



DIRECTOR OF PHILANTHROPY
HUMANE SOCIETY LEGISLATIVE FUND OF THE MIDWEST
Leawood, Kansas



The Aspen Leadership Group is proud to partner with Humane Society Legislative Fund of the Midwest (HSLFMW) in the search for a Director of Philanthropy.

The HSLFMW is a 501(c)(4) welfare organization committed to legislative advocacy and action in the Midwest in order to influence public opinion and policy regarding animal welfare and protection. It is committed to addressing the suffering and abuse of animals by passing and opposing critical legislation, educating and empowering the public, and helping to elect humane candidates to office during state-wide elections. It is currently active in [Kansas](#) and [Missouri](#).

The Director of Philanthropy will lead major donor and online giving for the HSLFMW. The successful candidate will develop and execute a giving strategy that will support the steady growth of major donor and online revenue, with a focus on operations funding. The Director of Philanthropy will design and implement a sustainable development strategy to increase philanthropic revenue from a diverse portfolio of high net worth supporters across the Midwest, achieving ambitious revenue and renewal goals year over year, while delivering excellent stewardship experiences for HSLFMW supporters. The Director of Philanthropy will be an engaging storyteller, inspiring donors to support the HSLFMW. Ideal candidates will have well-honed skills, a positive attitude, and possess the ability to thrive in a fast-paced organization as part of a collaborative, cross-matrixed and committed team.

While other animal welfare organizations tackle a vast array of issues in the education, prevention, and response of animal cruelty and suffering, there is a recognition that passing critical legislation to protect animals on the federal and state levels must be an important component of the humane movement. The [Humane Society of the United States](#) (HSUS), formed in 1954, and the [Humane Society Legislative Fund](#), formed in 2004 as the national lobbying arm of HSUS, are two of the nation's leading animal protection organizations dedicated to bringing the humane movement to the halls of Congress.

HSUS and HSLF, alongside key affiliates and millions of supporters, tackle widespread animal cruelty and suffering – driving lawmakers to protect animals, ensure these laws are enforced, shaping public attitude and elevating the status of animal protection across the country. They rescue and care for thousands of animals every year through their animal rescue division and other hands-on animal care services. Together, we all work to achieve the vision behind our name: a humane society.

REPORTING RELATIONSHIPS

The Director of Philanthropy will work in conjunction with the Operations Manager, and report to the Board Chair, Chuck Laue.

PRINCIPAL OPPORTUNITIES

The Humane Society Legislative Fund of the Midwest is committed to legislative advocacy and action in the Midwest in order to influence public opinion and policy regarding animal welfare and protection. In order to address the pressing need for a lobbying presence in the Midwest, we approach each state with a unique strategy. Since 2016, we have established the Humane Society Legislative Fund of Kansas and Humane Society Legislative Fund of Missouri and plan to continue our expansion year over year.

In Kansas, we have defeated the reinstatement of greyhound racing to the state for four years in a row. We helped provide guidance to the Kansas Department of Agriculture to allow for the adoption of FIV+ cats and last year, spearheaded the effort to pass the Kids and Pets Left in Hot Cars Bill (now law) to provide good Samaritans the legal right and protection to rescue a child or companion animal trapped in a hot car. We have ensured stricter regulations for companion animal commercial breeding facilities and strengthened the law to help local governments and law enforcement recover the cost of animal care in cruelty cases, and amended the law to prohibit animals from being returned to or remaining with a person found guilty of animal cruelty.

In our first legislative session for Missouri, we successfully lobbied on over 35 bills and were the leading animal welfare organization in the capitol. The legislation we helped to defeat varied from prohibiting local control on animal welfare issues, limiting protection for working animals (puppy mills, pet stores, horse carriages, roadside zoos, etc.), leniency for industrialized agriculture facilities and companion animal commercial breeders, and more. Our organization heavily supported an effort to increase poaching penalties – a bill that ultimately passed.

The Director of Philanthropy will have the unique opportunity to build a development and fundraising program to increase philanthropic revenue from a diverse portfolio of high net worth supporters across the Midwest. Your ability to lead a sustainable and philanthropic effort, to be an engaging storyteller, and ignite donor support will allow us to build upon our success and our ability to expand our reach in the region. Our collaborative effort will provide a definitive model for others to follow in how to enact humane legislation at a state-level to better animal protection and welfare standards.

–Chuck Laue, Board Chair

PRIMARY RESPONSIBILITIES

The Director of Philanthropy will

- develop and lead a clearly defined major donor and online membership fundraising strategy, including short- and long-term measurable key performance indicators and growth goals;
- develop and manage a diverse portfolio of major gift and online supporters, with the capacity to give four- and five-figure gifts;
- lead the creation of the major and online gift strategy for new fundraising initiatives, ensuring all activities are measurable to drive efficiency and maximize results;

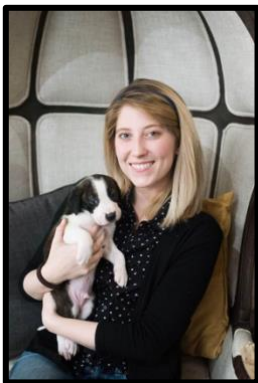
- in collaboration with the marketing team, develop creative and impactful content and reporting that connects major and online donors with our work and their impact, to increase renewal rates and gift size.;
- in partnership with the Operations Manager, drive fundraising best practices, including systems utilization, prospecting, donor reporting, analytics, and donor communications; and
- be innovative in showing supporters the return on their investment, including appreciation.

KEY COLLEAGUES



Chuck Laue
Board Chair

In 2016, Chuck formed the Humane Society Legislative Fund of the Midwest, an affiliate organization of the Humane Society Legislative Fund (HSLF) and Humane Society of the United States (HSUS), two of the nation's leading animal protection organizations. Since then, it has established a presence in Kansas and Missouri. At the national level, Chuck is a board member of HSUS and chairs the board of HSLF. Currently, Chuck is the Co-Founder and Chairman of Stray Dog Capital, a mission driven venture capital firm. He is also the Vice Chairman of Asurion and is the Managing Partner of Quinn Capital, a private investment firm focused on insurance assets. He also sits on the board of Sekura in Mexico City, Gathered Foods Corp. in NYC, and Companion Protect in Kansas. He is the Co-Founder and Board Director for The Quinn Foundation, Stray Dog Institute, and Ringo's Fund, private foundations focused on charitable giving and programs for animal welfare causes. Chuck is an active supporter of animal welfare in Kansas City including his role as board chair at Great Plains SPCA.



Miranda Pratt
Operations Manager

Miranda is a Branson, Missouri native and University of Missouri graduate who joined the Humane Society Legislative Fund of the Midwest in 2018. At Humane Society Legislative Fund of the Midwest, she oversees all day-to-day operations, governmental affairs, major campaigns, special projects, and more. Previously, Miranda served as the Events and Fundraising Specialist for the third largest open-admission, no-kill animal shelter in the United States. Miranda is an active supporter and board member for the Youth Leadership Board at Great Plains SPCA. She is a Humane Society of the United States District Leader for her community in Johnson County and helps to address local animal welfare issues, such as breed specific legislation. Outside of the office, you can find her teaching a studio painting class or cuddling with one of her three cats.

PREFERRED QUALIFICATIONS

Humane Society Legislative Fund of the Midwest seeks a Director of Philanthropy with

- experience in 501(c)(4) or statewide political campaign fundraising (preferred);
- a proven record of securing donations from a diverse mix of individual donors and foundations;
- demonstrated experience raising \$1 million + annually;
- a consistent track record of creating and executing effective fundraising strategies for diverse revenue streams;

- highly developed strategic thinking skills including the prowess and social intelligence required to help build scalable models that leverage the mission, brand, assets, relationships and opportunities of Humane Society Legislative Fund of the Midwest;
- a demonstrated ability to handle multiple, complex fundraising initiatives simultaneously in a fast-paced environment;
- an ability to drive innovation, change, and growth, and be a detail-oriented implementer who can translate strategy into results;
- an ability to cultivate productive relationships with a diverse constituency;
- superb relationship management, interpersonal, and communication (written and oral) skills, including the ability to inspire and hold accountable diverse internal and external stakeholders (including funders, peers, board members, and supporters);
- an innate ability to apply conceptual strategy, brainstorm facilitation, and lead day-to-day projects through completion;
- a strong understanding of technology and information systems pertinent to the role;
- a strong understanding of major donor fundraising best practices;
- experience in animal welfare (preferred);
- experience in website and social media development and/or maintenance (preferred); and
- interest in transitioning to or currently practicing a plant-based lifestyle, or openness to considering a reducetarian lifestyle, a committed to consuming fewer animal products.

A bachelor's degree in a relevant field of study is required for this position. Three years of successful nonprofit or political campaign fundraising experience, with a focus on major gifts is required with a preference for five years.

SALARY & BENEFITS

Humane Society Legislative Fund of the Midwest offers a competitive salary and comprehensive benefits.

LOCATION

Humane Society Legislative Fund of the Midwest's primary office is located in Leawood, Kansas, nine minutes from downtown Kansas City. The ideal candidate will be based in the office with the opportunity to work remotely as needed or when traveling.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. Before submitting your materials, please review them for accuracy. Review of applications will begin immediately, and will continue until the successful candidate has been selected.

To apply for this position, visit:

[Director of Philanthropy, Humane Society Legislative Fund of the Midwest.](#)

To nominate a candidate, please contact:

Anne Johnson: annejohnson@aspenleadershipgroup.com.

All inquiries will be held in confidence.