



NANCY LUBICH MCKINNEY
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AREAS OF EXPERTISE

industry trends, program planning and management, mass-customization of donor communications

WORK EXPERIENCE

Director of Donor Stewardship, University of California, Berkeley, 2004-present

Independent Consultant, 2001-2004

Bank of America, 1984-2001

SELECTED PRESENTATIONS

CASE Annual Meeting of Donor Relations Professionals, 2007 and 2006

Outsourcing Endowment Financial Reporting

Philanthropy Impact Reporting for Your Most Loyal and Generous Donors

Operationalizing Donor Stewardship: Prevailing Over Scale and Decentralization

CASE VII, 2009 and 2005

Building and Evolving a Stewardship Program

The Past, Present and Future of Stewardship

ADRP Annual Conference, 2009, 2007, 2006, and 2005

Building and Evolving a Stewardship Program

Multiple Approaches to Stewarding Faculty Endowments

Philanthropy Impact Reporting for Your Most Loyal and Generous Donors

Donor Relations Strategies for the Decentralized Organization

AASP Regional Conference, 2010

Partnership with Advancement Operations to Build an Award-Winning Donor Stewardship Program

SELECTED PUBLICATIONS

“Stewardship in a Decentralized Fundraising Environment”, in *Intentional Stewardship: Bringing Your Donors to Their Highest Level of Philanthropy*, Julia Emlen, CASE Books, 2007.

PROFESSIONAL AFFILIATIONS AND RECOGNITION

Board of Directors, Association of Donor Relations Professionals, 2006-present

CASE Circle of Excellence

2010 Gold, Personalized Report of Donor Annual Giving

2010 Bronze, New Alumni Challenge CASE Circle of Excellence,

2008 Silver, The William and Flora Hewlett Foundation Endowed Chair Challenge

2007 Gold, Endowment Financial Reporting

CASE Faculty Stars for Annual Meeting of Donor Relations Professionals, 2007 and 2006

EDUCATION

B.S., Business Administration, University of California, Berkeley

B.A., Mathematics, University of California, Berkeley

M.B.A., University of California, Los Angeles

Certificate in Marketing, University of California, Berkeley Extension

Certificate in Nonprofit Management, University of Illinois at Chicago