



**ASSISTANT DIRECTOR OF DEVELOPMENT
ALL STARS PROJECT OF CHICAGO**

Chicago, Illinois

<https://allstars.org/locations/chicago/>



The Aspen Leadership Group is proud to partner with the All Stars Project of Chicago in the search for an Assistant Director of Development.

The Assistant Director of Development will be a leader in the Chicago office of the All Stars Project, Inc. with a focus on building personal relationships with individual supporters and growing its corporate and foundation capacities. The Assistant Director of Development will partner with the Executive Director to reach annual fundraising goals of \$1.5 million, sales direct the annual corporate benefit luncheon, and oversee the Annual Fund. The Assistant Director of Development will personally conduct solicitations to grow the All Stars President's Committee, build corporate partnerships for the organization, and work with the development team to manage its foundation grants and proposals. This is an opportunity for leadership, management, and growth in the All Stars Project of Chicago.

The All Stars Project transforms the lives of youth and poor communities using the developmental power of performance, in partnership with caring adults. The All Stars Project is a 36-year-old fast-paced and entrepreneurial national nonprofit organization, reaching 20,000 inner-city youth and their families in innovative, free programs in six cities each year. All Stars raises \$10 million in private funding annually from more than 4,000 individual, corporate, and foundation supporters.

The All Stars Project of Chicago was launched in 2007 and now reaches 7,000 youth annually through direct grassroots outreach in the city's poorest neighborhoods on the south and west sides. Individual donors, foundations, and corporations have already invested \$8 million in private funding, including \$5 million over the past four years. In 2016, All Stars launched a 5-year, \$14 million comprehensive campaign to establish a Center for Afterschool Development in downtown Chicago. Modeled after successful All Stars centers in New York City (West 42nd Street - Times Square) and Newark, New Jersey (downtown arts district), the Chicago center will be a citywide hub to connect inner-city youth to the cultural and professional mainstream of their city, in partnership with business leaders and other caring adults. The campaign has already attracted strong support from Chicago's business and philanthropic community.

The All Stars Project of Chicago partners with more than 75 youth, afterschool, and education organizations to strengthen the field of Afterschool Development as a new way of engaging poverty in Chicago.

REPORTING RELATIONSHIPS

The Assistant Director of Development will report to the Executive Director, All Stars Project of Chicago.

PRINCIPAL OPPORTUNITIES

The All Stars Project is changing the national dialogue about how to meaningfully impact the lives of people growing up and living in poverty, and the role that “outside-of-school” plays in preparing inner-city youth for success in their lives. At All Stars, inner-city youth participate in hip-hop talent shows, leadership training in partnership with the business community, an internationally award-winning police-community relations program, and more. We have transformed our unique, community-based and grassroots programs, founded in NYC in 1981, into a growing movement reaching 20,000 inner-city youth and families each year in 6 cities, and raising \$10 million annually in private funding. We have become one of the country’s leading Afterschool Development organizations, creating a new national model that uses *performance* as our approach to helping kids and their families grow, on and off the stage, and bridge-building through volunteer and direct partnership initiatives between affluent supporters, their families, and the youth of All Stars.

The All Stars Project of Chicago is one of the fastest growing regions of the organization, with a talented staff that involve thousands of youth, volunteers, and business partners in activities every year. The campaign for the center is galvanizing a new coming-together of poor, middle class, and affluent Chicagoans to address the crises of poverty, violence, and underdevelopment in our city. Our first Assistant Director of Development will play a key role in broadening donor involvement in the organization and be on the leading edge of driving new solutions for Chicago. We are searching for a candidate who wants to help significantly expand our base of 1,000 donors through our “involvement philanthropy” model—our supporters partner directly with youth in our programs, and everyone grows. The Assistant Director of Development will join a national team of fundraisers, interfacing with peers in New York, New Jersey, and Dallas, and will be instrumental in growing the Chicago development program to successfully establish Chicago’s first Center for Afterschool Development in the Loop by 2020.

PRIMARY RESPONSIBILITIES

The Assistant Director of Development will

- sales direct the June Benefit Luncheon which will raise \$600,000 annually including working with the Executive Director to secure honorees/co-chairs, selling corporate sponsorships and tickets, and organizing guests to attend this high-level benefit where they will meet All Stars youth leaders and learn about the campaign;
- oversee the Annual Campaign and within that, personally manage a portfolio of donors at the \$250-\$10,000 level and conduct face-to-face meetings and phone calls to connect them to All Stars involvement opportunities and to build the President’s Committee leadership group (\$1,000-\$25,000 donors);
- manage direct mail and phone outreach campaigns and lead weekly call shifts during peak fundraising season;
- design and execute communications strategies and cultivation events;

- manage, steward, and deepen existing foundation partnerships (currently \$75,000 annually), develop dynamic grant proposals, reports, and presentations on All Stars work to 5-7 key partners each year;
- launch a new donor leadership body, the Development School for Youth Trustees, and create an aspirational campaign for corporate partnerships;
- participate in quarterly planning meetings with the Executive Director and Chief Development Officer to advance local initiatives; and
- lead teams of people on fundraising, events, and other special projects including staff, board members, and volunteers.

KEY COLLEAGUES



Julie Lenner
Executive Director

As Executive Director of the All Stars Project of Chicago, Julie oversees a dynamic staff and provides strategic leadership to programming, fundraising, volunteerism, and operations for this rapidly growing regional office. Prior to being promoted to this role, she served All Stars Project of Chicago's first Director of Development, increasing private philanthropic revenue from \$250,000 to \$1.2 million over four years and transforming the organization from a regional start-up to a mid-size nonprofit. All Stars Project of Chicago now reaches and touches 7,000 inner-city youth annually through its afterschool development programs. It partners with more than 500 volunteers, 75 youth and nonprofit organizations and hundreds of donors who are actively involved in its youth program activities.

Julie has dedicated herself to growing the All Stars Project. For ten years, she served as pro bono director of volunteer recruitment for the All Stars Project of New York, establishing the organization's award-winning national volunteer program. In 2008, she relocated to Chicago to partner with longtime community organizer David Cherry, who launched All Stars Project of Chicago in 2007.

Julie's career in the nonprofit sector spans three decades, including leadership development roles at the Illinois CPA Society, New York University's Stern School of Business, and the Visiting Nurse Service. Originally from New York City, Julie holds a B.A. in American Studies from Wesleyan University, and an M.S. in nonprofit management from the New School for Social Research.



David Cherry
City Leader, All Stars Project of Chicago

David Cherry is City Leader of the ASP of Chicago and a member of the Senior Leadership Team of the All Stars Project. His extensive and first-hand knowledge of the social issues in poor African-American and Latino communities, particularly those confronting inner-city youth, has been invaluable in his work to replicate the All Stars Afterschool Development model in Chicago and to provide input and expertise in shaping the organization's strategies nationally.

Since the launch of the ASP of Chicago in 2007, David has successfully implemented two of the All Stars leading programs: the All Stars Talent Show Network and the Development School for Youth. He has worked tirelessly to build the All Star Project's trademark partnership between business professionals and inner-city youth—a key to the growth of the Development School for Youth, and all of the programs in America's third largest city. David is also a leader in convening community leaders, educators, innovators and others in Chicago's afterschool arena. He is a key player in establishing the Center for Afterschool Development in Chicago, an important national growth initiative for the All Stars.

For more than 25 years, David, a highly skilled and dedicated community organizer and activist, helped diverse communities develop around issues of democracy, social justice, and inclusion. Prior to joining the All Stars Project, David worked for Pitney Bowes and was office services supervisor for the Chicago law firm, Neal, Gerber & Eisenberg, LLP.

Born in Harlem, David grew up in the South Bronx just a couple of blocks from the once-infamous Charlotte Street neighborhood, a national symbol for the poverty and devastation of America's inner cities in the 1970s.

CANDIDATE QUALIFICATIONS AND QUALITIES

The successful candidate for the position of Assistant Director of Development should have

- knowledge of the Chicago business community and corporate social responsibility efforts;
- attention to detail, highly developed organizational skills, and motivation;
- strong verbal and written communication skills;
- superb administrative skills including use of MS Word, Excel, PowerPoint, and Outlook;
- strong aptitude for learning database and online development tools, with experience in Raiser's Edge and MailChimp/Constant Contact preferred;
- capacity to manage staff and volunteers;
- proven capacity to apply independent judgment in planning, prioritizing, and organizing multiple tasks in a diversified work load;
- strong leadership and interpersonal skills and the ability to interact and communicate professionally with individuals at all levels of the organization;
- strong ability to convey the strategy and unique approach of the All Stars Project in the growing field of Afterschool Development; and
- understanding of poverty-related issues and a commitment to creating educational and developmental opportunities for inner-city youth in outside of school contexts.

A bachelor's degree or equivalent experience is required for this position as is at least 5 years of direct fundraising experience, including personal solicitations and event sales. A master's degree is preferred.

SALARY & BENEFITS

All Stars Project of Chicago offers a competitive salary and benefits package.

LOCATION

This position is located in Chicago, Illinois.

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 Ron Schiller:

ronschiller@aspenleadershipgroup.com.

All inquiries will be held in confidence.

