

Presenter Bio

Robyn Furness-Fallin, CFRE, offers financial development and volunteer leadership consulting for nonprofits and higher ed. As a Senior Consultant with DBD Group, Robyn brings more than 30 years of nonprofit management experience to her clients. Robyn is an astute strategist who helps bring clarity and focus to the campaigns she supports.

Robyn's deep understanding of the challenges facing nonprofits and higher education allow her to customize her coaching based on the organization. She provides counsel for:

- Endowment and Planned Giving
- Development Assessments
- Development Staff Coaching
- Board and Volunteer Development
- Research, Policies and Trend Analysis
- Feasibility Studies and Capital Campaigns
- Annual Campaigns

Robyn began her professional life as an elementary school teacher followed by several marketing positions with consulting firms in the greater Baltimore area. Her nonprofit career started at the YMCA of Central Maryland in 1986. From there she held several leadership positions at the YMCA of Santa Clara Valley, the Metro Atlanta YMCA, and the YMCA of Silicon Valley. In 2013, she was asked to join the senior team at YMCA of the USA as the Chief Development Officer focusing on capacity building, major gifts and grant making.

From 2015 to 2020, Robyn was the Vice President for Development and Alumni Relations for Oglethorpe University in Atlanta. During her tenure, the university received its largest single planned gift of \$50 million to launch a School of Business and raised \$21.6 million to build a new academic building.

Robyn has received a North American YMCA Development Organization's Award for Excellence in Fundraising. She is also an alum of Leadership Atlanta and Leadership San Jose. Robyn graduated with a BA from McDaniel College and holds additional nonprofit management certifications from Goucher College.