



Nancy Sacks

ESC Consultant Since: 2016

Education:

MA in Non-Profit Management, Heller School,
Brandeis University

BA, University of Michigan

AREAS OF EXPERTISE: Fund Development and Fundraising, Board Leadership, Coaching, Staff Development

NONPROFIT PROFESSIONAL EXPERIENCE: Nancy has extensive experience leading major non-profit organizations to meet and exceed their fundraising goals. For over twenty years, she worked in management positions for UCLA's Health Sciences, culminating in serving as Senior Executive Director for UCLA Medical Sciences Development department for over a decade. In this role, Nancy oversaw all the fundraising strategies for the UCLA Hospital System and the David Geffen School of Medicine. She led the team to a 50% increase in philanthropic support from an average of \$120 million to \$180 million annually. While at UCLA, Nancy also served as the Executive Director for the UCLA Women and Philanthropy program, supervising a campus-wide organization of over 200 members. She engaged, mentored and trained women philanthropists to become active voluntary leaders on campus.

Nancy went on to be the Executive Vice President and Chief Development Officer for the Jewish Federation of Greater Los Angeles. In this capacity, she worked closely with voluntary leadership committees and led the professional team in successfully increasing the Federation's annual campaign and strategic philanthropic efforts.

Since 2014, Nancy has conducted management and fundraising consulting and coaching projects with varied non-profit organizations, including After School All Stars, Venice Family Clinic and the Santa Monica YWCA.

NONPROFIT VOLUNTEER EXPERIENCE:

Currently, Nancy volunteers with Venice Family Clinic, an organization that provides quality primary health care to people in need. Nancy serves as a coach, offering support to the development staff in fundraising and individual gift giving strategies.

ESC CLIENTS: Wells Fargo Executive Director's Leadership Institute (Community Corporation of Santa Monica), Angel City Chorale

INTERESTS: Pilates, knitting, reading, travel