

Andie K. Byrd, Senior Advisor to Nonprofits

fund + organizational development for social + racial justice

experience

Andie Byrd Advising

www.andiekbyrd.org

2023-current

Lowell, MA

Experienced nonprofit leader with \$90 million raised and a 25-year track record of collaborating successfully with CEOs, management teams, and boards on fund and organizational development, communications, and strategy. Provide counsel to senior nonprofit leaders and philanthropists on their priority opportunities and challenges in a warm, confidential, non-judgmental space grounded in the values of diversity, equity, and inclusion. Clients include local and national nonprofits focusing on the environment, arts, education, and health, as well as a philanthropy-serving membership association focusing on disability justice and a for-profit grantwriting company.

Senior Vice President, Membership & Sustainability

2021-2022

Vice President, Membership & Sustainability

2019-2020

Vice President, Membership & Communications

2016-2019

Communications & Membership Director

2013-2015

Southern California Grantmakers (SCG) - www.socalgrantmakers.org

Los Angeles, CA

Led development team that raised nearly \$40 million during my tenure. More than doubled membership dues to \$1.3 million per year, achieving highest levels by far in SCG's 50-year history. Recruited and retained foundation, corporate, family, celebrity, and government grantmakers as members; 90% of members renewed every year. Increased team's grants raised to \$6.6 million for core operations and special projects, plus back-end grantwriting and support for \$15.5 million in pooled funding, vs. \$210,000 the year before I joined. More than tripled annual event revenue to \$560,000. Co-led multi-year strategic framework initiative including new mission, vision, and values centering equity. Staffed board nominations committee through a complete re-envisioning of goals and processes, successfully increasing inclusion of diverse leadership.

Development & Communications Director

2006-2013

SaverLife (formerly EARN) - www.saverlife.org

San Francisco, CA

Led development team that raised \$24 million. Increased annual campaign revenue to \$211,000, from \$3,750. Increased event revenue to \$382,000, from \$90,000. Solicited, won and renewed major gifts of \$5,000+ and foundation, corporate, and government grants up to \$1 million each; achieved 73% grants win rate. Increased operating reserve to \$1.9 million in May 2012 audit, from \$383,000 before I started. Served on management team during organization's growth to 21 staff, from 6 when I joined.

Development Director

1996-2006

JobTrain (formerly OICW) - www.jobtrainworks.org

Menlo Park, CA

Led development team that raised \$26 million. Consistently won, managed, and renewed foundation, corporate, individual, and government grants up to \$500,000 each. Planned and executed all aspects of special events netting \$650,000 per year. Built development team to 3 direct reports. Served on management team. Created print, online, and video marketing materials, including annual campaign that raised \$900,000 per year.

service

Board of Directors

OCCORD - occord.org

2017-current

Orange County, CA

Board of Directors + Fund Development Committee

Colony Retirement Homes - colonyretirementhomes.org

2021-current

Worcester, MA

Freedom Fund Gala Committee

NAACP Greater Nashua Area Branch - nashuanaacp.org

2024-current

Nashua, NH

education

Diversity, Equity, Inclusion, and Belonging for Consultants

Third Sector New England (TSNE) 10-session learning cohort

2024

Boston, MA

Harvard College, B.A. with honors

John Harvard Award for academic achievement of highest distinction

1993

Cambridge, MA

more info at www.andiekbyrd.org