

Natalie A. Ramos is an accomplished Senior Planned Giving & Major Gifts Officer at the Greater Chicago Food Depository, bringing over 15 years of experience in philanthropy and nonprofit development. With a proven track record of successfully managing major donor portfolios and securing high-impact gifts, she has helped raise millions for various causes. At the Greater Chicago Food Depository, she reimagined the Will To End Hunger planned giving program.

Previously, at Make-A-Wish Illinois, Natalie managed a portfolio of 250+ high-level donors and cultivated meaningful relationships to grant wishes for children in need. Her expertise in planned giving was also honed at Cornerstone Services, where she secured a \$1 million planned gift and increased donations through successful Giving Tuesday campaigns.

A lifelong advocate for professional development and inclusion, Natalie serves as Co-chair of the AFP Latinx Affinity Group, IDEA Committee, and is an active member of the Chicago Council on Planned Giving. She is also a recipient of the Diverse Communities Scholarship for AFP ICON 2023. She volunteers as a soccer coach and is an active member of her local PTA. With her extensive experience in donor stewardship, major gift strategy, and team leadership, Natalie is dedicated to fostering lasting relationships that drive organizational growth and impact.