

VICE PRESIDENT OF PHILANTHROPY



Metropolitan Planning Council

Metropolitan Planning Council

www.metroplanning.org

Location: Chicago, IL

Reports to: President

MISSION

Since 1934, the Metropolitan Planning Council ("MPC") has been dedicated to shaping a more equitable, sustainable and prosperous greater Chicago region. As an independent, non-profit, nonpartisan organization, MPC serves communities and residents by developing, promoting and implementing solutions for sound regional growth.



Executive Search For Nonprofits



BACKGROUND

The Metropolitan Planning Council (“MPC”), was founded as the Metropolitan Housing Council by a group of prominent and concerned citizens fighting inequity in 1934. For more than 85 years, MPC has been the premier organization bringing together businesses, communities and governments to broker solutions to the area’s toughest planning and development challenges. MPC believes that every neighborhood has promise, that every community should be heard, that every person can thrive. MPC is the glue that ensures all of the region’s assets—from its people and businesses, to its neighborhoods and transportation networks, to its lakes, rivers and parks — work together so that the Chicago metropolitan area can continuously unlock its potential.

MPC staff are recognized as skillful negotiators who bring diverse

interests together. While working to solve today’s urgent problems—focusing on economic development, vibrant neighborhoods, quality housing and transportation choices and well-managed natural assets cares about the entire Chicago region—from its people and businesses, to its neighborhoods and transportation networks, to its lakes, rivers and parks — MPC thinks ahead to prepare the region for the needs of tomorrow.

Recent accomplishments include:

- Groundbreaking findings from *Cost of Segregation* research with Urban Institute that quantified the steep price Chicagoans pay to live so separately by race and income;
- Great Rivers Chicago, an MPC-led vision for continuous public access to our riverfronts;
- Solutions that protect our water supplies and minimize flooding in an era of extreme weather;

- Taming our overabundance of governments;
- Affordable housing options close to transit;
- Securing \$45 billion for overdue infrastructure investments statewide; and,
- Reasonable restrictions on aldermanic power.

The motto for MPC is “be bold”

MPC has professional staff of 30 and a 2019 budget of approximately \$5M million. MPC is largely privately funded with approximately 45% of its annual budget from foundations, 30% corporate, and the remainder from endowment earnings, individuals, and the occasional modest government grant. MPC is governed by a 60 member Board of Governors comprised of high profile civic and business leaders who care deeply about metropolitan Chicago’s people, neighborhoods and communities.

THE OPPORTUNITY

MPC's bold plans require steady growth in the annual operating budget. To extend this trajectory, it is expected that the development strategy would focus on creative efforts to increase support from new, current and lapsed foundations as well as corporations. Increasing annual and planned gifts from individuals is also a promising area for advancement.

Over the past couple of years there has been significant growth in philanthropic support, having grown from \$3.27 million in 2016 to \$4.43 million in 2018. In 2018 alone, MPC saw a 16% increase in giving. This growth has come from strong support from corporations for MPC's Executive Advisor donor society and for the annual luncheon and deepened commitments from foundation partners. Ambitious and sustainable financial growth that remains out ahead of MPC's equally ambitious programmatic agenda is imperative.

In keeping with a culture of collaboration and transparency, the program staff are deeply engaged with the philanthropy team in fundraising efforts, often identifying funding partners, developing relationships with program officers and drafting proposals. With about 100 foundation proposals and reports submitted annually, the philanthropy department provides support and prioritization. The President of MPC, MarySue Barrett, is an adept fundraiser and relationship builder. The philanthropy team enjoys having a dynamic leader that works in close partnership with them.

The majority of unrestricted funding is secured from the annual luncheon and Executive Advisors, a group of business leaders who support MPC financially engage their networks in the work of MPC. Continually recruiting new Executive Advisors is needed to grow unrestricted funding. While the gross revenue from the luncheon has been growing over the past three years, due to strong honorees attracting 20-25% of the \$1 million goal, there is a need to re-imagine this event or alternative tactics to continue to reach growth goals. Beyond the luncheon, MPC hosts about 25 events annually that provide opportunities for sponsorship and to engage new individuals in the work of MPC.

The Board of Governors has the capacity for 60 members. Recently more emphasis has been placed on Board members hosting small cultivation events.



The Leadership Council is a giving circle for individuals giving \$1000 or more. Clearly defining its benefits and building visibility would help grow the number of donors. There is a desire to strengthen these efforts with the goal of increasing individual support.

To expand philanthropic support, staff are conceptualizing new strategies to attract and engage funders. There is tremendous potential to develop highly customized relationships with corporate partners, including offering employee engagement opportunities and marketing that reinforces corporate responsibility, while remaining mission-aligned for MPC. E-philanthropy is not yet implemented at MPC, but could be a way to reach younger and more diverse supporters at the grassroots level.

MPC is refreshing its "brand promise" to articulate in memorable and emotional language, the "why" of its the work. With information as currency, MPC is a change maker, promoting racial equity and inclusion for all communities. The opportunity is ripe for an entrepreneurial relationship builder to ensure a donor-centric approach to fundraising results in the continued growth of MPC's reach and impact.

THE POSITION

MPC seeks a highly skilled Vice President for Philanthropy to maintain and cultivate relationships with individuals, businesses and foundations who together invest in MPC as a catalyst to make the Chicago region more sustainable and prosperous.

Staffing MPC's President and properly deploying all the organization's development resources is a high priority. The VP of Philanthropy is responsible for the design, oversight, execution, and growth of a comprehensive development plan. Three staff directly report to the Vice President including a development manager focusing on foundations, a newly created position of a second development manager focusing on corporate and individual giving, and a development assistant.

Oversight functions of the development department include budget preparation and adherence, preparation of policies and procedures, and execution of donor agreements in order to maintain regulatory compliance. There is a strong financial team that partners closely with the VP of Philanthropy.

As part of MPC's executive team, the VP of Philanthropy contributes to the organization-wide strategies and direction and ensures development objectives are aligned with MPC's strategic plan. This position reports directly to MPC's President.

Key Responsibilities:

STRATEGIC PLANNING, IMPLEMENTATION AND TRACKING

- In partnership with other senior staff, contribute to the development of MPC's strategic plan, and remain versed in MPC program areas and projects to identify funding sources and trends that will help position the organization and build new funder relationships
- Create and implement a comprehensive fundraising growth plan that includes individual, foundation, corporate, planned gifts, and sponsorships
- Track and evaluate all fund development activities and provide regular reports to the President, Board of Governors, and senior staff advising on areas of concern and providing strategies to accomplish goals
- Prepare annual development budget and revenue projections and track throughout the year in



collaboration with Director of Strategy and Operations

- Prepare and staff the President to optimize her time and talents in meeting development objectives

DEVELOPMENT STAFF OVERSIGHT AND PROGRAM STAFF ENGAGEMENT

- Build, supervise and support a creative, energetic and high-performing development team of staff (both direct reports and others) and interns in carrying out the strategic development objectives
- Work closely with MPC's staff to understand and support program needs and identify fundraising opportunities
- Build staff's capacity to identify and assist with strategic development opportunities

BOARD SUPPORT AND ENGAGEMENT

- In partnership with the President, enhance Board engagement in donor identification, cultivation and fundraising activities
- Prepare and present regular updates to the Board on development efforts

CANDIDATE PROFILE

MPC is seeking a dynamic, externally facing leader with demonstrated success in building and managing a robust fundraising program. The successful candidate will be passionate about being a part of a highly motivated team working to create a competitive, equitable and sustainable metropolitan Chicago.

The selected candidate will serve both as the lead on cultivation and solicitation as well as a willing and able support to the President in her fundraising efforts. S/he must be an independent, strategic thinker, who is highly organized, personable, comfortable with public speaking, and will possess excellent written communication skills.

Candidates who demonstrate their ability to actively seek out new donor prospects, who appreciate the cultivation and stewardship process and who can successfully close gift opportunities are required. The successful candidate will demonstrate a sincere interest in the mission, goals and work of MPC. Skilled in goal setting and assessment, the successful candidate will be a results-oriented self-starter. The individual must have the ability to lead not only direct reports but also the President, Board members, and senior management team that are to be involved in philanthropic activities.

The person we seek should present a proven track record in building a developmental culture within the staff group. Candidates with ability to assess and hire tal-



ent, set the vision, get buy-in on goals, and create strong teams based on high individual accountability are sought. Qualified candidates will have experience in budgeting and forecasting revenue projections and will have an understanding of nonprofit financial statements. An ability to manage complex programs and balance multiple priorities effectively is required.

The successful candidate will have stature and poise to build relationships at all levels. The ability to effectively communicate with a variety of audiences is required. A creative and energetic individual who is supportive, diplomatic, flexible, personable, and comfortable rolling up his or her sleeves

are essential characteristics. The candidate should demonstrate a willingness to participate in the life of the institution at all levels.

A minimum of six years of fundraising experience or equivalent relevant experience is required. BA/BS degree required, and Certified Fund Raising Executive certification is a plus. Evidence of continuing professional education is ideal. Experience with donor database and fundraising software is sought. Familiarity and experience with the Chicago philanthropic community is strongly desired. Active participation in local business and social clubs, civic organizations and community activities would be expected.



Metropolitan Council

Applications and nominations are being received by Noetic Search.
Please click [here](#) to submit a current resume and cover letter. For more information, visit www.noeticsearch.com or the Metropolitan Planning Council website www.metroplanning.org.

The Metropolitan Planning Council is an AA/EOE/ADA employer

