

*On behalf of our client
The Minneapolis Foundation,
CohenTaylor Executive Search Services
is conducting a retained executive search for its*

VICE PRESIDENT OF PHILANTHROPIC SERVICES



**MINNEAPOLIS
FOUNDATION**

www.minneapolisfoundation.org

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Minneapolis Foundation Fast Facts

- Organized in 1915, it is among the oldest community foundations in the world.
- Manages over \$700 Million in assets.
- Administers over 1,200 charitable funds from more than 2,000 individuals and institutions.
- Investment returns have averaged 8.4 % over the past five years.
- Disburses \$5-8 Million in competitive grant making and together with donor advisors, invested over \$60 Million in local, national, and international nonprofits in 2016.
- Recognized as the top grant maker to organizations in Minnesota by the Minnesota Council on Foundations.
- Headquartered in the IDS Center in Downtown Minneapolis, its work is supported by 45 staff members.
- The Foundation is governed by an all-volunteer board representing community leaders in public, private, and non-profit sectors.
- A Donor Advisory Committee, Professional Advisor Committee and a Fourth-Generation Advisory Committee include both board members and community volunteers.



The Minneapolis Foundation is working to build a thriving philanthropic community where racial, social, and economic equity is a reality for everyone who lives here.

Mission:

The Minneapolis Foundation is a community foundation that connects people, ideas, and resource to improve lives in Minnesota and beyond.

Vision:

A greater Minneapolis that is vibrant, inclusive and positioned to thrive locally and compete globally.

The Foundation sparks positive change in the community in three ways:

- It administers more than 1,200 charitable funds that enable individuals, families, and businesses to support causes they are passionate about.
- It invests its unrestricted grant making resources in programs and initiatives that are aligned with its vision — a greater Minneapolis that is vibrant, inclusive, and positioned to thrive locally and compete globally.
- It researches, convenes, advocates, and helps shape public policy around issues critical to the current and future vitality of our community. Last year, the Foundation and its donors invested nearly \$60 million in programs and services that change lives and strengthen community.

The Organization—A Community Foundation

Community foundations exist to lift the needs of the community they were organized to support. They connect people, ideas, and resources to improve the lives of everyone in the community—however defined. Its stakeholders are community members who want to and are willing to make an investment in the health of their community. Through a combination of grant making—both from assets held from unrestricted funds and those funds held by donor advisors. By creating a vibrant philanthropic community, the Foundation works to improve the vitality of the community in areas that include: education, economic vitality, civic engagement, the environment, healthcare, and the arts.

The Minneapolis Foundation, as a Community Foundation, helps donors turn their passion into action. The Foundation builds and manages charitable assets using investment strategies through products that are tailored to donors' financial needs, philanthropic priorities, and passionate interests. Its staff members have expertise in philanthropic planning and in-depth knowledge of community issues and nonprofits that helps donors' giving go further and with greater impact.

Philanthropic Services

The Minneapolis Foundation is a foundation inside a Philanthropic Community. The Foundation's Philanthropic Services area is a key partner to making this happen by providing a resource to corporations, individuals and families who have interest to participate in greater impact philanthropy through use of their own charitable assets—whether in the local community, nationally or internationally. They build relationships!

The Foundation's Philanthropic Services strives to reach financial investment return and high social impact to:

- Provide guidance and advice to individuals and families to determine the best use of accumulated or inherited assets to convert to philanthropic funds intended to meet community needs.
- Build understanding of the planning tools and products available to allied professionals working with high net-worth families with high charitable intent.
- Identify and help families with interest to instill the values of giving back in their children and grandchildren and to facilitate planning for multi-generational philanthropy.
- Assist donors in identifying and attaining their philanthropic goals—with great knowledge of strategies and organizations that are having high impact across the nonprofit sector.
- Identify corporations who have interest to build special interest funds that support the charitable goals of the company while encouraging workplace giving—which might include funds set aside to respond to special needs of its employees.
- Build understanding of the philanthropic process—engaging young professionals and family members of donor advisors to pool funds in response to a community need. This engages younger donors in research around a community need, visits to nonprofits doing work in response to this need, and responsive grant-making based on collective decision making.



The Role

In shaping, implementing, and managing the Minneapolis Foundation's fundraising strategy and donor services program, the Vice President, Philanthropic Services plays a key leadership role for the Foundation by strategically integrating, growing and diversifying all revenue streams of the Foundation, and articulating this vision among staff, board, donors, grantees, and the larger community. The Vice President is responsible for supporting the philanthropic strategy of the Foundation.

Strategic planning, goal setting, and implementation:

- In partnership with the Foundation's Leadership team, lead the development and execution of an advancement strategy consistent with the Foundation's mission, vision, and values and in sync with the emergence and trends of community and donor interests.
- Responsible for structuring, implementing and monitoring an effective development program which considers the community priorities as primary and considers trends in donor interests as an emerging and critical factor.
- Champion the process for identifying, developing, and launching new offerings for the Minneapolis Foundation.
- Assume leadership of annual and other campaigns for the Foundation in partnership with the Board of Trustees, the CEO/President, and the Leadership team.
- Facilitate the implementation of campaigns, providing appropriate training and support for volunteers and staff conducting campaign activities.
- Assess need of, identify resource consultants, and implement campaign analysis and evaluation to measure the effectiveness of efforts, methods, costs, and results. Program must include soliciting gifts for new philanthropic funds and ultimately generating significant legacy gifts for the Foundation's discretionary endowment.

Resource management:

- Provide leadership and oversight of all functions, plans, performance, personnel and budget management, consulting services, etc., of the Philanthropic Services Team.
- Provide consistent professional development, support, and guidance to direct reports to ensure that they have the tools, information, and coaching necessary to carry out their work at the highest level.

Donor cultivation:

- Lead philanthropic community efforts by creating a two-way dialogue, sharing ideas and potential strategies to cultivate long term, collaborative relationships; managing the cultivation, stewardship, and solicitation of existing donors by creating opportunities to keep donors engaged in the Foundation's work and proactively respond to individual donor interests together building a stronger philanthropic community.
- Effectively cultivate a robust personal portfolio of high net worth prospective donors and intermediaries, primarily focused on current and former Trustees.

Prospect research:

- Coordinate and oversee ongoing prospect research to identify prospective donors, continually updating a viable key prospect list.
- Facilitate and/or participate in the identification of prospective donors, existing donors, and projects, the development of appropriate cultivation strategies, and, as appropriate, gift solicitations and negotiations.

Donor service:

- Maintain and enhance the Foundation’s philanthropic donor services program which provides an array of services for various donors and their funds through exceptional donor service.
- Lead donor services staff in their work with donors to proactively align donor interests with grant making opportunities—both in their own interests and collective understanding of the Foundation’s interests.
- Identify existing donors with capacity to add to their funds, and lead team in working proactively with these donors to increase their investment with the Foundation.

**The Ideal Candidate**

- Bring leadership and relationship building skills to support the growing needs of a philanthropic community!
- As an exceptional leader, develop and manage employees to achieve collective goals and objectives.
- Bring experience working as part of a multidisciplinary team and working effectively with persons and communities from diverse cultural, social, and ethnic backgrounds, with proven ability to work in a complex environment requiring significant collaboration.
- Have a demonstrable track record of securing large scale investments/gifts.
- Bring an understanding of the financial/legal aspects of planned giving including having a familiarity with investment management strategies and CRM database experience.
- Possesses exemplary interpersonal skills to engage and interact with key leaders from the community’s businesses, faith organizations, government, nonprofits, other foundations, and target audiences.
- Bring an energy and enthusiasm that is contagious.

For more information or to send your credentials, please email info@cohentaylor.com

Inquiries will remain confidential

The Minneapolis Foundation is an Equal Employment Opportunity employer.