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MAJOR GIFT OFFICER
NATIONAL PARK FOUNDATION
Washington, DC
<http://nationalparks.org>



The Aspen Leadership Group is proud to partner with the National Park Foundation (NPF) in the search for a Major Gift Officer.

The successful candidate will join a team of dedicated professionals who are working to exceed the \$350 million goal of the Centennial Campaign for America's Parks and build the overall fundraising capacity of the National Park Foundation.

The Major Gift Officer will structure and solicit major gifts of \$25,000 and above; develop and manage a national portfolio of over fifty prospective donors; and engage prospects and donors in giving to NPF strategic priorities with both unrestricted and restricted gifts.

The National Park Foundation, in partnership with the National Park Service, enriches America's national parks and programs through private support, safeguarding our heritage and inspiring generations of national park enthusiasts. Chartered by Congress in 1967, the National Park Foundation is founded on a legacy that began more than a century ago, when private citizens from all walks of life took action to establish and protect our national parks.

As the only national nonprofit partner to the National Park Service, the National Park Foundation directly supports over 400 national parks by pursuing three distinct, yet interdependent, areas of focus: protecting America's national parks through critical conservation and preservation efforts; connecting all Americans with their incomparable natural landscapes, vibrant culture, rich history, and the transformative community work of the National Park Service; and inspiring lifelong engagement with the next generation of park stewards.

On August 25, 2016, the National Park Service turns 100 years old. The National Park Service and National Park Foundation are working closely with partners and stakeholders across the country to ensure that the Centennial is not only a birthday but also an opportunity for people everywhere to embrace the opportunities to explore, learn, and be inspired by the 412 national parks.

REPORTING RELATIONSHIPS

The Major Gift Officer will report to the Vice President of Major Gifts.

PRINCIPAL OPPORTUNITIES

Join a team of dedicated professionals working to exceed the \$350 million goal of the Centennial Campaign for America's Parks. Help build a donor base and the key relationships that help ensure successful and sustainable fundraising beyond the Campaign. Work with inspired volunteer and staff leadership to successfully manage a portfolio of major-gift-level donors and donor candidates.

PRIMARY RESPONSIBILITIES

The Major Gift Officer will

- actively manage a portfolio of donors and donor candidates with five-and-six figure capacity;
- focus on building key relationships and soliciting and closing gifts of \$25,000 and above;
- develop and manage a national portfolio of 100+ prospective donors;
- engage prospects and donors in giving to NPF strategic priorities, and to unrestricted and restricted giving programs;
- monitor all prospect contacts to ensure positive and purposeful prospect and donor relations;
- participate in all aspects of the giving cycle;
- develop appropriate cultivation strategies for donors;
- move donors in appropriate, timely, and strategic fashion toward solicitation and closure;
- maintain stewardship contacts with donors; and
- work collaboratively and as a team with volunteer and staff leadership to cultivate and solicit prospective donors.

KEY COLLEAGUES



Will Shafroth
President and CEO

Will Shafroth joined the National Park Foundation as President and CEO in July of 2015. In this role, he oversees the Foundation's work, including its operations, philanthropic support through individual and foundation giving, corporate partnerships, and its promotion of the National Park Service Centennial celebration. Shafroth leads the Foundation's efforts toward the success of its mission to enrich America's national parks and programs by providing a measure of excellence made possible through private support.

The entirety of Shafroth's career stems from a deeply personal commitment to preserving America's public and private lands. He has more than three decades of experience working to advance conservation and outdoor recreation.

In September 2013, Shafroth launched Red Sheep Consulting to support strategic philanthropy, aiding nonprofit leaders in achieving their goals, and assisting conservation groups in navigating the complexities of Washington, DC. Clients included the National Fish and Wildlife Foundation, America's Conservation PAC, Gates Family Foundation, and the Chesapeake Conservancy, among many others.

Prior to establishing Red Sheep Consulting, Shafroth served as Counselor to the Secretary of the Interior, Ken Salazar. In that role, he was responsible for developing and executing a 21st-century conservation and recreation agenda for America's land, water, and wildlife. His leadership on the President's America's Great Outdoors initiative focused significantly on reconnecting people to the outdoors.

Shafroth also served as principal deputy assistant secretary for Fish and Wildlife and Parks at the Department of the Interior. In that role, Shafroth worked closely with the National Park Service on a broad range of budget, policy, and program initiatives, represented Secretary Salazar on the board of the National Park Foundation, and served as acting commissioner of the National Parks of New York Harbor. Prior to his work at Interior, Shafroth served as executive director of the Great Outdoors Colorado Trust Fund and the Colorado Conservation Trust and chairman of the Land Trust Alliance and Resources Legacy Fund.

Shafroth received a Master of Public Administration degree from Harvard University's John F. Kennedy School of Government in 1991 and a Bachelor of Arts degree in Political Science and Environmental Studies from the University of California at Santa Barbara in 1980.

A fourth-generation Coloradan, Shafroth enjoys biking, hiking, fishing and canoeing, and plays competitive tennis and platform tennis. He is married and has three children.



Lise Aangeenbrug
Executive Vice President

Lise Aangeenbrug joined the National Park Foundation as Executive Vice President in June 2016. In this new position, she serves as "second in command" of NPF and plays a primary role in managing the organization and executing key functions related to fundraising efforts, including the \$350 million Centennial Campaign for America's National Parks, programs, partnerships, marketing and communications, and government relations. She also spearheads NPF's strategic planning and public engagement strategies, particularly on engaging youth and underserved populations.

Previously, she served as Executive Director of the Great Outdoors Colorado Trust Fund (GOCO), a position she has held since January 2009. At GOCO, Aangeenbrug was responsible for the overall management and operation of the State of Colorado's constitutionally-chartered fund that

benefits the state's rivers, trails, parks, and open spaces. Her experience includes working with a 17-member, Governor-appointed board, overseeing grant-making (\$400 million on her watch), managing a 20-member staff, fundraising, and governmental affairs.

Before her arrival at GOCO, Aangeenbrug held a series of increasingly responsible positions in public and nonprofit organizations, including serving as a Presidential Management Fellow in the Department of the Interior, Office of the Secretary.

Aangeenbrug's passion around conservation, getting kids involved in outdoor activities, and connecting all people to open spaces aligns perfectly with the National Park Foundation's mission. She emerged as the top candidate from a pool of over 325 individuals who applied for the position. She was identified as having the experience, expertise, and personal skills most closely aligned with NPF's current needs.

Aangeenbrug holds a bachelor's degree from St. Lawrence University and a master's of Environmental Management from Yale University's School of Forestry and the Environment.



Nancy Rehman
Senior Vice President
Individual & Foundation Giving

Nancy Rehman came to NPF in 2015 following a distinguished tenure with the National Geographic Society. As Senior Vice President, Individual & Foundation Giving, Nancy oversees the individual and foundation giving elements of the \$350 million Centennial Campaign for America's National Parks. Together with the IFG team, she is working to build the infrastructure to ensure the long-term fundraising capacity of the Foundation after the successful conclusion of the Campaign in 2018.

Nancy held senior-level development positions at National Geographic Society including Vice President of Development and most recently Vice President of Gift, Estate Planning, and Real Estate. While there, she led the transformation of individual giving efforts and closed more than \$25 million in leadership gifts and \$42 million in realized bequests. Prior to NGS, she held leadership development roles at American Farmland Trust, National Trust for Historic Preservation, and the American National Red Cross.

Originally from Washington state, Nancy is a graduate of the University of Washington in Seattle and holds bachelor degrees in political science and psychology. She lives in Washington, DC with her husband and two sons.



King Laughlin
Vice President
Major Giving

King Laughlin has worked in non-profit fundraising for the past 16 years, developing a broad experience and background in implementing capital campaigns for some of the nation's most treasured historic places. In 2008, he joined the National Park Foundation to lead the Foundation's capital campaign

for the Flight 93 National Memorial—a \$45 million initiative to support the creation of a national memorial in Shanksville, Pennsylvania. Since 2013, he has focused on the Centennial of America’s National Parks and supporting a major giving program among individuals and foundations for a \$350 million capital campaign.

Prior to the Foundation, he worked as a Campaign Director for the Army Historical Foundation raising an initial \$20 million in funding toward a \$100 million campaign to build the National Museum of the United States Army at Fort Belvoir, Virginia. The museum recognizes the contributions to American history of the nation’s oldest military service. King also worked at George Washington’s Mount Vernon as the assistant director of development for an \$85 million capital campaign to add new educational facilities, programs, and endowment to the home and estate of America’s first president.

Originally from Dallas, Texas, King attended undergraduate school at Washington & Lee University and graduate school at the University of Delaware. He lives in Alexandria, Virginia.



Matt Banks
Vice President
Principal Gifts

Matt joined the National Park Foundation in July of 2015 with over sixteen years of development and comprehensive campaign expertise. Matt is a seasoned major gifts fundraiser with a track record of securing seven- and eight-figure donations and managing large campaigns. Matt began his development career as a prospect researcher, using database analyses to build a major gift pool of over 4,500 prospects for College of the Holy Cross. He went on to raise more than \$10 million annually at Virginia Tech. He comes to NPF following seven years with the George Washington University (GWU) as the Assistant Vice President of Development and Alumni Relations.

While at GWU, he raised \$3 million annually while also leading a team to raise \$10 million annually. As NPF’s Vice President for Principal Gifts, Matt works with the Individual & Foundation Giving team to secure major gifts, develop and manage a robust donor portfolio, and employ innovative fundraising strategies to support the efforts of the Centennial Campaign for America’s National Parks.

Matt holds a B.A. in Economics from Emory University and an M.A. from the School of Divinity at Yale University.

CANDIDATE QUALIFICATIONS AND QUALITIES

The ideal candidate for the position of Major Gift Officer will have

- the ability to understand the needs and interests of major gift donors in order to connect them to park content and develop long-lasting relationships that maximize gifts to benefit the national parks;

- interest in all aspects of philanthropy and a dedication to promoting NPF's core mission and priorities through excellent communication and negotiation skills;
- familiarity with fundamental and industry-accepted standards for all aspects of the gift cycle involving prospects and donors;
- demonstrated ability to successfully manage a portfolio of donors that results in increased giving;
- ability to travel extensively;
- ability to thrive in a collaborative, team-oriented environment and to work independently as required; and
- knowledge of Raiser's Edge or similar CMS.

A bachelor's degree is required for this position as is a minimum of five years in development with specific experience in major gift fundraising. A master's or advanced degree is preferred.

SALARY & BENEFITS

The National Park Foundation offers a competitive benefits and compensation package.

LOCATION

This position is located in Washington, DC.

APPLICATION DEADLINE

Before sending your résumé for this position, please read it over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected.

To nominate a candidate, contact Tim Child: timchild@aspenleadershipgroup.com.

All inquiries will be held in confidence.

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