

Community Foundation

FOR SOUTHEAST MICHIGAN

Vice President, Philanthropic Services
Community Foundation for Southeast Michigan

Detroit, Michigan

www.cfsem.org

Send Nominations or Cover Letter and Resume to:

Libby Roberts

Senior Vice President

lroberts@lindauerglobal.com

617-262-1102

Donna Russell

Senior Consultant

drussell@lindauerglobal.com

617-262-1102

The Opportunity:

The Community Foundation of Southeast Michigan is seeking an entrepreneurial, solutions-oriented development leader to serve as its next Vice President for Philanthropic Services (VP). Reporting to the President and serving as a member of the senior leadership team, the VP will manage the Philanthropic Services department and provide strategic vision and direction to all aspects of fundraising and lead and inspire a talented team.

The ideal leader will bring a significant track record in all areas of building and strengthening the development function, major gift strategies, organizational capacity, and board leadership in development, as well as understanding the southeast Michigan community and its donor base. The successful candidate will be a mission-driven,



collegial, transparent, and energetic leader with the maturity and gravitas to interact with business, community, and nonprofit leaders and to successfully engage various groups and constituencies. A fundamental expectation for the VP is to inspire a culture of philanthropy and collaboration to successfully secure funds for the Community Foundation's offerings and partners, as well as grow the endowment to its greatest potential.

Overview

The Community Foundation for Southeast Michigan, founded in 1984, is a multifaceted, full-service philanthropic organization leading the way to permanent, positive change through thoughtful philanthropy. Complex issues in the region cut across geographic boundaries. The Community Foundation considers issues from the perspective of the seven counties it serves (population > 5 million in urban and rural areas) and works proactively to address the area's greatest needs.

With generous support from thousands of donors, the Community Foundation is helping individuals, families, and businesses fulfill their charitable goals. The Community Foundation works to grow endowments and strategically develop and support programs that provide the most benefit to the community and to ensure funds are available to create perpetual good.

A highly entrepreneurial organization, the Community Foundation grew to over \$1B in assets at the end of 2019. This asset value ranks the organization in the top 30 of community foundations nationwide. Over 4,200 grants made in 2019 totaled \$87M and gifts received were over \$96M. The Community Foundation is in the first year of a three-year asset development plan to secure \$275M.

Select Community Foundation Initiatives include:

- [The Health COVID-19 Relief Fund for Southeast Michigan](#), which focuses on urgent health-related needs such as COVID testing for high-risk populations, contact tracing efforts, and support for community-based clinics. Learn more about the Foundation's comprehensive and ongoing response to COVID-19 [here](#).
- [Southeast Michigan Immigrant and Refugee Funder Collaborative](#) was created to help address needs of the population in the region.
- [The New Economy Initiative](#) is working to diversify the regional economy of southeast Michigan and stimulate entrepreneurial development.
- [The Future of Information Series](#) connects national leaders in data and information science, first amendment policy and law, educational policy and information, and other topics with local residents who are concerned about how changes in information are impacting their communities and democracy.



- [The Michigan Opioid Partnership](#) aims to decrease Michigan opioid overdoses and deaths through prevention, treatment, harm, reduction, and sustained recovery.

The 2020 Community Foundation Yearbook, the annual report on grants, donors, volunteers, and the work being done to improve the lives of everyone who lives, works and plays in southeast Michigan, can be viewed [here](#).

Leadership



Mariam C. Noland, Foundation President

Mariam C. Noland became the first president of the Community Foundation for Southeast Michigan in 1985 and continues in the role today.

Noland has many years of experience administering community foundations. She joined the staff of the Cleveland Foundation in 1975 where she served as program officer and secretary/treasurer. In 1981, she became vice president of the Saint Paul Foundation, Saint Paul, Minnesota. Prior to her work in the foundation field, Noland was on staff at Davidson College, Davidson, North Carolina, and Baldwin-Wallace College, Berea, Ohio.

Noland has served as chair, board of trustees, Council of Michigan Foundations and a vice chair, board of trustees of the Council on Foundations. She has also served on the board of Independent Sector.

Noland received the Eleanor Josaitis Unsung Hero Award, the 2010 Women and Leadership in the Workplace Award and the “Others” Award of the Salvation Army.

Noland obtained her Ed.M. from Harvard University and a Bachelor of Science from Case Western Reserve University.

Development/Advancement Overview

Contributions from 1984 through December 2019, total more than \$1.5B including gift annuities and supporting organizations. During this period, almost all gifts were from living donors, foundations, and corporations, although recently income from several bequests of scale has been received.

The Community Foundation has offered an attractive and flexible set of lifetime giving opportunities that have given donors innovative ways to pursue their charitable aspirations. Recognizing that donors have a wide variety of interests and gift-planning needs, the Community Foundation offers a full range of fund types and giving vehicles.

The Community Foundation will seek to secure gifts and irrevocable planned gifts with a value of \$275M from January 1, 2020, through December 31, 2022. The combined value of secured current gifts and irrevocable planned gifts will be determined using generally accepted valuation methods. In addition, there is an objective to secure revocable gift intensions of an estimated \$95M.

The Community Foundation also provides planned giving support to the more than 230 nonprofit organizations which are building endowment with the Community Foundation.

The Role of Vice President, Philanthropic Services

The Community Foundation is seeking a talented executive who is skilled in developing and implementing successful, cost effective fundraising strategies that evoke passion in helping achieve its mission.

Reporting to the President, the VP serves as manager of the Philanthropic Services department and works in cooperation with the Community Foundation's General Counsel. The VP is an integral member of the senior leadership team; executing fundraising and managing a highly collegial, collaborative, mission-driven environment guided by intelligent development planning, metrics, and direction.

The VP must be deeply proficient in building relationships and solicitation. Also key to success, the VP will be a data-driven professional who is skilled at creating an efficient infrastructure and strengthening the philanthropic culture across the Community Foundation. The VP must adhere to the highest standards in management, governance, and fund development.

Responsibilities:

- Meet annual and long-term fundraising goals and objectives
- Execute a robust prospect development strategy
- Develop a team that can carry out increasing new gift objectives
- Implement a program to engage Trustees and volunteers in securing gifts to the Community Foundation
- Develop annual and three-year action plans for the identification, cultivation, and solicitation of donors, and stewardship of donors and other constituent groups
- Collaborate with communications staff to develop donor solicitation materials and communication programs
- Develop and implement progress reporting
- Ensure the highest standards of fiscal responsibility, data integrity, and fundraising best practices, standards and ethics
- Work with staff, Trustees, and other stakeholders to strengthen fundraising culture and knowledge
- Perform other duties as assigned

Qualifications:

- Bachelor's degree; Master's degree preferred
- 10+ years of experience in fundraising in a leadership capacity and a track record of successfully engaging, soliciting, and stewarding major individual and institutional donors
- A sincere alignment with the mission of the Community Foundation and the ability to become an articulate and compelling spokesperson on behalf of the Community Foundation and its mission
- Experience leading successful, comprehensive, and strategic fundraising or related programs
- A creative and entrepreneurial self-starter with the ability to work independently and on a team
- The ability to lead strategic advancement programs
- Experience working with foundation and corporate partners, including identifying prospects, cultivating, and stewarding relationships, and overseeing the strategic development of proposals
- Prior experience effectively managing, mentoring, and motivating teams across a variety of development, creative, marketing and operations functions
- Strong financial management and budgeting skills
- Comfort with interacting and engaging a diverse set of stakeholders with respect and sensitivity, including senior executives, staff, volunteers, and all types of donors
- Ability to build strong relationships, both internally and externally

Benefits:

The health and well-being of employees and their families is important to the Community Foundation and they offer a total rewards package comprised of competitive salaries and comprehensive benefits. The benefits package includes choices of affordable medical, dental and vision plans designed to meet individuals' varying needs; disability and life insurance programs; health and dependent care reimbursement accounts; retirement benefits; and a generous number of paid holiday and vacation days. Additionally, the Community Foundation provides for personal and professional development through a tuition reimbursement program, opportunities for professional development, and wellness programs.

Non-Discrimination Policy:

The Community Foundation is committed to diversity and inclusion throughout the region and within our organization, including our staff and volunteers. In order to provide equal employment opportunities to all individuals, employment decisions at the Community Foundation will be based on merit, qualifications and abilities without regard to race, religion, creed, color, national origin, age, gender, marital status, sexual orientation, gender identity, height, weight, political or union affiliation, disability or any factor prohibited by law.

Background Checks:

Prior to submitting your resume for this position, please read it over for accuracy. Lindauer does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.

Living in Detroit



The Detroit region has a place and experience for everyone. It is home to several world-class museums including the Detroit Institute of Arts, the Charles. H. Wright Museum of African American History, the New Detroit Science Center, The Henry Ford, the Motown Museum, and one of the world's finest symphonies, the Detroit Symphony Orchestra. Detroit is home to five professional sports teams and more public golf courses than any other state. Michigan is also perfect for nature lovers as it is filled with state parks and thousands of inland lakes. Visit the [Detroit Chamber of Commerce](#) to learn more.

**To learn more, call
or send nominations or cover letter and resume to**

Libby Roberts
Senior Vice President
lroberts@lindauerglobal.com
617-262-1102, extension 225

Donna Russell
Senior Consultant
drussell@lindauerglobal.com
617-262-1102, extension 228

All inquiries will be held in confidence.



Setting the Standard in Nonprofit Talent
www.LindauerGlobal.com