



**Nancy Lubich McKinney, President**

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A member of the UC Berkeley's University Relations staff, Nancy is responsible for stewarding the Builders of Berkeley—the campus's million-dollar and above donors—and for providing a foundational level of stewardship for the campus's entire donor population. She is also responsible for developing standards, tools and programs that support stewardship within the campus's academic and programmatic units. Nancy is responsible for 20+ discrete acknowledgement, recognition and reporting programs that collectively generate more than 40,000 donor "touches" each year. The endowment financial reporting program that she envisioned and implemented won a CASE national gold medal in 2007, and the personalized donor annual giving reporting program that she similarly developed won two CASE regional gold medals in 2009 and a CASE national gold medal in 2010.

Nancy started this second career in February 2004, after spending three years consulting independently to banks in the areas of risk management and management reporting, and a 17-year career at Bank of America, where she was last Senior Vice President and Senior Marketing Officer for the International Corporate Banking Group.

Nancy has been a presenter at conferences sponsored by the Association of Donor Relations Professionals (ADR P) and the Council for Advancement and Support of Education (CASE). Prior to becoming ADR P's President, Nancy served a three-year term as a Board Director, during which time she chaired the governance, strategic planning and finance committees, and she served as co-chair of the 2007 conference content committee.

Nancy holds two undergraduate degrees from the University of California, Berkeley—a B.A. in mathematics and a B.S. from the Haas School of Business—and an M.B.A. from the Anderson School of Management at UCLA. She also holds a certificate in marketing from the University of California, Berkeley Extension, and a certificate in nonprofit management from the University of Illinois at Chicago.