

Terry Sullivan
Conservation Leader
Biography, July 2023

Terry Sullivan is a conservation leader with the proven ability to create a vision of success and achieve significant programmatic and financial results. As Executive Director of the Aquidneck Land Trust (ALT), effective September 18, 2023, Sullivan will play a crucial role in the successful execution of the ALT's strategic plan so that the natural environment and quality of life on Aquidneck Island is conserved and stewarded for future generations.

In his current executive leadership position as Northeast Division Director of The Nature Conservancy (TNC), Sullivan guides the collective efforts of ten chapters in the Northeast US to realize large-scale conservation outcomes on behalf of the Conservancy's mission. Since joining the Conservancy in 1993, he has held a variety of leadership positions, including Rhode Island State Director, US Senior Policy Advisor on Water Resources, and Director of Government Relations for the Eastern US Region and the Florida Chapter.

Sullivan's recent career highlights at the Conservancy include responsibility for the combined operations budget of \$60+ million and 350 staff; sponsoring and supervising TNC North America Region's Climate Programs; leading the team that designed TNC's 50-State Climate Strategy; and successfully leading a 5-year, \$63.7 million comprehensive funding campaign in Rhode Island.

Sullivan has a proven track record in non-profit leadership and management; board development and trustee relations; and major donor, foundation, public and corporate fundraising. He has effectively led and managed highly effective teams and integrated the work of multiple teams. He has broad experience in advocacy efforts at all levels of government (federal, state, local), conservation campaign management, establishing effective partnerships, and designing and leading conservation initiatives. Sullivan's leadership style is one that builds and maintains a strong organizational culture that values diversity, equity, and inclusion.