of Ontario Health Centres, Canadian Association of Municipal Administrators, Canadian National Institute for the Blind, Canadian Society of Safety Engineering, Canadian Urban Institute, Carpenters and Allied Workers of North America, International Council of Local Environmental Initiatives, PeaceWorks Foundation/OneVoice, United Ways of Canada, United Ways of Ontario,
Performing Arts	St. Lawrence Center, SIminovitch Prize in Theatre (volunteer), Stratford Theatre Festival
Province of Ontario	Ministry of Citizenship, Ministry of Education & Training, Ministry of Energy, Ministry of Transportation & Communications Ontario Commission on Systemic Racism in the Legal System of Ontario, Ontario Hydro
Telecommunication	Bell, Bell Mobility, Nortel, Rogers, Sprint, Verizon

¹This lists selective clients where Michael Miloff has been a lead or co-lead consultant through Michael Miloff and Associates, 4Sight Partners, Acumen, Digital 4Sight, Canadian Urban Institute, Knowledge Communities, Harold Grinspoon Foundation, Jewish Federations of North America, UJA Federation of Greater Toronto and YMCA Canada.

