

Laurel Savino

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Skills

- Successful fundraising through major gift solicitation, grant proposals and annual funds.
- Excellent planning, budgeting and board development skills.
- Exceptional writing and editing skills.
- Comfort and experience in collaborating with executives, board members, program and finance staff.
- Comprehensive knowledge of computer software in Mac and Windows platforms, including Microsoft Office, Pledgemaker, Raisers Edge, Fundmaster, InDesign, Photoshop, Illustrator, QuarkXpress, Dreamweaver, PowerPoint and NeoOffice.

Experience

Seventeen years in planning, fundraising and communications for conservation, environmental education and science research organizations, including program start-up, operations funding and capital campaigns.

Contracts in planning, fundraising and communications

Clients include a non-profit environmental legal advocacy group, a major public health organization, and an international travel guide company, among others.

The Trust for Public Land

May 2002 to
January 2009

Director of the Railyard Park + Plaza capital campaign. Charged with raising \$1.6 million in private sources; member of team that raised \$2 million from public sources.

Director of development for Arizona and Utah programs. Raised over \$1.5 million for operations and land acquisition; established two advisory boards and state offices with multi-year funding.

Foundations relations manager for six southwestern states. Raised \$1 million in grants from public and private sources, most of them first-time donors to TPL.

The California Academy of Sciences

June 1992 to
October 2000

Corporations & Foundations Officer. Raised \$1.2 million for seven new environmental education programs from regional and national corporate, private and government foundations, on behalf of collaborations between environmental and academic organizations, city agencies and a public school district.

Initiated the William Randolph Hearst Endowed Fund for Education. Served on a task force charged with planning a complete physical and programmatic renovation of a major natural history museum; co-wrote the resulting prospectus.

June 1992 to
October 2000,
cont'd.

Developed and implemented a multimedia grant solicitation that raised \$1 million for a permanent natural history exhibition.

Raised \$650,000 for institutional operating support, strategic planning, exhibitions, and education programs from corporate and private foundations via grant proposals and corporate sponsorship programs.

Writer. Collaborated on grant proposals raising over \$1 million via successful submissions to the National Science Foundation, the Institute for Museum and Library Services and corporate and private foundations.

Wrote capital campaign prospectus and annual fund campaign materials; co-wrote annual report. Researched and wrote exhibit label text for a natural science exhibition seen by an estimated 250,000 people.

Education

- BA, English Literature, San Francisco State University, 1992.
- Extensive work with non-profit consultants, including grant writers and campaign counsel.
- Frequent attendance at local and regional professional development workshops and conferences.
- Coursework in technical writing, grammar and rhetoric, journalism, statistics, biology, web development and desktop publishing.

References

Available on request

Interests

- Public policy for sustainability and conservation
- Scientific literacy
- Gardening