

ASPEN LEADERSHIP GROUP

**CHIEF DEVELOPMENT OFFICER
FIRST RESPONDERS CHILDREN'S FOUNDATION**

Location – Flexible

[First Responders Children's Foundation](#)



The Aspen Leadership Group is proud to partner with First Responders Children's Foundation in the search for a Chief Development Officer.

The Chief Development Officer will be the primary strategist for and manager of First Responders' fundraising and outreach activities that generate financial support from individuals, foundations, and corporations. The Chief Development Officer will partner with leadership to craft a philanthropic vision for the organization and define fundraising goals and strategies, as well as the tools, support, and resources needed to achieve that vision.

First Responders Children's Foundation provides financial support to children who have lost a parent in the line of duty and families enduring significant financial hardship due to tragic circumstances. The Foundation supports educational activities and programs created and operated by first responder organizations whose purpose is to benefit children or the communities in which they live.

When disaster strikes – whether it is a pandemic, hurricane, fire, flood, or terrorist attack – first responders are first on the scene to help. Frequently, that means physical, mental, and emotional stress as first responders risk lives, equipment, and supplies. First Responders' Emergency Response Fund provides support to first responders and their families who are enduring hardship. Right now, first responders are on the front lines of the COVID-19 pandemic in every community across the country. First Responders Children's Foundation is helping the families of first responders including nurses, medical personnel, firefighters, police officers, EMTs, and paramedics who are on the front lines of dealing with COVID-19.

Approximately 225 first responders are killed in the line of duty each year, and each fatality leaves behind an average of 2.3 children. This year, 517 children will need help with their college tuition, and over 500 children are put into the same situation every year. Fortunately, First Responders Children's Foundation has been striving to meet this heartbreaking need for nearly 20 years. Ever since September 11, 2001 when more than 800 children lost a parent, First Responders Children's Foundation has provided millions of dollars in scholarships to hundreds of children who have lost a parent in the line of duty which helps cushion the financial hardship these children face.

Due to its history, reputation, and trust within the first responder community, the Foundation has been supported by key entertainment and corporate partners as the COVID 19 crisis emerged. This allowed the Foundation's impact and scale to grow dramatically. In March of 2020, some of entertainment's biggest stars showed up in support of First Responders Children's Foundation for the "Fox Presents The iHeart Living Room Concert for America," hosted by Sir Elton John. The concert featured performances by Alicia Keys, Backstreet Boys, Billie Eilish, Billie Joe Armstrong of Green Day, Camila Cabello, Dave Grohl, H.E.R., Mariah Carey, Sam Smith and Tim McGraw from their own living rooms. The hour-long concert also spotlighted inspirational messages from guests and special appearances from Ken Jeong, Ciara and Russell Wilson, Ryan Seacrest, Melissa McCarthy and Ben Falcone, Lady Gaga, Lizzo, and Ellen DeGeneres.

In 2020, the Foundation impacted 530,000 children and 232,000 first responder families through financial assistance to individuals and agencies, college scholarships, bereavement assistance, Toy Express, and The Mask Project. It also helped 120,000 first responders through individual financial help, agency financial help, housing, meals, and The Mask Project. It sent 785,000 masks to first responders on the frontlines of the pandemic. It also sent 170,375 masks to their children. During the pandemic in 2020, First Responders funded 25 agency programs across the country impacting tens of thousands of first responder families and community members and provided over 12,946 hotel room nights to first responders, 33,000 meal stipends, and 550 meals. Learn more about First Responders Children's Foundation's impact [here](#).

REPORTING RELATIONSHIPS

The Chief Development Officer will report to the Founder and Chairman, Alfred R. Kahn and President, Jillian Crane. Existing salaried (currently two FTE) and temporary staff currently engaged in development will report to the Chief Development Officer. The Chief Development Officer will have the ability to re-structure and adjust this level of investment to best execute the strategy developed.

FROM THE PRESIDENT

I am excited to bring a Chief Development Officer to the First Responders Children's Foundation. Our organization has reached a place in our growth as a not-for-profit that is ripe to reach new levels of fundraising and build on the momentum we have gained in the past 18 months.

The Foundation is seeking a Chief Development Officer to join us to take care of the families of the everyday heroes who put their lives on the line for the communities they serve 365 days a year, and to elevate FRCF to another level. The CDO will help allocate and manage the many new assets acquired over the last 20 years, including major corporate and entertainment partnerships and extensive press coverage, and further our strong record of flexibility and performance in delivering what the first responder community most needs, and build on the momentum and significant fundraising already realized through the hard work of our dedicated, empathetic, creative, and dynamic staff.

If you are a person who wants to join the team of one of the fastest growing non-profits in the country, and you believe that first responders and their children deserve to have a place to turn when the worst happens, this is the job for you. As CDO of First Responders Children's Foundation you will work with many different communities, and with all ages, ethnicities, and economic statuses, and will know that you are truly helping the everyday heroes who run into danger for people they have never met, selflessly putting others' lives before their own.

We are looking for someone who is comfortable with pivoting when the unexpected occurs, as it often does in the first responder community, someone who can create a strategy for all stakeholders working

for the Foundation, and someone who is a team player and who can collaborate with other staff and the existing leadership in the Foundation.

We welcome candidates who are calm in a storm, but who are passionate and know how to inspire others. The successful candidate will have experience leading a development team, a track record of raising significant funds, and managing a donor base while creating new individual donors. We want someone who cares about supporting children as well as experience fundraising for children's organizations. Success in this role requires someone who understands and can craft the right message, while utilizing different tactics in the non-for-profit world with a track record of success doing it.

The successful CDO candidate is someone who is entrepreneurial, empathetic, passionate, creative, and experienced in using new and current methods of fundraising. We are looking for your expertise in reaching younger donors who are looking to make a difference, and to further grow our base by tapping into more states where donors support first responders, such as Texas, Florida, and Arizona.

FRCF is also looking for someone who can find new ways to reach high-net-worth individuals and corporate partners and bring them to the cause. There are more needs than ever before in the first responder community, and we need to raise more money to meet those needs. We need more capital to have the impact to be there for the first responder community as they face pandemics, wildfires, climate change, civil unrest, and all the other unexpected events that impact everyone. We don't have the expertise in-house to raise the amount of funds that are needed so we are seeking a leader in the fundraising world and looking for a visionary to help us achieve our goals.

The vision of the Foundation was to address a clear need: We felt that first responders and their children were not being taken care of when a tragedy strikes. First Responders Children's Foundation knows what they need and how to deliver those services, but we need an expert leading our ongoing fundraising effort. We have the rocket, but we need the fuel. I look forward to finding a talented and experienced CDO to help us in our mission.

–Jillian Crane, President

PRIMARY RESPONSIBILITIES

The Chief Development Officer will

- partner with the Founder and Chairman and President to define fundraising goals and strategies, as well as the tools, support, and resources needed to meet them;
- develop and lead annual and long-term fundraising plans for individuals and institutional foundation donors and prospects;
- create and implement fundraising strategies to build and manage relationships and secure gifts from corporations and work with staff to develop cultivation, solicitation, and stewardship strategies for corporate prospects and donors;
- ensure compliance and reporting protocols for corporate and foundation philanthropy;
- build, manage, retain, and mentor a talented team of fundraising professionals;
- build, refine, and disseminate the case for support for First Responders, working closely with leadership and key staff;
- work with leadership to maximize the participation and impact of the Board of Directors by building relationships that advance the fundraising objectives of First Responders;
- collaborate with the Creative Director to develop fundraising-related communications strategies and materials, including print, electronic, and web-based information;
- implement high level, personalized cultivation and solicitation programs;

- provide strategic counsel to the events program and invest in the success of key fundraising events;
- personally manage a portfolio of foundation, corporate, and individual donors and prospective donors, and lead and participate in major fundraising solicitations;
- establish and oversee systems for gift management, reporting, and stewardship; and
- nurture a culture of philanthropy throughout First Responders as a strategic thought partner and a senior leader.

KEY COLLEAGUES

Alfred R. Kahn

Founder and Chairman

Al Kahn has been responsible for many of the biggest hits in licensing including Cabbage Patch Kids, Pokémon, Teenage Mutant Ninja Turtles, and Yu-Gi-Oh! He is also credited for the marketing and licensing programs for other iconic brands such as Nintendo, Mario Bros, Zelda, Donkey Kong, James Bond, World Wrestling Federation, WCW, Monster Jam Monster Trucks, Xbox, and Polly Pocket. In June 2005, Kahn was inducted into the International Licensing Industry Merchandisers' Association (LIMA) Murray Altschuler Licensing Hall of Fame. That very same year, Kahn was also inducted into the Kidscreen Hall of Fame. Kahn started VeVe collectibles with David Yu and Dan Crothers three years ago, which is now one of the recognized leaders in the NFT space. He also became the chief marketing officer for VitiPrints, which is just introducing the first Viracide masks that deactivate COVID-19 and its variants within a minute of contact with the masks surface. Kahn also serves on the Board of Long Island University and is Chairman of the University Relations Committee.

Jillian Crane

President

Jillian Crane is an actress, writer, and non-profit leader. Crane has been on the board of First Responders Children's Foundation since 2012 and has been President and Spokesperson for FRCF for the last three years. First Responders Children's Foundation is a national organization that started in 2001 to help the children of first responders who lost a parent on 9/11. The Foundation provides financial support to both children who have lost a parent in the line of duty as well as families enduring significant financial hardships due to tragic circumstances.

At the beginning of the Covid-19 pandemic, Crane led the team to pivot from the core mission of providing scholarships, to offering much needed financial assistance to first responders by the implementing an Emergency COVID-19 Hardship Grant. Since then, First Responders Children's Foundation has provided thousands of emergency support grants and PPE to first responder families in need all over the country, all while fulfilling their usual college scholarship program and first responder agency grant program. Under her leadership the Foundation also expanded the definition of a first responder by including nurses and medical workers on the frontlines of COVID-19. Crane has worked daily alongside the FRCF Team to grow the Foundation and address the ever-changing needs of first responders and their families.

Crane's career as an actress has included theatre, television, and film. Her past theater credits include leading roles at The Oregon Shakespeare Festival, The Huntington Theatre, Trinity Repertory Theatre, and New York Theatre Workshop. Some film and television credits include, *Election*, directed by Alexander Payne, *Hamlet* (directed and starring) Campbell Scott, *The Great New Wonderful* with Edie Falco and Tony Shaloub, *Great Kills Road*, directed by the Dutch director, Tjebbo Penning *Godless* with John Shea. Television credits include, Netflix series, "Spinning Out," "The Practice," "Law and Order Criminal Intent," and "Homicide."

Currently, Crane is Vice Chairman of Kidtagious, a kids entertainment and toy licensing company run by the team who licensed Pokémon, Yu-Gi-Oh, Teenage Mutant Ninja Turtles, among others. Crane uses her expansive artistic background and knowledge when acquiring intellectual properties at Kidtagious and developing them into children's entertainment and licensing successes.

Crane holds a BFA in theater and BA in political science from Boston University and attended RADA (Royal Academy of Dramatic Art). She is a member of SAG/AFTRA and Actor's Equity Association.

PREFERRED COMPETENCIES AND QUALIFICATIONS

First Responders Children's Foundation seeks a Chief Development Officer with

- a commitment to the mission of First Responders Children's Foundation and to providing financial support to children who have lost a parent in the line of duty as well as families enduring significant financial hardship due to tragic circumstances;
- knowledge of the full spectrum of philanthropic fund development, including corporate and foundation relations, individual giving, capital campaigns, annual giving, special events, prospect research, proposal development, and gift planning;
- demonstrated experience in seeking and securing gifts with significant organizational impact;
- a track record of maintaining, upgrading, and seeking new corporate partners;
- an ability to envision and drive organizational growth and an entrepreneurial approach;
- an ability to develop, implement, and evaluate development systems;
- superior communication skills, both written and oral, and the ability to influence and engage diverse staff and donors;
- experience expanding and cultivating existing donor relationships over time;
- an ability to build, lead, and inspire teams;
- strong organizational skills with attention to detail; and
- the ability to work both independently without close oversight, but also as a team player who will productively engage with others from diverse backgrounds.

A bachelor's degree is required for this position as is at least five years of fundraising experience with demonstrated success in building a development function (managing and forging relationships with multiple donor sources), preferably in a mission-driven non-profit environment.

SALARY AND BENEFITS

First Responders Children's Foundation offers a competitive salary and benefits package.

LOCATION

First Responders Children's Foundation is located in New York City. The Chief Development Officer may work remotely in another large metropolitan area across the country; however, there will be a preference for candidates living in the New York City metropolitan area.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of First Responders Children's Foundation as well as the responsibilities and qualifications presented in the prospectus.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit:

[Chief Development Officer, First Responders Children's Foundation.](#)

To nominate a candidate, please contact Don Hasseltine:

[donhasseltine@aspenleadershipgroup.com.](mailto:donhasseltine@aspenleadershipgroup.com)

All inquiries will be held in confidence.