

• NANCY YOUNG •

*Strategic problem-solver, articulate
communicator, seasoned fundraiser*



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[Linkedin](#)

CAREER STRENGTHS

- ◇ **Raising \$57 million to-date, including 7-figure gifts**
- ◇ **Nurturing donors at all levels to increase giving**
- ◇ **Creating effective messaging**
- ◇ **Managing up to 15 direct reports**
- ◇ **Working with CEOs and presidents, boards of directors, and senior management**

EDUCATION

Masters of Arts in Public Policy
University of Chicago, Harris School

Bachelor of Arts in American Studies & Economics (Honors)
Simmons College

ADDITIONAL EXECUTIVE & MANAGEMENT POSITIONS

- × **Knoxville Museum of Art**
Vice President for Museum Advancement
- × **Knoxville Zoological Gardens**
Director of Marketing and Development
- × **New York City Comptroller Elizabeth Holtzman**
Press Secretary
- × **Brooklyn District Attorney Elizabeth Holtzman**
Deputy Press Secretary
- × **National Education Association**
Communications Specialist

ASPHALT GREEN

Director of Development | Aug 2019 - Present

- Reporting to the Executive Director and coordinating with her on strategy and solicitations
- Leading a team of three to raise more than \$4 million to help 50,000 children and elder adults throughout New York City achieve health through sports and fitness
- Overseeing foundation and government grants, corporate giving, events and strategy on donor growth
- Soliciting major donors and prospects
- Educating and encouraging donors and prospects to get involved

PLANNED PARENTHOOD FEDERATION OF AMERICA

Principal & Major Gifts Philanthropy Officer | Jan 2016 – Nov 2017

- Raised \$6 million annually while managing a portfolio of 150 major and principal gift donors, lapsed donors and prospects
- Moved 17 - \$10,000 donors to \$25,000+
- Inspired a \$10,000 donor to make her first \$1 million gift
- Cultivated, solicited and fostered relationships with donors in New York, Pennsylvania, Maryland, and D.C.

YOUNG COLLABORATIVE <http://www.youngcollaborative.com>
Founder & President | 2004–2015, 2018–2019

Consulted with young and established nonprofits and businesses to achieve their growth goals. Highlights included:

- Raising 6- and 7-figure gifts, including a \$2 million gift
- Ensuring clear messaging, increasing organizational visibility
- Planning and implementing fundraising opportunities
- Leading board development and engagement
- Evaluating programs and workflow
- Managing feasibility and capital campaigns

International, national, regional and local clients included: Women Light the World, Veterinarians International, Unchained At Last, Lifecycle Woman Care, YMCA—Knoxville, Clarence Brown Theatre, DiaperLove, Kids in Danger, East Tennessee Children's Hospital (\$15 million campaign), Sevier County Public Library Foundation (\$10 million campaign) and others.