

# Nancy Loshkajian

## President

Nancy V. Loshkajian, is the **founder and President of Loshkajian & Associates**, a fundraising consulting firm that has served the San Francisco Bay Area for over 20 years. Nancy has served as a fundraising professional nationally and internationally for over 35 years. She has worked at leading colleges, universities and small non-profits to support education, the arts and culture, health care, social service agencies and the environment. Her experience includes capital and endowment campaigns and feasibility studies, building planned and major gift programs, starting and expanding annual giving programs, building corporate and foundation programs, conducting strategic planning processes and development audits, developing board leadership, and counseling professionals working in development.

Nancy began her successful career in 1976 at UCLA and has held development positions at Indiana University, Bloomington, and University of Cincinnati, where she served as Director of External Relations and Associate Director of Major Gifts, and Oberlin College where she served as Associate Vice President of Development, Major Gifts. Most recently, as Executive Director of Development at the University of California, Santa Cruz, Nancy managed the development program for the campus and oversaw \$60 million in capital campaign projects. Under her leadership, the campus doubled its private gift income to nearly \$80 million in private gift support from 1995-2000. She has also worked internationally as Executive Director of Development for the American University of Armenia.

In 1994, Nancy formed Loshkajian & Associates whose work is focused in the counties of Santa Cruz, Monterey, and Santa Clara in Northern California teaching, coaching, guiding, and mentoring non-profit professionals and volunteers to maximize their fundraising effectiveness. Nancy and her team of professionals are committed to *Building Stronger Communities through Philanthropy*.

Recent projects include a fundraising feasibility study and successful capital campaign raising \$3.5 million for the Homeless Garden Project, Santa Cruz, CA; a successful capital campaign for the Capitola Branch Library, Capitola, CA; fundraising feasibility study for Esalen Institute, Big Sur, CA; a feasibility study and successful joint capital campaign by the Volunteer Center of Santa Cruz County and Community Bridges in Live Oak. The latter study resulted in the recommendation to launch the campaign in September 2008 and the campaign was successfully completed in early 2010 (during the worst economic downturn in over 60 years). Prior to that she and her firm helped the Mental Health Client Action Network surpass their capital campaign goal by more than double the original goal. In 2008-2009 Nancy returned to the UC Santa Cruz campus to conduct a feasibility study for the planned \$102 million Biomedical Sciences Building project. Nancy also conducted a feasibility study and worked with Kelly Lindquist, President, Artspace Projects, Inc., Minneapolis, MN, for the Tannery Arts Center, Santa Cruz, as campaign consultant for their \$5 million performing arts center on the recently opened 8.2 acre campus.

A sampling of other current or recently served clients in Santa Cruz and Monterey Counties include the Habitat for Humanity Monterey Bay, Greater Farallones Association, San Francisco, California Certified Organic Farmers, Santa Cruz, Santa Cruz Teen Center, Ventana Wildlife Society (Big Sur), Tierra Pacifica Charter School (Live Oak), Mountain Community Resources (Felton), Silicon Valley Toxics Coalition (San Jose), U.C. Santa Cruz (Shakespeare Santa Cruz and Institute for Humanities Research), Museum of Art and History, the Cultural Council of Santa Cruz County, Santa Cruz Redevelopment Agency, Save Our Shores, and Dientes Community Dental Clinic. Hawai'i clients included Maui Nui Botanical Gardens, Inc., Ka Lima O Maui, Ohana Makamae, Inc. Hana, Maui and YWCA Kaua'i.

Nancy has been a lecturer at UCSC's *Economics and the Arts* class and the *Fundraising School*, Indiana University Center on Philanthropy. She frequently presented at national and regional CASE Conferences, and regularly presented roundtable seminars on Capital Campaigns, Major Gifts, and Feasibility/Planning Studies in San Francisco and San Jose. She is featured in the book Women as Fundraisers: Their Experience and Influence on an Emerging Profession. She served on the National Leadership Council of the National Network of Women as Philanthropists. Nancy holds a Master of Music degree in opera with honors from Indiana University and a Bachelor of Music Education from Drake University.

An active volunteer as well, Nancy currently serves as President of the Board of Trustees of the Center for Spiritual Living, Santa Cruz. Nancy served on the Board of Directors of the Cabrillo Festival of Contemporary Music for 19 years, having served five years as president. She also served as a volunteer for the Community Foundation of Santa Cruz County as a member of the Diversity Partnership Endowment Campaign Committee after having served for eight years on their LGBT Advisory Committee. She sings with The Choral Project, San Jose and plays golf.

In 2010 Nancy was trained as an executive coach by the Community Foundation for Monterey County (CFMCC) and volunteered to coach for two years for the LEAD Institute (Leadership Education and Development). She was selected as one of only four consultants in Monterey and Santa Cruz County to serve in their Strategic Partnership Project. Recently, Nancy provided fundraising training for the CFMCC Community Leadership Project and for the ELEVATE Program with the Arts Council of Santa Cruz County.

Nancy believes that, "Non-profits have an enormous potential to be a powerful force throughout the world. I am grateful to have the opportunity to work with the people who make our world a more compassionate place in which to live."