

SARAH DAVIES TILT
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SUMMARY:

Over 25 years' experience specializing in fundraising, program development, and strategic planning for conservation issues, with a focus in the western United States. Extensive marketing, communications, and event planning experience. Strong initiative; excellent written and oral communication skills; effective analytical, organizational, management, and networking abilities; Adept at connecting scientific/technical knowledge with political needs and realities.

OBJECTIVE:

To advance the protection, restoration and stewardship of land and water resources, enhance economic vitality, and promote socially and environmentally sound decision-making and outcomes.

EMPLOYMENT HISTORY:

Principal, Conservation BenchMarks, LLC. (November 2014 – present) Direct projects for variety of clients, ranging from fundraising, program development and strategic planning to land protection and conservation investment.

Executive Director, Jack Creek Preserve Foundation (May 2016 – November 2017) Lead the strategic vision, fundraising, and management for Jack Creek Preserve Foundation, a non-profit promoting wildlife conservation and outdoor education on 4,500 acres of protected habitat between Ennis and Big Sky, MT.

Executive Director, Yellow Dog Community and Conservation Foundation (May 2016 – present) Established the Yellow Dog Community and Conservation Foundation for Yellow Dog Flyfishing Adventures. Organize and manage grants to enhance communities, build partnerships and support conservation in international angling destinations.

Director of Investor Relations, The High Lonesome Ranch (November 2014 – December 2015). Build long-term relationships to engage investor prospects in the HLR vision. Responsible for prospect identification, cultivation, engagement, stewardship, database management, and communications.

Senior Director, Western Program Development, Trout Unlimited, Bozeman, MT (June 2010 – November 2014). Manage, cultivate and solicit a portfolio of high net donors and perspective donors. Act as lead staff person in building the funding base among individuals, foundations, and corporations for Trout Unlimited's work across the West. Responsible for all aspects of prospect identification, cultivation, and retention of donors for both unrestricted gifts and special projects. Manage and run Coldwater Conservation Fund Trip Program and Cultivation Events Program for TU nationally.

Director, Western Program Development, Trout Unlimited, Bozeman, MT (September 2006 – June 2010). Act as primary development person responsible for building and maintaining the funding base among individuals, foundations, and corporations for Trout Unlimited's work across the West. Work with staff, trustees and volunteers to raise operating and capital funds, primarily through major gifts.

Principal, Davies Consulting, Bozeman, MT (May 2005 – September 2007). Offer customized services to organizations, foundations, and individuals designed to enhance core capacities, manage internal and external change, improve governance, build better systems, and sustain your organization over the long-term. Clients include Trout Unlimited, Floating Island International, The Tributary Fund, Banovich Wildscape Fund.

Deputy Director for Development, The Nature Conservancy of Montana, Bozeman, MT (June 2004 – May 2005). Work to secure operations funding and implement a five-year conservation campaign with an individual goal of \$3 million annually. Responsibilities also include coordinating the fundraising activities for the Conservancy's Greater Yellowstone Program.

Vice President for Development and Programs, American Prairie Foundation, Bozeman, MT (June 2002 – June 2004). Responsible for raising operational funding of \$1.2 million annually, and helping to secure land acquisition funds (approximately \$4 million in 2003-2004); coordinate with and support the land acquisition fundraising team; and assist with the development and implementation of the communications and outreach strategy. Member of Senior Management Team.

Director of Development and California Program, Ecotrust, San Francisco, CA (March 2000 – June 2002). Responsible for all fundraising for Ecotrust (\$3.7 million operational budget, plus special projects, estimated at an additional \$2 million in 2001), and establishing and directing Ecotrust's California Program. Member of Strategic Management Team.

Western Region Director, Development, National Fish & Wildlife Foundation, San Francisco, CA (January 1997 – May 2000). Responsible for all fundraising for the organization in the western states, and assisting funding determinations (grants) in Colorado, Montana, Utah, and Wyoming.

Development Consultant, Redefining Progress, San Francisco, CA (September 1996 - December 1996). Research and write foundation grant proposals; identify, solicit, and cultivate new funding sources including individuals, foundations, and corporations; identify new board of director candidates; and develop a fundraising strategy.

Development and Special Events Coordinator, Rainforest Action Network, San Francisco, CA (February 1996 - June 1996). Coordinate and plan Third Annual World Rainforest Awards Dinner. Duties included all aspects of event production, budgeting, coordinating, entertainment, design, and organization of the awards presentation.

Director of Marketing, HEALTHSOUTH Corporation, San Carlos, CA (April 1994-January 1996). Work to increase the physician referrals to Bay Area HealthSouth Facilities (3 locations) and secure "Return to Work" contracts with businesses.

Director of Marketing, StartClinic, San Francisco, CA (January 1992 - March 1994). Development and implementation of marketing plans for 1992, 1993, and 1994 for StartClinic and increase physician referral base.

Sales & Marketing Manager, Tennis Shack, San Francisco, CA (1989-1992). Responsible for retail sales and coordination of marketing activities, direct mail, advertising, and promotion; track regional tennis attire trends to coordinate the purchasing of all merchandise; and supervise and train new employees.

Fundraising Assistant, EarthDay 1990, Palo Alto, CA (September 1989 – April 1990). Assist the Development Director to research, identify, and cultivate new funding sources, and coordinate appeal mailings; manage donor database, assist in preparation of proposals and reports to foundations; and assist with event planning, media relationships and communications.

Event Coordinator, Fort Mason Foundation, San Francisco, CA (1989). Plan opening of Fort Mason's Cowell Theater, originating, planning, and implementing activities for the opening night; work closely with the Fort Mason Board of Directors in designing the budget and establishing guidelines for the event; and assisted with fundraising for the Fort Mason Capital Campaign.

Assistant to the Grassroots Coordinator, Clinton Reilly Campaigns, Insurance Industry Initiative Campaign Committee San Francisco, CA (1987 – 1988). Design, implementation, and distribution of campaign materials, and assist with media outreach.

Marketing/Graphics Assistant, Fisher Friedman Associates, San Francisco, CA (1987). Marketing research, writing project descriptions; Management of the photography library; and assist development of proposals and company brochures.

EDUCATION:

May 1986: University of New Hampshire, Bachelor of Arts Degree.

PUBLICATIONS:

A Bird Hunter's Table: Recipes from Friends, Family, and the Field, September 2013, 192 pages.

Game On: A Bird Hunter's Table Reloaded, November 2016, 192 pages.

Additional Experience: Trout and Salmon Foundation Board of Directors, 2012 – 2017. Tributary Fund Board of Directors (2004-2010), Board President (2004-2008). American Wildlands Board of Directors, 2001-2004.