

Sue Aldana

VP, Collaborative Revenue



As Vice President of Collaborative Revenue Sue Aldana is responsible for the areas of Individual Giving, Major Gifts, Planned Giving and Signature Events.

Aldana brings over 30 years of non-profit leadership and fundraising experience to Komen. Most recently Aldana was the vice President of Development for the State of Georgia with the Alzheimer's Association and part of the senior leadership team. In that position Aldana lead a team of 21 throughout the State raising over \$5 Million through the Walk to End Alzheimer's and eight signature events. While at the Alzheimer's Association Aldana launched a new individual giving society and instituted a comprehensive stewardship plan to help increase donor retention.

Prior to the Alzheimer's Association Aldana was the National Vice President for Boys & Girls Clubs of America. In that Aldana Developed and led a team of 21 resource development specialists providing consulting services to a nationwide network of some 4,100 Clubs with combined budgets totaling \$1.5 billion. During that time she institutionalized a nationwide individual giving program called It Just Take One increasing revenues from \$46.4M to \$60.3M and reaching 41.7% of all individual giving, developed basic to advanced planned giving programs for Clubs resulting in over \$212.5M in gift expectancies and developed a major gift pilot program that developed into a transformational Advancing Philanthropy Program which raised \$75.1M in 2 years.

Aldana also held the position of Vice President of Foundation Relations where she successfully built a relationship with national Foundations that resulted in several large grants ranging from \$750k - \$20M for Club programming and capacity building for Clubs.

Before joining Boys & Girls Clubs of American Aldana was the President and CEO of a local Boys & Girls Club in San Diego. During her tenure Aldana transformed the young organization and increased annual giving, corporate gifts and event revenue. After building an influential board of directors Aldana led a successful capital campaign and built the organizations first major facility and developed and raised revenue for an endowment to support future operations.

Aldana was born and raised in the United Kingdom where she received her education at Ilfracombe College afterwards joining and serving in the Royal Airforce.