



**NATHALIE HIGHLAND**  
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**AREAS OF EXPERTISE**

Advisory Boards, Event Planning, Non-Profit/Membership-Based Stewardship

**WORK EXPERIENCE**

Union of Concerned Scientists 1998-present  
Deputy Director of Development, July 2010-present  
Senior Stewardship Officer, 2006-2010  
Stewardship Officer, 2003-2006  
Membership Services Coordinator, 1999-2003  
Direct Mail Assistant, 1998-1999

**SELECTED PRESENTATIONS**

ADRP Conference 2010 (pending)  
Making Sense of it All--Donor Relations 101  
Help Me Help You--Persuading Major Gift Officers to Let Go  
SEDRC Conference 2008  
Beyond the Gala--Putting on No-Frills Events  
ADRP International Conference 2007  
Finding the Story in the Science--Translating Technical Information to Inspire Donors  
Fulfilling the Promise of an Advisory Board  
Pre-Conference Institute Facilitator  
Non-Profit Organizations Partners HealthCare All-All Conference, 2007  
Building and Refining Adjunct Boards

**SELECTED PUBLICATIONS**

Successful Stewardship Must Be Mission Specific, ADRP, The Hub, December 2008

**PROFESSIONAL AFFILIATIONS AND RECOGNITION**

Board of Directors, Association of Donor Relations Professionals, 2006-present  
Member, Association of Donor Relations Professionals, 2004-present

**EDUCATION**

Ph.D., Theatre, Bowling Green State University  
M.A., Theatre, Bowling Green State University  
B.A., English, Colgate University