



**REGIONAL DEVELOPMENT OFFICER, PACIFIC
BOYS & GIRLS CLUBS OF AMERICA**

Remote—West Coast

<https://www.bgca.org/>



**BOYS & GIRLS CLUBS
OF AMERICA**

The Aspen Leadership Group is proud to partner with the Boys & Girls Clubs of America (BGCA) in the search for a Regional Development Officer, Pacific.

Under the National Vice President, Development, the Regional Development Officer will bring hands-on experience to anchor donors to the BGCA's mission, while annually sustaining and growing special events revenue and Trustee recruitment and engagement. The Regional Development Officer will enjoy a direct working relationship with a team of high-level Trustees, ensuring their successful engagement in the mission, donor prospecting, personal, and fundraising goal achievement.

The Regional Development Officer will establish a strategic and systematic focus on engaging high net-worth individuals with major gift capability and inclination; identify and develop special events, board, and major gift prospects and donors through annual face-to-face visits; manage a portfolio of qualified relationships within the West Coast; meet or exceed multi-million dollar annual revenue goals while establishing a pipeline for future years; and strategically engage board members and senior leaders in the development process.

Boys & Girls Clubs of America had its beginnings in 1860 with three women in Hartford, Connecticut - Mary Goodwin, Alice Goodwin and Elizabeth Hammersley. Believing that boys who roamed the streets should have a positive alternative, they organized the first Club. With character development as the cornerstone of the experience, the Club focused on capturing boys interests, improving their behavior, and increasing their personal expectations and goals. A cause was born.

Boys & Girls Clubs provide a fun, safe, and constructive environment for kids and teens during out-of-school hours. Community-based and led by professional staff, Clubs serve small towns, large metropolitan areas, public housing communities, and Native populations, as well as those who live on U.S. military installations worldwide. They offer programs and services to help young people succeed in school, develop leadership skills, and maintain healthy lifestyles.

Clubs offer a variety of tested, proven and nationally recognized programs designed to empower kids and teens to excel in school, become good citizens and lead healthy, productive lives. Programs are tailored to the local community and customized for each age group to meet the interests and developmental needs of young people ages 6-18. Boys & Girls Clubs of America's research shows that young people who attend a Club regularly tend to do better than their peers nationally.

REPORTING RELATIONSHIPS

The Regional Development Officer, Pacific will report to the National Vice President, Development.

PRINCIPAL OPPORTUNITIES

This is an exceptionally exciting time to join BGCA to build the MG team, as this stream of revenue will see the most substantial growth moving forward. BGCA leadership has invested in this area for growth, and has hired new leadership (Senior Director of MG) to recruit for this emerging team.

PRIMARY RESPONSIBILITIES

The Regional Development Officer, Pacific will

- research, identify, and investigate new opportunities for funding from a wide variety of philanthropic and individual sources to expand and diversify the BGCA donor base and lead to overall fundraising success;
- develop, steward, and engage Trustees and Governors including engagement of senior leaders and board and Trustee members, in donor identification and development, while providing stewardship and cultivation to increase their personal commitment;
- develop special event, major gift, and board strategies for the Pacific region;
- identify, qualify, cultivate, solicit, steward, and renew prospects while establishing a vibrant portfolio of special event and board prospects to meet or exceed regional special events revenue goals;
- identify prospects, Trustees, and potential philanthropists to host salon dinners that introduce new high net worth prospects to BGCA;
- network with and access Fortune 500 C-level executives in the Pacific region, and interact with high net worth individual philanthropists for the purpose of cultivating relationships and developing personal giving;
- collaborate with BGCA Corporate colleagues and work closely with the Major Gifts team to analyze portfolios, develop, and close individual philanthropic 6- and 7-figure gifts;
- demonstrate a keen sense of curiosity with donors to understand what compels each donor to give substantially by asking the right questions and successfully align donor interests to BGCA funding priorities;
- establish collaborative and mutually-beneficial relationships with Clubs, ensuring good value for the Clubs and a seamless experience for donors;
- serve as a key member of the Resource Development leadership team and ensure effective coordination and communication within the department, across the organization, and with the Boys & Girls Club Movement;
- provide accurate and timely activity and pipeline reports and revenue forecasts;
- work closely with internal and external stakeholders to ensure all relationships are managed and leveraged effectively for BGCA; and
- demonstrate BGCA mission driven I*CARE values, and integrate these beliefs into the environment and ways of work.

KEY COLLEAGUES



Mika Standard
Senior Director, Major Gifts

Mika Standard is Senior Director of Major Gifts on the Resource Development Major Gift and Events team at Boys and Girls Clubs of America. In this role, Ms. Standard is responsible for the national major gifts vertical, growing individual philanthropic revenue, as well as working collaboratively with the Regional Resource Development Officers to grow Trustee/board giving and event revenue through major gifts.

Most recently, Ms. Standard was the Senior Philanthropy Officer at MedStar Washington Hospital Center (MWHC) where she developed and implemented strategies for the philanthropy programs at Washington Cancer Institute and Women's and Infants' Services partnering with grateful patient families and clinical staff to build, grow, and sustain important research, education, capital and programmatic initiatives of the Hospital.

Ms. Standard has held positions in wealth management at PaineWebber and UBS where she managed investment portfolios, trusts and estates for high-net-worth clients. Ms. Standard has over 10 years of major gift fundraising experience with a specific focus in cancer research, patient programs, and capital projects. She has held positions in individual and planned giving and national volunteer management at the American Association for Cancer Research (AACR); Interim Executive Director of Development, at Sidney Kimmel Cancer Center at Thomas Jefferson University and Hospitals (SKCC); Director of Development for the Leukemia & Lymphoma Society, Eastern PA Chapter (LLS); and Director of Development for the Children's Hospital of Philadelphia Foundation (CHOP).

Ms. Standard has managed several boards including the Washington Cancer Institute Philanthropy Council at MedStar MWHC, Colon Cancer Prevention in the Neighborhood Stakeholder Committee, Children's Brain Tumor Tissue Consortium Board of Visitors at CHOP, LLS Eastern PA Chapter Board, SKCC Board of Advisors, and the Foundation Board of the AACR.

Mika Standard earned her BSBA in Management with a double minor in Art History and Studio Art from Bucknell University. She holds a Certified Fund Raising Executive (CFRE) designation, as well as a Fellow in Charitable Estate Planning. Ms. Standard is a member of the Association of Fundraising Professionals; Planned Giving Council of Greater Philadelphia; Association of Black Fundraising Executives; Association of Healthcare Professionals, and National Association of Cancer Center Development Officers.

She is also a member of the Union League of Philadelphia and a founding board member of the Walnut Club of Philadelphia.



Vanessa White
National Vice President, Development

Vanessa White is a fundraising executive with 19 years of experience in sales and development.

She has held positions of increasing responsibility leading development programs in complex institutions. She has successfully lead fundraising

and alumni relations programs, with expertise focusing on major/leadership gifts, comprehensive campaigns, strategic planning, and the management of programs and staff.

From 2013 to 2016, Vanessa served as the Associate Vice President for The Children's Hospital of Philadelphia (CHOP). At CHOP, she oversaw all major, leadership, and planned giving programs, as well as campaign operations. At that time, the CHOP Foundation had a staff of 75 professionals and raised over \$100 million annually, highlighted by \$50 million gifts in 2013 and 2015 and a \$25 million gift in 2016.

Prior to Children's Hospital of Philadelphia, Vanessa was Executive Director for Penn Medicine's Office of Development and Alumni Relations. Serving the University of Pennsylvania since 2004, Vanessa assumed positions of greater responsibility throughout her tenure. Beginning in the School of Medicine, she was ultimately responsible for all School of Medicine programs and staff. In 2008, Vanessa was promoted to oversee fundraising efforts for Penn Medicine's grateful patient programs for their multi-hospital system. At the time, Penn Medicine had a staff of 90 and raised over \$80 million annually.

Vanessa came to the University of Pennsylvania from Drexel University where she served as a major gift officer for Drexel's LeBow College of Business. She was responsible for major gifts for the LeBow College of Business within the University's larger \$100 million comprehensive campaign.

Prior to joining Drexel University in 2001, Vanessa served in positions of increasing responsibility within the pharmaceutical sales and health insurance arena. Vanessa lives in Haddonfield New Jersey with her husband Gary and her daughter Elizabeth.

CANDIDATE QUALIFICATIONS AND QUALITIES

The successful candidate for the position of Regional Development Officer, Pacific should have

- impressive track record with major gift solicitations of \$100,000 and above;
- strong experience prospecting, identifying, and developing prospect pools;
- success managing a portfolio of 100-200 relationships with annual goal achievement and year-over-year revenue growth;
- ability to design proposals to meet both donor and institutional needs;
- experience closing complex six-figure commitments including asset-based gifts, planned gifts, multi-year campaign pledges, and endowment commitments;
- experience working collaboratively as part of a nationally deployed team in a federated structure;
- computer proficiency in Microsoft Word, PowerPoint, Outlook, and experience with a Blackbaud database environment;
- ability to build trust and rapport quickly and relate well to people of varying backgrounds;
- success in the development of meaningful relationships with high net worth individuals;
- ability to work collaboratively with internal and external teams, sharing information in an open and transparent fashion;
- ability to express self clearly and concisely with an ability to adapt messages to the audience;

- ability to deal with others in an honest manner, address conflicts constructively, and treat individuals fairly and consistently;
- ability to maintain positive outlook under pressure;
- passion, commitment, and knowledge of BGCA and the Movement; and
- ability to move others to commit to the cause.

A bachelor's degree is required for this position as is a minimum of ten years of successful front-line major gifts fundraising experience including board fundraising engagement. An MBA is preferred.

SALARY & BENEFITS

Boys & Girls Clubs of America offers a competitive salary and benefits package.

LOCATION

The successful candidate will work remotely from the West Coast, preference will be given to candidates located in the Los Angeles metropolitan area although the San Francisco Bay area will be considered.

DIVERSITY AND INCLUSION

The mission of Boys & Girls Clubs of America is to provide an inclusive environment for a diverse group of employees, volunteers, and Club members, where opportunities and equal access are demonstrated at all levels. BGCA has zero tolerance for discrimination in any form. The model it sets fosters its ability to understand, support, and deliver on its organizational goals and commitment to youth. Inclusion cultivates an environment that builds healthy and productive working relationships by creating a foundation of equal treatment, influence, and respect for diversity.

APPLICATION INSTRUCTIONS

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

To nominate a candidate, please contact Anne Johnson:

annejohnson@aspenleadershipgroup.com.

All inquiries will be held in confidence.



ASPEN LEADERSHIP GROUP

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