



NIKKI DARUWALA

CONTACT



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ROLES

- Comprehensive Nonprofit Fundraising & Development
- Mission Advancement Strategist
- Board Governance, Organizational Leadership & Management
- Corporate Responsibility Consultant

EDUCATION

- M.S. – University of Massachusetts at Amherst, 1990; Major: Industrial & Labor Relations
- B.S. – Ithaca College, 1988; Majors: Psychology & Business

OBJECTIVE

Entrepreneurial-minded professional with more than 30 years of leadership experience in nonprofit strategy and impactful social change, connecting purpose-driven organizations to funding, resources, and talent. Respected for bringing vision, dedication, and expertise to help organizations innovate and grow their missions and operations.

PROFESSIONAL EXPERIENCE

NDPOINT STRATEGIES

President/Founder

2014 – Present

- Provide consulting in operational assessment, program development, strategic planning, revenue generation, and operational leadership to over 25 clients.
- Raised over \$10 million in funding to support vital missions, kept organizations from going under, and strengthened organizations with strategic planning and governance and policy standards.
- Brought together nonprofits and corporations that align to work in partnership towards mutual goals.
- A sampling of achievements:
 - Advanced **OPEN Washington DC** business association's mission by strengthening board Environmental, Social, and Governance; increased membership by 30%; held monthly learning seminars; and executed an annual conference and gala attended by over 500 professionals.
 - Supported **National Organization of Black Elected Legislative Women** by developing and executing a creative fundraising strategy and plan, including securing over \$1 million in corporate sponsorships toward the annual legislative conference.
 - Planned and executed a leadership retreat for **Network for Victim Recovery of DC** and led the board and executive team through a strategic and transformative organizational process, including a re-aligned vision and mission, Theory of Change, Logic Model, and Impact Evaluation Model.

LOUDOUN LITERACY COUNCIL

Executive Director

2018 – 2022

- Saved failing 40-year-old nonprofit and converted it to an award-winning, nationally-acclaimed organization.
- Increased revenues by 267% and built financial security with a new endowment fund and financial reserves.
- Instilled a consumer service-oriented ethic resulting in a 37% increase in clients served and numerous mutually beneficial partnerships.

GLOBAL POLICY SOLUTIONS & CENTER FOR GLOBAL POLICY SOLUTIONS

Vice President, Programs & Operations

2013 – 2014

- Recognized for sweeping efficiencies to the daily management of the policy consulting firm and its nonprofit arm.
- Led the team in the successful execution of two national conferences; each with over 2,000 attendees.
- Secured a \$1.7 million grant and served as Deputy Director for Leadership for Healthy Communities, a national Robert Wood Johnson Foundation program designed to support local and state governments in reducing childhood obesity.
- Secured a \$0.4 million Ford Foundation grant for Closing the Racial Wealth Gap, providing equitable asset-building policies to increase economic security for low-income people and enable women- and minority-owned businesses to thrive.

DC JOBS WITH JUSTICE

Executive Director

2012 – 2013

- Grew the organizational membership base by 50%.
- Increased new foundation grant funding by 20%, individual fundraising revenue by 30%, and sustainer giving program by 40%.
- Expanded existing projects to better reflect community needs, including giving priority to the struggles impacting the most vulnerable workers in the city and being fully inclusive and welcoming to everyone.

SOCIALLY RESPONSIBLE BUSINESS PROGRAM, AMERICAN RIGHTS AT WORK

Director/Founder

2005 – 2012

- Founded, launched and developed an innovative program to promote awareness of ethical corporate labor policies and practices, promoting corporate responsibility.
- Authored numerous fact sheets, reports, blogs, editorials, and newsletter articles. Researched and published 7 annual social responsibility reports highlighting examples of labor-management partnerships that benefit employers, workers and society.
- Engaged 200 prominent scholars and economists, 2,000 small business leaders, and a coalition of investment professionals with over \$757 billion in assets under management in a newly formed network called Business Leaders for a Fair Economy.

CALVERT INVESTMENTS, INC.

Manager – Advocacy & Social Policy

1994 – 2005

- Developed and implemented one of the country’s first environmental, social, and governance (ESG) principles to guide investment decisions, acting as an early sustainable and responsible investing (SRI) expert.
- Pioneered the precursor to the UN Women’s Empowerment Principles, creating investment policies protecting Indigenous Peoples and a model charter for gender and racial diversity on corporate boards of directors.
- Advised global corporations on responsible global citizenship, including extensive work with the White House on solutions to labor and human rights supply chain responsibility.
- Created and implemented innovative diversity, equity, and inclusion (DEI) initiatives with multinational corporations.
- Led a network of corporate responsibility and sustainability organizations and delivered the keynote address at the first Global Reporting Initiative (GRI) summit in Asia.

ADDITIONAL EXPERIENCE

1990 – 1994

- United Food & Commercial Workers International Union, AFL-CIO; Food & Allied Service Trades, AFL-CIO including pioneering work connecting US brands to global supply chain responsibility in labor and human rights, including the use of child labor.

PROFESSIONAL APPOINTMENTS

- Convetit CSR (Thought Leader)
- Desi Giving Fund, Community Foundation for Loudoun & Northern Fauquier Counties (Founder)
- Institute for Women’s Policy Research, Advisory Committee
- Mentor Capital Network (Entrepreneur Advisor and Mentor)
- Ford Foundation, Experts of Color Network
- Child Labor Coalition (Founding Member)
- Loudoun Human Services Network (Former Vice Chair)
- Loudoun Pediatric Obesity Coalition (Former Committee Chair)
- Social Investment Forum, Shareholder Advisory and Policy (Former Board Member)
- Interfaith Center on Corporate Responsibility, Equality Advisory Committee (Former Chair)
- Interfaith Center on Corporate Responsibility, Indigenous Peoples’ Committee (Former Chair)
- Green America (Former Board Member)