

Facilitator: *Nadine Gabai-Botero, CFRE, Principal | Focus Fundraising LLC*



Specializing in annual fund and campaign strategies, board development, and major gifts, Nadine guides organizations to improve fundraising performance and raise more money. She works as a collaborative partner with each client, creating opportunities for donor engagement and identify ways to grow their support.

Nadine has more than 20 years of experience in fundraising and has been working as a consultant to nonprofits since 2009. Current and past clients include: The Consortium for Ocean Leadership, Council of Korean Americans, Destination DC's American Experience Foundation, The National Network of State Teachers of the Year, The Solar Foundation, Reach for College, Street Law, and the White House Historical Association.

Before establishing Focus Fundraising, Nadine served for eight years on the senior management team of CulturalDC, Washington's leading arts-space developer, where she directed capital and annual fundraising. Prior to that role, Nadine helped implement marketing strategies at Iconixx Web Development and was a program director and fundraising manager at the Corcoran Gallery of Art.

Nadine has an M.A. from George Washington University and a B.A. from the University of Florida. She is a Certified Fund Raising Executive, a member of the Association of Fundraising Professionals (AFP) where she serves as President Elect of the DC Chapter. Nadine was born in Lima, Peru, and is fluent in Spanish. She lives in Bethesda, MD with her husband and two sons, and is an avid potter.

Image Description: Nadine Gabai-Botero's headshot.