



Family Business Participants

Marcia Galvin, Normandy Farms Family Camping Resort (9th Gen)

Marcia is the 8th generation of family members involved in the running of Normandy Farms Family Camping Resort, a 9th generation company. Normandy Farms transitioned from farming to a campground in 1971, when farming was going by the wayside and not making the living that it had been in prior years. Marcia's father wrote a business plan to begin a campground, as there weren't many in the area and there was a need for it. They started with 25 sites and have transitioned into a 5-star resort nationally recognized as one of the top 10 in the country, currently with 400 campsites. Marcia has always been involved in the business, however, she chose to leave her teaching career of 10 years and work full time as the Human Resource Director. They employ about 125 seasonal team members and 20 year around team members. They currently have 9 family members working for the company.

Dirk Koopman, Koopman Lumber & Hardware (4th Gen)

Dirk is part of the 3rd generation at Koopman Lumber, and is one of the principals along with his sister Denise Brookhouse, and brother-in-law, Tony Brookhouse. He graduated from the University of New Hampshire with a degree in Business Administration and has been working at Koopman Lumber ever since. They all wear a bunch of hats, but for the most part he does the commodities purchasing, and oversees the retail side of the business. They are celebrating their 75th year in business this year.

Kathleen DelPrete, Next Generation Children's Centers (3rd Gen)

Kathleen DelPrete is currently the COO of Next Generation Children's Centers, the 27th largest provider of for-profit child care in North America. With 10 locations in Massachusetts, NGCC serves approximately 1,600 families and currently has 600 employees. Kathleen has been with the company since 2003 in various roles, from IT to Marketing, and is now overseeing the Home Office team. Kathleen reports to Donna Kelleher, President and CEO of NGCC – who is also her mother. There are 9 different family members working in various positions at NGCC.

Normandy Farms
www.normandyfarms.com

**Koopman
Lumber & Hardware**
www.koopmanlumber.com

**Next Generation
Children's Centers**
www.ngccenters.com



Northeastern University
Center for Family Business

Speaker Bio: Gerard J. Donellan

Gerard J. Donellan, PhD is a consulting psychologist and psychoanalyst with deep experience working with individuals and organizations. He holds an Advanced Certificate in Family Business Advising from the Family Firm Institute, the leading international organization of family business consultants. He has been on the teaching faculty of the FFI certificate program. As Adjunct Professor at the International Business School at Brandeis University, he developed and introduced the MBA course, *The Family Enterprise*.

Dr. Donellan is president of BIG LEAP. Since receiving his PhD in Clinical Psychology in 1977, he has consulted with a variety of organizations, from global corporations to family-owned firms and non-profits. As a family business consultant, for example, he works with the senior leadership, family members and the board on succession planning, leadership development and issues at the intersection of the family and the business. Prior to BIG LEAP he was principal with *Applied Behavioral Science*, providing assessment and HR consulting to business units within Fidelity Investments (FIIS) and John Hancock Financial Services.

He was the Founding Director of the Institute for Organizational Consulting Psychology at the Massachusetts School of Professional Psychology, Boston. He was senior advisor and master coach supervisor in the Executive Coaching Certificate Program at MSPP.

His publications include book chapters and articles in scholarly professional journals; he has held teaching faculty appointments at Harvard Medical School and the City University of New York. He is a life member of the American Psychological Association, and a member of local business, HR and psychology organizations.

A licensed psychologist in Massachusetts, he is past-president, New England Society for Applied Psychology (NESAP), the largest organization of business and organizational psychologists in New England and is past-president, the Massachusetts Association for Psychoanalytic Psychology (MAPP), an APA regional affiliate. He is a member of the Boston Estate Planning Council and serves on its program committee.

In discussing his organizational work, Cohen and Prusak observed, "BIG LEAP aims for long-term results using dramatic interventions that energize action in service of a clearly defined organizational goal" (*In Good Company: How Social Capital Makes Organizations Work*. Don Cohen & Larry Prusak. Harvard Business School Press. 2001).

His other interests include acting in community theater productions and his book, *"Get Noticed, Get In"*, a parent's guide to college athletic scholarships.

For More Information About the Speaker:

Visit Gerard's Website:
<http://www.big-leap.com>

-or-

Contact Gerard at
781-863-5354 or
GerryD@Big-Leap.com