

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 \$100 million raised and a 25-year track record of collaborating successfully with CEOs, management teams, and boards on fund and organizational development, board management, communications, and strategy, 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.

City First Enterprises

www.cfenterprises.org

2023-current

Lowell, MA

Part-time advisor to the CEO of this fast-growing CDFI (community development financial institution) on organizational strategy and culture, board development, fund development and communications. Serve as board liaison managing more than a dozen board and committee meetings per year.

Senior Vice President, Membership & Sustainability

Vice President, Membership & Sustainability

Vice President, Membership & Communications

Communications & Membership Director

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

2021-2022

2019-2020

2016-2019

2013-2015

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

SaverLife (formerly EARN) - www.saverlife.org

2006-2013

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

JobTrain (formerly OICW) - www.jobtrainworks.org

1996-2006

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.

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