

DIRECTOR OF FIELD PHILANTHROPY, MIDWEST

[THE TRUST FOR PUBLIC LAND](#)

Chicago, Illinois



The Aspen Leadership Group is proud to partner with The Trust for Public Land in the search for a Director of Field Philanthropy, Midwest.

The Director of Field Philanthropy, Midwest will lead the fundraising strategy and oversee the team for multiple state programs within the Midwest region. The Director will help the team leverage resources across the organization to elevate The Trust for Public Land at the local level as well as promote and advocate work taking place in state programs with national programs. The Director will oversee their own state program, advisory board, and portfolio with an emphasis on individual major gift prospects and donors. The Director will serve as a member of the Field Philanthropy Management Team and work closely with a variety of internal partners including the Field Advisory & Support Team, Finance, Marketing, Philanthropy Operations, and Philanthropy Programs teams to drive the integration of an organization-wide philanthropy program.

The Trust for Public Land creates parks and protects land for people, ensuring healthy, livable communities for generations to come. The Trust for Public Land was founded in 1972 on the conviction that all people need and deserve access to nature and the outdoors, close to home, in the cities and communities where they live, as a matter of health, equity, and justice. While many conservation organizations set aside wildlands for biodiversity or habitat restoration, The Trust's founders sought to bring the benefits of parks and nature to the places, people, and communities that needed them most. The Trust for Public Land has protected more than 3.5 million acres of land, developed more than 2,000 miles of trails, and completed more than 5,400 projects across America. The Trust for Public Land has also helped states and local communities generate more than \$79 billion in new public funds for parks and open space.

The Trust's Chicago program was established in 1999 and has been instrumental in the creation of *The 606*, parks such as Ping Tom Park, Haas Park, Mary Bartelme Park, and the Hackmatack National Wildlife Refuge. In Chicago, the neighborhood where one is born, grows up, and lives can greatly determine access to quality public amenities, a sense of safety, health options, and even life expectancy. This is why The Trust for Public Land is focusing its current efforts on communities – like North Lawndale – where historical disinvestment has left residents facing climate, health, and social challenges. The Trust believes that creating safe and high-quality parks, trails, and spaces where people can connect to the outdoors and to each other is a vital part of the solution to address inequity in the city.

REPORTING RELATIONSHIPS

The Director of Field Philanthropy, Midwest will report to the Associate Vice President, Field Philanthropy, Molly Pickall. The Director will oversee the Directors of the other two Midwest philanthropy programs: Minnesota and Ohio, and, and will consult with the respective State/Area Directors and Field Program leadership on goals, strategies, and projections.

FROM THE CHIEF PHILANTHROPY OFFICER

In January 2020, The Trust for Public Land launched The Power of Land for People (2020-2025) strategic plan to fulfill our vision that every American should have close-to-home access to the benefits of nature. We could not have anticipated the impending COVID-19 pandemic, but it highlighted that our land-for-people solutions are more needed now than at any point in recent memory. Quality parks and natural spaces are a fundamental requirement for sustaining healthy, equitable communities that are resilient and prepared for change. In this moment of polarization and increasing social turmoil, parks and public land reweave our country's frayed social fabric, reconnecting us to each other and the places and experiences that bind us together as a nation. Today, on the heels of The Trust for Public Land's most successful fundraising year and approaching our fifth decade, we have much to celebrate and even more promising work to pursue. Join us to advance "land for people" and grow our philanthropic partnerships to ensure healthy, livable communities for generations to come.

–Pat Watson, Chief Philanthropy Officer

THE TRUST FOR PUBLIC LAND'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

The Trust for Public Land recognizes and values the differences that make people unique and cultivates an environment where cultural awareness, sensitivity, and integrity prosper with a workforce reflective of the diversity of the United States, The Trust appreciates the intrinsic correlation between diversity, equity, and inclusion efforts and overall performance quality at the department, local, and national levels, where the work culture facilitates the exchange of new perspectives, improves problem-solving by inviting different ideas, and creates a respectful, accepting work environment. The Trust seeks to incorporate diversity, equity, and inclusion as a core strategy to create a competitive advantage, setting the benchmark in the nonprofit community, where everyone has a shared commitment to diversity, equity, and inclusion, and where diversity, equity, and inclusion is an integrated, ongoing, and measurable objective.

PRIMARY RESPONSIBILITIES

Field Philanthropy Leadership and Oversight

The Director of Field Philanthropy, Midwest will

- in cooperation with State Directors of Philanthropy, oversee all fundraising activities and performance of the state programs directly reporting to the position with a special emphasis on identification, cultivation, solicitation, and stewardship of individual major donors;
- ensure each state program has developed an annual Philanthropy work plan, moves management plans for \$50K+ donors, revenue and expense budgets, and annual and long-range (3-5 years) fundraising goals;

- work with Field Program leadership and staff to provide philanthropy leadership on strategy, budgeting, marketing, and other shared priorities as well as to identify blended and/or national gift opportunities;
- facilitate collaboration between Field philanthropy and all areas of philanthropy, national programs, and marketing;
- supervise team of two State Directors of Philanthropy to establish annual plans, monitor progress and consult/coach on effective strategies and areas for improvement;
- train and mentor staff on best practices;
- identify and advocate for needed resources for the various state programs;
- resolve disputes and make decisions to insure efficient, effective, and cohesive teams; and
- deliver annual performance assessment.

State Program and Advisory Board Oversight

The Director of Field Philanthropy, Midwest will

- oversee and assume accountability for all fundraising activities in the Director of Field Philanthropy's assigned program (Chicago), including design and implementation of annual and long-range plans, development and realization of annual revenue goals, setting the priorities and focus for the philanthropy team;
- work with the State or Program Director to identify operating and capital needs in order to integrate and direct fundraising efforts;
- track and report progress toward revenue and programmatic goals;
- monitor philanthropy associated expenses ensuring proper investment of resources;
- oversee donor communications and recognition, coordinating with regional and national marketing departments;
- oversee donor events and tours;
- direct and coordinate the involvement of the State Director and program staff with donors and in overall fundraising; and
- work with the State or Program Director and Advisory Board Chair to sustain and grow the program's Advisory Board, including identifying and recruiting new members, directing the fundraising knowledge and efforts of the Advisory Board, and overseeing the cultivation, solicitation, and stewardship of individual board members and ensuring giving metrics are achieved.

Relationship Management

The Director of Field Philanthropy, Midwest will

- manage a portfolio of approximately 75 donors and prospects with an emphasis on individual major gift donor prospects, including donor visits, cultivation, and stewardship activities, and solicitations;
- create comprehensive engagement strategies, lead cultivation teams, and lead in the creation and delivery of final solicitation and stewardship materials;
- make at least 75 visits with donors and prospects, annually; and
- promote blended gifts, planned giving, and involve peer volunteers, leadership, senior management, and project staff in cultivation as needed.

Philanthropy Leadership Administration

The Director of Field Philanthropy, Midwest will

- in collaboration with Associate Vice President, Field Philanthropy coordinate between Field Philanthropy staff and Philanthropy Senior Leadership to deliver work plan, budget, forecast, and performance information;

- work with direct reports on the CEO's top donor strategy and communication with Principal Gifts and Senior Philanthropy Leadership;
- contribute to Philanthropy's overall success by assuring budget and goals are met or exceeded in the Field Programs this position directly supervises; and
- serve as a member of the Field Philanthropy Management Team and ensure priorities are communicated and follow through on actions.

LEADERSHIP AND KEY COLLEAGUES

Diane Regas

President and Chief Executive Officer

An internationally recognized conservation leader, Diane Regas joined The Trust for Public Land in the spring of 2018 as President and CEO. Prior to The Trust for Public Land, Diane worked for more than a decade at Environmental Defense Fund (EDF), most recently as Executive Director, where she helped EDF advance solutions that promote prosperity for all people and for the planet. She guided work to improve ocean health, stabilize the climate, reduce toxins in everyday products, and promote collaboration and partnerships. Prior to EDF, Diane served at the U.S. Environmental Protection Agency, working under both Democratic and Republican administrations as the top civil servant protecting our nation's rivers, lakes, and bays.

Diane earned her A.B., M.S. in energy and resources, and J.D. at the University of California, Berkeley, and resides in Berkeley, California. An avid outdoor explorer, Diane enjoys hiking, cycling, diving, camping, and spending time in nature with her husband, children, and grandchildren.

Jeff Danter

Senior Vice President of Field Programs

As the Senior Vice President of Field Programs, Jeff is responsible for overseeing all state and area programs including land protection, urban parks development, and community-based conservation. Jeff joined The Trust for Public Land in 2011 and has worked in conservation since 1994. Prior to that he worked for an international electrical engineering company. Jeff received his B.S. in Chemical Engineering, M.B.A., and Ph.D. in Ecological Management Communications from The Ohio State University.

Patricia Watson

Senior Vice President, Chief Philanthropy Officer

As Chief Philanthropy Officer, Pat is responsible for implementing and leading the expansion of a comprehensive strategic, creative, and entrepreneurial development program that affirms and celebrates The Trust for Public Land's mission and impact and sustains its future growth.

Pat has an extensive and diverse fundraising background, having served in several senior positions throughout her career. Before joining The Trust for Public Land, Pat was Senior Vice President of Executive Practice at Grenzebach Glier and Associates, where she provided senior-level counsel on fundraising growth strategies, campaign planning, and execution frameworks, major and principal gift development, and organizational and operational expertise. Prior to that, Pat served as the Senior Vice President of Advancement at Brown University and Senior Associate Vice President for Alumni Affairs and Development at Cornell University.

She brings a personal commitment to The Trust's mission, spending a great deal of her time outside of work exploring urban and coastal parks near her home in Providence, Rhode Island. An active rower and avid fly fisher, Pat spends as much time as possible on the water. She also volunteers her time on the

Board of Governors of the Narragansett Boat Club, and as a member of the American Museum of Fly Fishing Board of Directors.

Pat holds a M.A. in Public Administration from the Maxwell School of Citizenship and Public Affairs at Syracuse University and a B.S. in Design and Environmental Analysis from Cornell University.

Molly Pickall

Associate Vice President, Field Philanthropy

With 14 years of strategic expertise in major gift fundraising, board development, event planning, and campaign management, Molly Pickall serves as Associate Vice President of Field Philanthropy for The Trust for Public Land overseeing the organization's Field philanthropy programs across the country. She has led several philanthropic campaigns and raised more than \$20 million to create a 'Central Park' for Bozeman, Montana at Story Mill Community Park and to forever protect Wyoming's 58,000-acre Hoback Basin from oil and gas development.

In her community work, Molly coaches the reigning state champion Bozeman Lacrosse high school girls program, and previously served as a board member of the Cape Eleuthera Foundation and president of the Bozeman Area Community Foundation. Molly has a B.A. in Interdisciplinary Studies (Environmental and Social Analysis) from Davidson College where she was also an NCAA Division I lacrosse player and team captain. Originally from Maryland's Eastern Shore, Molly lives in Bozeman with her husband and Brittany spaniels.

PREFERRED COMPETENCIES AND QUALIFICATIONS

The Trust for Public Land seeks a Director of Field Philanthropy, Midwest with

- a commitment to The Trust for Public Land's mission to create parks and protect land for people, ensuring healthy, livable communities for generations to come;
- experience supervising philanthropy staff in multiple geographies;
- an ability to organize and motivate others, including direct reports, peers, and volunteers;
- an understanding of best practices across all disciplines of fundraising (institutional giving, working with volunteers, major gifts, planned giving, etc.);
- experience in planning, leading, and managing action plans, campaigns, and projects, including coordinating with peers to achieve desired outcomes, tracking and reporting on progress to management;
- an ability to build a team within a variety of disciplines and departments;
- an ability to focus efforts and train non-philanthropy staff in the discipline of fundraising;
- an ability to create powerful, compelling written and oral communications for fundraising as well as an ability to convey complex ideas via presentations, e-mails, and face to face communications;
- an ability to work with others to reach common goals and objectives;
- experience establishing and cultivating strong relationships with staff and an ability to use good judgment, take initiative, and make recommendations; and
- organizational skills and attention to detail.

A bachelor's degree is preferred for this position as is at least ten years of fundraising experience, including direct major gift solicitations.

SALARY AND BENEFITS

The Trust for Public Land 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. ***Cover letters should be responsive to the mission of The Trust for Public Land 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:

[Director of Field Philanthropy, Midwest, The Trust for Public Land.](#)

To nominate a candidate, please contact Don Hasseltine:

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

All inquiries will be held in confidence.