

Nancy Hopkins Parsons
Deputy Director for Development, VMFA (Effective Sept. 1, 2009)

EDUCATION **BA Psychology, Mary Baldwin College.**

EXPERIENCE **National Sporting Library**
Middleburg, Virginia

President and CEO. September 2005 to present.

Direct unique research library and art museum with collection of over 17,000 books and fine art related to horse sports, angling and shooting. Manage seven professional staff and 2 support staff. Support 16 member Board of Directors. Increased all levels of contributions and visitation. Launched John H. Daniels Fellowship, awarding research stipends to promote scholarly use of collection. Created new public lecture series and annual symposia funded by private donor. Successfully solicited financial support as well as gifts in kind of literature and fine art. Initiated and managed campaign to renovate historic building for use as a museum of sporting art, with over \$6 million in new commitments. Managed fund raising gala producing \$100K in unrestricted support and many new donors. Participated in international collaboration of over 20 institutions to celebrate centennial of Paul Mellon's birth, resulting in Library receiving over \$15 million of art on loan for one year from Yale Center for British Art. Manage day to day operations as well as provide visionary leadership, annual budget projections and management, and provide strategic planning for the future of the National Sporting Library.

Thomas Jefferson Foundation, Inc.
Monticello

Charlottesville, Virginia

Director of Principal Gifts. April 2003 to September 2005.

Managed Cabinet and major gift solicitations and national strategy in Monticello's \$100 million capital campaign that ended 10 months in advance of schedule. Managed successful Cabinet events with record breaking attendance. Traveled internationally with donors and trustees on Monticello sponsored trips.

University of Virginia. 1994 to 2003.

Campaign Director, Arts and Historic Preservation Programs.

2001-2003. Managed two campaigns totaling \$250 million with 7 major gifts officers and 2 support staff. Collaborated with Deans and University Provost to manage and lead multi-faceted campaign for the arts and preservation of Jeffersonian architecture at the University of Virginia.

**Darden Graduate School of Business Administration
Director of Major Gifts/Associate Director of Development
1997 to 2001.**

Managed 2 major gift officers and support staff in \$200 million campaign consisting of 8 regional campaigns with over 100 volunteers. Successfully solicited major gifts, managed volunteers, provided regional campaign strategy and developed effective prospect tracking system.

**University of Virginia Development Office
Associate Director of Regional Development. 1996 to 1997.**

Managed New York and Chicago regional campaigns with 42 volunteers, producing over \$100 million. Managed portfolio of prospects rated at \$100K and up.

Regional Development Officer. 1994 to 1996.

Top producer of major gifts in office for two years. Identified and solicited top prospects resulting in a \$2 million donation to the UVA Law School. Enlisted top level volunteers.

Virginia Horse Center Foundation. 1990 to 1994.

Director of Development.

Managed development activities for new facility in major and annual giving. Solicited corporate, foundation and individual donations. Created naming opportunities throughout facility. Designed promotional and fund raising materials. Worked with 20 member Board of Directors.

Mary Baldwin College

Director of Chapter Development. 1990.

Managed 45 alumnae chapters nationwide, consisting of 200 volunteers. Organized and managed chapter events and Homecoming activities. Cultivated prospects for major gift solicitations.

Ferrum College

Director of Alumni Affairs. 1988 to 1990.

Solicited annual gifts and cultivated prospects for major gifts. Planned and organized alumni events including reunions and chapter events.

SOCIAL AND COMMUNITY INVOLVEMENT

Order of First Families of Virginia

The Jamestowne Society

Keswick Club
Advisory Board 2000 – 2003

Little Keswick School Foundation for Special Education
Board of Trustees
2003 to 2008.

Keswick Hunt Club
1994 to present

Mary Baldwin College
Charlottesville Alumnae Chapter
Former President

Virginia Horse Council

ACTIVITIES AND INTERESTS:

International Travel

Gardening

Antiques and Art

Horseback riding and Foxhunting