



THOMPSON ISLAND
OUTWARD BOUND EDUCATION CENTER

Senior Philanthropy Officer, Major Gifts and Planned Legacy Gifts
Thompson Island Outward Bound Education Center

Boston, MA

thompsonisland.org

Send Nominations or Cover Letter and Resume to:

Maureen Huminik

Vice President

617-262-1102

MHuminik@LindauerGlobal.com

The Opportunity:

A local and national treasure, Thompson Island is located in the heart of the Boston Harbor Islands National and State Park. Since 1833, the Island has been a beacon for experiential education, empowering young people through hands-on learning and skill building and outdoor adventure and exploration.

Thompson Island Outward Bound is seeking an entrepreneurial, ambitious frontline fundraiser to serve as its next Senior Philanthropy Officer, Major Gifts and Planned Legacy Gifts. Reporting to the Chief Development and Communications Officer, the Senior Philanthropy Officer will cultivate and steward major gift prospects and donors with the objective of enhancing Thompson Island Outward Bound's philanthropic portfolio.

The Senior Philanthropy Officer will be pivotal in realizing the potential of the Thompson Island Outward Bound's philanthropic community.



Video: How Thompson Island Outward Bound Changed Me

Overview

“I regard it as the foremost task of education to insure the survival of these qualities: an enterprising curiosity, an undefeatable spirit, tenacity in pursuit, readiness for sensible self-denial, and above all, compassion.” — Outward Bound Founder Kurt Hahn

History

Since 1833, Thompson Island has continuously served as a site for innovative experiential learning programs that have profoundly influenced the lives of Boston’s young people and American education at large.

Then as now, Thompson Island was a sanctuary — a jewel of wilderness in the heart of the Boston Harbor, where children can step away from city life to learn and grow in new and profound ways.

Click [here](#) to view a timeline that takes you through Island’s story. For a more complete history of Thompson Island’s education programs up to 1975, [download *Learning by Doing*](#).

Changing Lives through Challenge and Discovery

Since 1988, Thompson Island Outward Bound has been a proud member of the network of 11 Outward Bound schools in the U.S. with a shared mission of changing lives through challenge and discovery.

The Island’s core educational programs for Boston public middle school students combines field science, social-emotional learning, and outdoor challenges — all infused with Outward Bound’s unique approach to promoting compassion, leadership, and service. Funded by philanthropy, private events, and fee-for-service offerings, their public school programs are offered at no cost to families.



Senior Philanthropy Officer, Major Gifts and Planned Legacy Gifts

Position Summary:

The Senior Philanthropy Officer, Major Gifts and Planned Legacy Gifts (SPO) is responsible for managing a donor portfolio of up to 150 donors and prospects with a focus on those who give or have the potential to give \$5,000 or more annually. Reporting to the Chief Development Officer (CDO) and working closely with the Major Gifts team, President, and Board of Trustees, the SPO will develop and execute cultivation, stewardship, and solicitation plans for major donors and prospects. The SPO is also responsible for overseeing and supporting all work on Planned Legacy Giving and Endowment Gift stewardship.

Essential Duties and Responsibilities:

- Work with the CDO and Major Gifts team to develop Comprehensive Major Gift plan annually.
- Work with CDO and Major Gifts team to coordinate a portfolio management system including prospect allocation, appeals, forecasting, and engaging the President and Board.
- Manage personal portfolio of 150 prospects and donors with primary focus on those with giving potential of \$5,000 or more, including cultivation, stewardship, and retention.
- Serve as primary solicitor as appropriate.
- Research potential new prospects and follow up with new donors solicited through events.
- Consult on stewardship/communications to the Islanders leadership giving circle, including appeals, events, and President's reports.
- Work with Board and Committee Members and President to develop cultivation, stewardship, and solicitation plans for donors and prospects in their portfolio. Ensure all donor plans are implemented in a timely manner.
- Manage the Planned Legacy Giving program, including identifying prospects and cultivation and solicitation within their own portfolio and with other prospects, supporting the team with training and best practices.
- Manage all documentation, reporting, and stewardship of Planned Legacy Gift intentions.
- Manage all endowment gifts and funds including documentation, reporting, and stewardship.
- Manage all Planned Legacy and Endowment communications including print, website, and appeals.
- Provide input to Nominating Committee on prospective Board members from current donor pool.
- When needed, create and execute, with support from Event Manager, cultivation events.

Qualifications:

- Bachelor's degree or equivalent experience
- Minimum of eight years of proven success in fundraising with individual donors
- Knowledge and experience with Planned Legacy Giving, especially bequests and donor designations
- Strong written and verbal communications skills
- Creativity and sense of humor

- Strong Raiser's Edge database or similar CRM system skills
- Excellent computer skills including Microsoft Word and Excel
- Flexibility and proven ability to handle multiple tasks and priorities simultaneously
- Excellent organizational skills and attention to detail
- Ability to handle highly confidential organizational information professionally.

Work Conditions:

This position requires an average of 40 hours of work a week, primarily at our mainland office at 21 Drydock Avenue in Boston. Occasional night and weekend work required.

Physical Requirements:

Must be able to travel by ferry and traverse an island for site visits. Ability to drive.

Compensation and Benefits:

Competitive salary, commensurate with experience. Employer sponsored health insurance with the option to select between two comprehensive, valuable plans. Premier dental plan. 401(k) retirement plan with competitive match. Generous paid time off including, vacation, holidays, personal days, parental and sick leave. Flexible scheduling, pursuant to position. Work that engages a diverse and dynamic community of educators and learners, with the shared vision of shaping a better future for Boston students. A quality work life in Boston's vibrant Seaport district with frequent access to the natural wonders and positive impacts of Thompson Island. This is an exempt position.

Leadership

Beth MacNeill

Chief Development and Communications Officer

Beth MacNeill is strategically leading the organization's focus on philanthropy and communications. With two decades in nonprofit development fundraising centered on social justice and urban youth development, she came to Thompson Island Outward Bound having held development leadership positions at Big Brothers Big Sisters of Massachusetts Bay, Brandeis University, Tufts Medical Center, and Best Buddies of Massachusetts. Beth brings extensive experience growing organizations' development and communications programs from the ground up, including work in major gifts, special events, annual funds, and corporate and foundation relations.

In addition to her professional work with social service organizations, Beth has personally fundraised for several organizations including the Leukemia and Lymphoma Society's Team In Training Marathon Program and Big Brothers Big Sisters of Eastern Massachusetts. Beth received a bachelor's degree from the University of Miami with a concentration in entrepreneurship and has been a member of Women in

Development, Friday Forum, and the Association of Fundraising Professionals. An active member of her community and mother of three, she has held leadership roles in Norwell Town Sports and is on the Board of Directors for Sakonnet Yacht Club. Beth enjoys running, playing soccer, and skiing with her family. She has been with Thompson Island for four and a half years.

Development Overview

A Powerful Model

Thompson Island Outward Bound's work builds on a potent belief of Outward Bound founder Kurt Hahn: ***"There is more in us than we know. If we can be made to see it, perhaps for the rest of our lives we will be unwilling to settle for less."***

For two centuries, Thompson Island has been an educational resource for Boston. For over 40 years, the island has been a trusted partner for then Boston Public Schools (BPS) — continually adapting its models to meet the evolving needs of the community and the classroom.

In 2012, a clear message emerged from a series of symposia with education researchers and BPS teachers and leaders: Lasting impact on student's lives requires deep, sustained partnerships. Thompson Island was advised to create a multi-year model utilizing its dynamic island classroom and time-tested approach to social-emotional learning. Key findings included:



- **Science is a crucial component of education that ignites curiosity and imbues 21st-century skills**, like making detailed observations, forming and testing hypotheses, and working as a team. Thompson Island's diverse natural habitats are perfect for such learning.
- **Middle school represents a critical stage in students' lives**, particularly in developing confidence and resilience to graduate high school and attend college.

Accepting the challenge, Thompson Island embarked on a five-year pilot to develop Connections, a school year program that engages fifth through eighth graders in field science and Outward Bound's challenge-

based character building curriculum. Funded primarily through philanthropy, Connections is offered at no cost to families.

As Connections expands to scale, every student in our BPS partner schools will benefit from:

- **A minimum of 12 days on the island** during the school year throughout their middle school years, including many overnight learning expeditions.
- **Yearlong instruction and support from Thompson Island Outward Bound staff members, who** extend island experiences into school curriculum and culture.



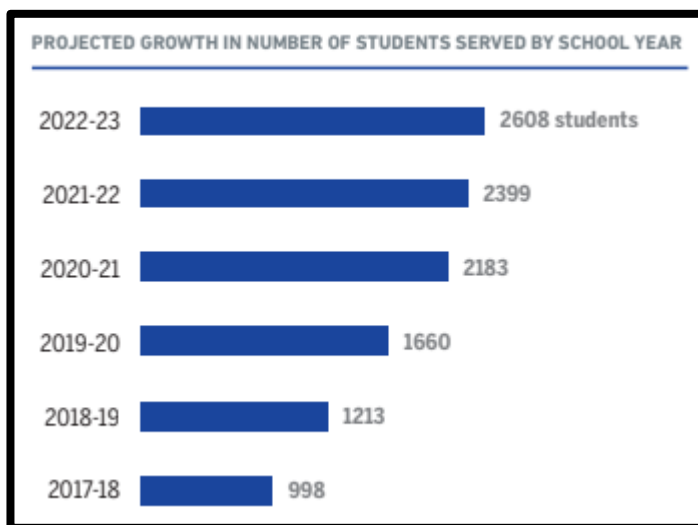
Connections students can also participate in a range of summer learning opportunities, including our five-week summer learning program and kayaking and backpacking expeditions — all free of charge — and Green Ambassadors, our high school environmental stewardship internship. Some students spend more than 50 days on the island throughout adolescence.

Going to Scale

The trustees and staff of Thompson Island Outward Bound understand their responsibility to maximize the island's role in eliminating the opportunity gaps in Boston. They stand ready to take the next step by bringing Connections to scale in Boston. At \$2,300 per student per year, their cost is competitive with other proven educational programs and dramatically less than programs that wait to intervene in high school or after graduation.

The trustees and staff have set an aggressive goal to more than double the number of students in Connections, a tipping point that will have a systemic impact. This means scaling up to work with 15% of Boston's public middle school students, serving 2,600 youth.

In 2021, the organization raised over \$3 million, which represents the highest amount raised in a non-campaign effort in its history.



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.

Procedure for Candidacy

Nominations, applications, and inquiries are being accepted for the position. Consideration of candidates will continue until the position is filled. Candidates should submit, in confidence, a resume and cover letter. Communications, nominations, applications, and inquiries concerning this search should be directed to:

**Maureen Huminik, Vice President at
617-262-1102
or send nominations or cover letter and resume to
MHuminik@LindauerGlobal.com.
All inquiries will be held in confidence.**



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