

**John F. Gillespie***Founder and President, Beyond the Bottom Line*[jgillespie@beyondbl.com](mailto:jgillespie@beyondbl.com)

John Gillespie is the founder and president of Beyond the Bottom Line ([www.beyondbl.com](http://www.beyondbl.com)), an interim CFO and executive search firm that helps nonprofits and social enterprises take control of their numbers and achieve their missions by providing hands-on, objective financial services and support.

With more than 30 years of experience working with over 170 pre-revenue to multi-billion dollar revenue companies, such as Barnes & Noble and Wolters Kluwer (CCH Inc.), Mr. Gillespie leverages his expertise to guide nonprofit and social enterprise CEOs and boards on how to grow their enterprises in a deliberate and strategic manner, implementing specific courses of action to improve the bottom line.

Since launching Beyond the Bottom Line in 1998, he has been responsible for conducting a range of strategic financial management activities for social enterprises that includes interim CFO services, organizational and financial assessments, and screening executive-level candidates. Among the well-known nonprofit organizations he has worked with include Acumen Fund, Ashoka, Share Our Strength, Grameen Foundation and the National Cooperative Business Association.

In 2009, he directed the launch of Beyond the Bottom Line's Executive Search practice, which complements the firm's existing interim CFO and accounting & financial assessment services.

He is a sought-after speaker on a range of financial and economic issues facing nonprofits. Among the topics he writes and speaks about frequently are: **evaluating an organization's financial readiness for 2010, accessing capital in a tight fiscal market, probing numbers and running a tight financial ship, rightsizing the financial team and improving financial controls and reporting.**

He regularly addresses nonprofit executives at leading industry events, such as the annual Investors' Circle meetings and Social Capital Markets (SoCap). As part of Beyond the Bottom Line's ongoing commitment to corporate responsibility, he serves as a mentor for NYU's Stern School of Business "Entrepreneur's Challenge," coaching social entrepreneurs in their business plans for developing sustainable businesses.

Mr. Gillespie has been featured in mainstream and industry media, including *The New York Times*, *The Wall Street Journal*, *Investors' Circle Entrepreneur Newsletter*, *SER America Magazine* and key trade journals and publications.

Since 1990, Mr. Gillespie has been actively involved at both the national, regional and local level with Financial Executives International (FEI), a 15,000 member-association of financial executives, and currently serves as chairman of its National Committee on Member Career Services.

From 1990-1997, Mr. Gillespie served as the COO and CFO of Innovation Luggage, the dominant specialty luggage retail chain in the Northeast. He has worked as the CFO and senior strategic advisor at four privately held entrepreneurial companies in addition to a subsidiary of Mobil Oil.

A graduate of Boston College, with an MBA degree in Accounting and MIS, Mr. Gillespie also holds a BA in Communications from University of Massachusetts at Amherst.

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