


**Central Florida Behavioral Health Network, Inc.**  
Application for Nomination to the Board of Directors

You have been nominated for or have expressed interest in nomination for election to the CFBHN Board of Directors. CFBHN is a not-for-profit organization of mental health, substance abuse and prevention agencies, throughout the Suncoast Region and Circuit 10, incorporated to ensure and enhance an array of behavioral health and other human service needs for the citizens of the communities we serve. Each Member is committed to providing the highest quality behavioral health services possible and we appreciate that you want to lend your time and experience to this endeavor.

Name: Terri Balliet	Occupation/Title: Chief Executive Officer
Business Address: 3350 Buschwood Park Dr., Suite 200	
City: Tampa	County: Hillsborough Zip Code: 33618
Business Phone: 813-894-0040	Email Address: Terri.Balliet@cnhc.org
Professional Affiliations – List current associations with community, professional or faith-based organizations that provide mental health and/or substance abuse service delivery.	
<i>Name of Organization</i>	<i>Position Held</i>
Florida Coalition for Children	Chair, Treasurer, Board of Directors (current)
Pinellas CFBHN Regional Council	Member
List the number of years, if any, you have been involved with service development activities for mental health and substance abuse services.	
Civic/Volunteer Activities - List active or past associations with civic/volunteer organizations in the community.	
<i>Name of Organization</i>	<i>Position Held</i>
Keep St Pete Beautiful	Participant
National Exchange Club	Chair, Vice Chair, Member (current)
Leadership Tampa Bay	Class 2017
What other specific experience, skills or special interests do you have that would be of value to the CFBHN Board of Directors?	
Visionary Senior Operations Executive whose leadership over a decade has supported triple-digit growth for a 300-employee child welfare agency. Build collaborative community and public partnerships that result in high-impact initiatives. Champion for best practices in Diversion and Prevention, Behavioral Health, and Child Welfare. A trusted leader who builds a collaborative culture and guides teams through change.	
Which of the following CFBHN committees would you be interested in participating on?	
<input type="checkbox"/> Finance <input type="checkbox"/> Quality <input type="checkbox"/> Organizational Development Committee <input checked="" type="checkbox"/> Governance <input checked="" type="checkbox"/> Legislative	
Does your time allow and are you willing to attend Board of Directors' meetings the fourth Friday of every other month from 10:00am – 12:00pm, generally 6 – 8 times a year.	
<input checked="" type="checkbox"/> X Yes <span style="margin-left: 200px;"><input type="checkbox"/> No</span>	

Signed: 

Date: July 30, 2024

# TERRI BALLIET

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## CHIEF EXECUTIVE OFFICER

### Building Unified & Inclusive Cultures – Driving Organizational Excellence

Visionary Senior Operations Executive whose leadership over a decade has supported triple-digit growth for a 300-employee child welfare agency. Build collaborative community and public partnerships that result in high-impact initiatives. Champion for best practices in Diversion and Prevention, Behavioral Health, and Child Welfare. A trusted leader who builds a collaborative culture and guides teams through change.

### *Areas of Expertise*

- Portfolio Management
- Performance/Operations Management
- Talent Development/Retention
- New Revenue Development
- Multimillion-Dollar P&L Oversight
- Child Welfare/Behavioral Health
- Policy & Strategic Planning
- Stakeholder Relationship Management
- Board & Government Relations
- Change Management / M&A
- Diversity, Equity & Inclusion (DEI)
- Grants Development & Oversight

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## PROFESSIONAL EXPERIENCE

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**Children's Network of Hillsborough, LLC.,** Tampa, FL

2022–Present

A non-profit human services agency | 300+ staff | \$116 Million Budget

### **CHIEF EXECUTIVE OFFICER** (2022–Present)

Develops and implements the strategic vision and plan to advance the company's mission and objectives.

Oversees the company operations to ensure quality, effective use of resources, and compliance with industry standards and outcomes. Works to ensure the agency meets its mission and contractual obligations to the funder and the community. Directly supervises critical leadership positions and builds strong community relations with key stakeholders.

- **Community Impact** – Oversees Lead Agency operations, managing a continuum of programs and high-quality services protecting vulnerable children and supporting and strengthening families. Departments include Adoptions Overlay, Out of County Supervision, Family Finder, Background Screening, Department of Integrated Health, Quality Management, Out of Home Care, Court Liaison, Utilization Management, IT, Finance, HR, Legal Services, and Diversion.
- **Change Management** – Since its inception, led the agency through six significant transitions, to include, Lead Agency, Child Protective Investigation and four Case Management Organizations (Lutheran Services, Devereaux, LifeStream, One hope United).
- **Innovation** - Created an Integrated Health Department enrolling over 2,000 children in the Sunshine Child Welfare Plan. Established an Adoption Overlay Department, which finalized adoptions for 400+ children. Developed a Diversion Program that works alongside Protective Investigation and is responsible for reducing shelters by over 45% within the first contract year.
- **Stakeholder / Contract Management** – Manages the contracts and services delivered by more than 70 provider agencies under the Children's Network, including Case Management Organizations, Group Home Providers, Child Placing Agencies, the University of South Florida, and about 400 foster homes.
- **Talent Development & Staff Retention** – Implemented retention initiative across organization to nurture internal environment of transparency, feedback, and career development. Launched an organization-wide survey and collaborated with a peer committee to identify actionable insights.
- **Board and Government Relations** – Fosters and maintains relationships with the Governor's office, key cabinet positions, and other government officials and state legislators, advocates on behalf of Florida children and for improvements in the child welfare systems.

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PROFESSIONAL EXPERIENCE, GULF COAST JFCS, CONT'D

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- **Budget Oversight** – Collaborate with CFO to manage contract and program portfolios, Technology, and Grants department budgets. Oversee monthly financial statement generation and regularly liaise with the Board of Directors and Senior Leadership regarding financial performance, risks, and strategies.

**GULF COAST JEWISH FAMILY & COMMUNITY SERVICES, INC.**, Clearwater, FL

2007–2022

A non-religious, non-profit human services agency | 500+ staff | 47 programs serving 30K+ residents of Florida.

**CHIEF OPERATIONS OFFICER (2014–2021)**

Oversee 21 Program Directors, 400 indirect staff, Grants department, IT, and 36 programs including Behavioral Health, Child Welfare, Elder, and Disabled Services, with budgets ranging from \$1M–\$8M. Strategize with CEO, co-members of executive team, and Board of Directors to plan/launch organizational initiatives. Senior Liaison for Federal, State and local government agencies, community partners, foundations, donors, and media.

- **Organizational Impact** – Achieve year-over-year (YOY) revenue gains, more than doubling revenue since 2014. Leverage cross-program strengths to seize new opportunities and address challenges.
- **Stakeholder Management / Business Development** – Cultivate new and existing relationships with funders to ensure ongoing funding streams. Develop long standing relationships with state and local government officials, participating in critical events/discussions at State Capital that impact the organization.
- **Change Management** – Lead due diligence and navigate teams through program-startup and external agency integration initiatives (20 since 2014). When appropriate, sunset programs that are no longer aligned with organization's mission, risk posture, and/or effectiveness.
- **Thought Leadership for Community Initiatives** – Designed and launched Community Assistance and Life Liaison (CALL) program, a non-violent crisis intervention service in partnership with St. Petersburg Police Department (2021). CALL has received broad acclaim, improving perception of policing within community.
- **Crisis Management** – Pivoted to provide calm and decisive action for IT and general operations amidst abrupt COVID-related closures and need for staff to work and deliver services remotely.
- **Budget Oversight** – Collaborate closely with CFO to manage program portfolio, Technology, and Grants department budgets. Oversee monthly financial statement generation and regularly liaise with Board of Directors and Senior Leadership regarding financial performance, risks, and strategies.
- **Diversity, Equity & Inclusion (DEI)** – Partner with CEO, Board of Directors, and Executive Leadership team to actively uphold organizational values of Justice, Equity, Diversity, and Inclusion (JEDI). Collaborated to establish internal organization initiative that supports career advancement for People of Color.

**VICE PRESIDENT, CHILD WELFARE PROGRAMS (2012–2014)**

Collaborated with CEO and CFO to develop and grow 12 programs, 9 Directors, 300 staff, services across 6 Florida counties, and an \$18M budget. Departments included Case Management, Diversion, Licensing, and Placement.

- Chaired agency's Quality Assurance (QA) operations for Case Management and Diversion Programs.
- Enlisted to partner with Florida's Department of Children and Family Services on statewide Safety Management implementation and legislation. Actively engaged in Florida Coalition for Children (FCC).

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**EDUCATION**

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**MASTER OF ARTS**, Guidance Counseling, University of Sarasota – FL

**BACHELOR OF SCIENCE**, Criminology, University of South Florida – Tampa, FL

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**AFFILIATIONS**

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**PRIOR CHAIR, BOARD OF DIRECTORS, AND FORMER TREASURER** – Florida Coalition of Children (FCC)

Chair: 2022; Treasurer: 2021-2022; Member since 2010

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**PROFESSIONAL DEVELOPMENT & AWARDS**

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**TAMPA BAY LIGHTNING CHAMPION AWARD, 2022**

**LEADERSHIP TAMPA BAY** – Class of 2017

**COMMUNITY CHAMPIONS AWARD** – Florida Department of Children & Families, 2014

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**CERTIFICATION**

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**CHILD PROTECTIVE PROFESSIONAL** – Florida Certification Board, since 2012