

## FUNDRAISING PROFILE

Name: Barry Nickelsberg

Largest Gift: Individual  
Ask: \$23.5 million  
Rc'd: \$23.5 million

Years Experience: 36

Corporate  
Ask: \$62 million  
Rc'd: \$62million

Foundation  
Ask \$5 million  
Rc'd \$5million

### MAJOR GIFTS INVOLVEMENT:

<u>Institution</u>	<u>Year</u>	<u>Amount</u>	<u>Degree of personal involvement</u>
The Carter Center	2009-present		Manager/Solicitor
Life University	2006-08	\$31 Million	Manager/Solicitor
Sherman College	2004-06	\$13.5 Million	Manager/Solicitor
Washington County Health System	2000-03	\$11 Million	Manager/Solicitor
United Nations Environmental Program	1999	\$25Million	Counsel/Solicitor
World Health Organization	1997	\$60 Million	Counsel/Solicitor
UN High Commissioner for Refugees	1995	\$400 Million	Campaign Manager
ITESM, Monterrey, Mexico	1990	\$254 Million	Manager/Solicitor
Yale School of Music	1988	\$10 Million	Counsel/Solicitor

### ANNUAL GIVING

<u>Institution</u>	<u>Year</u>	<u>Amount</u>	<u>Position</u>
Life University	2006-07	\$0.5 Million	VP/ Solicitor
Sherman College	2004-06	\$1.0 Million	VP/Solicitor
Washington County Hospital	2000-03	\$1.5 Million	Exec/Solicitor
Whitman-Walker Clinic	1996	\$350,000	Counsel
ITESM	1990-92	\$6 Million	Manager
Barrie School, Rockville, Maryland	1990	\$400,000	Counsel

TOTAL \$20 Million

### CAPITAL/COMPREHENSIVE CAMPAIGN

<u>Institution</u>	<u>Goal/Result</u>	<u>Position</u>
Life University	\$45 Million/Quiet phase	VP/Solicitor
Sherman College	\$11 Million/\$13.5 Million	VP/Solicitor
Washington County Hospital	\$50 Million/\$8 Million (campaign terminated)	
ITESM	\$254 Million/\$254 Million	Campaign Manager
Washington Cardiology	\$40 Million/\$47 Million	Campaign Manager
Alta Bates Hospital	\$12 Million/\$15 Million	Counsel

PLANNED GIVING EXPERIENCE

<u>Institution</u>	<u>Instrument Type</u>	<u>Position</u>
The Carter Center	CGAs, CRUTs, CRATs, Bequests, CLTs	CDO
Life University	Annuities, Bequests	VP/Solicitor
Sherman College	CRTs, Annuities, Bequests	VPSolicitor
Washington County Health System	CRTs, Wills/Bequests	Director/Solicitor
Shady Grove Hospital	CRTs and Pooled Income Funds	Counsel
Lane Community College	Life Insurance	Counsel/Solicitor
Choral Arts Society of Washington	Wills/Bequest	Counsel
Sherman College	Charitable Gift Annuities, CRTs, Wills	Solicitor

TOTAL \$88 Million

SPECIAL PROJECTS

<u>Institution</u>	<u>Project</u>	<u>Goal</u>	<u>Amount</u>	<u>Position</u>
Washington Healthcare	Mash Bash	\$500,000	\$600,000	Campaign Mgr
Society of Professional Engineers	Golf Tournament	\$200,000	\$200,000	Campaign Mgr
Am Society of Association Executives	Auction/Silent Auction		\$100k/\$120k	Manager

TOTAL \$4 Million

CORPORATIONS AND FOUNDATIONS

<u>Organization</u>	<u>Project</u>	<u>Amount</u>	<u>Position</u>
Bank of America	ITESM	\$62 Million	Manager/Solicitor
Proctor and Gamble	Nat. Cncl of Negro Women	\$3,750,000	Solicitor
United Airlines	Disabled Sports/USA	\$5 Million	Counsel

TOTAL \$475 Million

SUPERVISORY EXPERIENCE

<u>Institution</u>	<u>Number of Staff</u>	<u>Budget</u>
ITESM	54 paid/100 volunteers	\$8 Million
The Funding Center	24	\$2.7 Million
Washington County Health System	16	\$2.2 Million
Life University	11	\$2.3 Million
Nickelsberg & Co.	2-8	\$500k-1 Million
Sherman College	5	\$450k

## ADDITIONAL INFORMATION

Chairman, World Congress on Philanthropy, 1988 and 1991  
Instructor, Proposal Preparation, The George Washington University, 1981-95  
Author, The Funding Workbook, The Funding Manual, and dozens of articles  
Host, three part PBS Series, *Fundraising in America*  
Host, two part NPR Series, *Foundation Fundraising*

Interpreter, American Sign Language  
Nationally Registered Paramedic  
Author, eight screenplays

Please see resume for additional details.

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