

Position Profile: Development Director

The Opportunity

The Ohio State Bar Foundation (OSBF) seeks an experienced development professional to support their mission: to educate the public about the rule of law and build a better justice system. The work of the foundation often resonates with the ideals that draw law school students to a legal career. Every year the OSBF grants over \$750,000 to Ohio nonprofits that educate and serve society's most vulnerable members. In addition, each year the OSBF inducts a new class of Fellows, attorneys who give of their time, talent, and treasure to make the foundation's work possible. The OSBF recognizes the exceptional volunteer service of lawyers, judges, community members, and organizations through an annual awards program.

2020 Fall Grant Recipients:

Law and Leadership Institute
Central Ohio Worker Center
Advocating Opportunity
Equality Ohio
Ohio Alliance of YMCAs Foundation
Pro Bono Partnership of Ohio

All Choices Matter
Council on American-Islamic Relations Ohio
Immigrant and Refugee Law Center
Artemis Center for Alternatives to Domestic
Violence

The OSBF team is passionate about their work; the new Development Director will match that passion and take the foundation's philanthropy to the next level, inspiring new cohorts of donors to make this critical work possible. The Development Director will use innovative philanthropic approaches to engage diverse audiences and bring them together in support of a common goal. Their passion combined with fundraising expertise will inspire generosity from the community of Ohio legal professionals.

The next Development Director is excited by the opportunity to effect meaningful change throughout the state of Ohio. As they develop and enact a fundraising strategy for the largest Bar Foundation in the US, they have the chance to make their mark within the organization and beyond. By expanding contributions to the OSBF grants program, they will ensure that the foundation is able to continue funding timely initiatives that pave the way for systemic reform.

[A Message from the OSBF President, Velda Hofacker \(YouTube Link\)](#)



The 2019 OSBF Fellows Class meets for the first time at their orientation.

The Position

The Development Director will:

- be a strategic and dynamic fund development leader;
- have a deep understanding of fundraising principles, methods, and tactics;
- be highly collaborative and a strong motivator for the Board, Fellows, and staff; and
- be able to establish effective relationships with the legal and justice community; foundation Fellows; and corporate, foundation, and individual donors.

Key Position Functions

Fund Development Strategy and Planning – Creates and implements an overall strategy and plan for fund development. Establishes objectives to increase the level of giving to the organization. Communicates the strategy and serves as liaison to the Board’s development committee.

Development and Fundraising Tactics – Develops fundraising tactics and tools to achieve OSBF fundraising goals and objectives. Implements fundraising activities for:

- Annual Giving (broad-based, digital giving, direct mail, annual campaign)
- Major Giving
- Planned Giving (Legacy Campaign)
- Law Firm, Corporate, and Foundation Giving
- Campaigns (e.g., capital campaign)
- Sponsorships and Event Fundraising

Donor Relations and Stewardship – Develops and maintains strong relations with donors, funders, legal community, and the corporate sector. Initiates and maintains positive relationships with donor prospects, current donors, and past donors. Develops appropriate and respectful donor development, solicitation, and stewardship plans. Guides and leads volunteers and executive staff in identifying and developing donors.

Culture of Philanthropy and Case for Support – Develops and communicates a clear and compelling case for supporting the Ohio State Bar Foundation. Promotes a culture of philanthropy with the foundation’s Fellows, staff, Board, volunteers, as well as Ohio State Bar Association members and the greater legal community to increase the number of donors and level of giving. Collaborates and partners closely with all functional areas of the organization to encourage, connect, and support philanthropic giving.

Fund Development Operations – Supports an infrastructure to enable giving to the OSBF, including: donor data tracking and reporting, donor relations, gift acknowledgement and gratitude activities, donor solicitation tracking, and gift and fundraising policies and processes. Establishes, monitors, and reports on the development activity and budget. Ensures the Executive Director and Board receive accurate, timely, and meaningful donor giving reports.

Development Communications – Assists the Communication Manager with writing, production, and distribution of targeted communications for fund development. Works closely with marketing to ensure that the Foundation’s brand and voice is included in all development materials.

Community Relations – Represents OSBF in the community. Speaks to outside groups, constituents, and stakeholders to raise the level of awareness of OSBF initiatives and how philanthropic giving supports the organization and impacts justice initiatives across the state.

The Position Qualifications

Qualified applicants will have the following expertise, competencies, and experience.

Competencies and Attributes for success in this position:

- **Fundraising technical skills** (methods, best practices, proven history of fundraising)
- **Passion** for the mission of the Foundation
- Drive for **excellence** and an ability to implement fundraising best practices
- **Strategic planning, organization skills**, and an ability to deliver **results**
- Ability to **work independently** and be **self-directed** while being highly **collaborative** and **creative**
- Strong **communication (verbal and written), informing**, and **presentation** skills
- Ability to **build networks**
- **Persuasion** skills
- **Financial acumen** (fundraising budget planning and tracking)
- **Integrity and trust** including adherence to professional ethics and standards

Qualification Requirements

Required

- Bachelor's degree in a related field or equivalent knowledge and experience
- Five years of progressively responsible fundraising experience, including donor cultivation and solicitation for significant gifts and proven history of fundraising success
- Ohio residency and active driver's license

Desired

- Certified Fundraising Executive (CFRE)
- Master's degree in a related field or JD degree
- Experience with planned giving
- Experience with the legal profession or raising funds for legal justice, social justice, or related causes

Board

The Ohio State Board Foundation is led by a dedicated and passionate board. The board includes the following individuals representing government offices, law firms, corporations, and organizations across the state.

<p>Velda K. Hofacker <i>President</i> Retired, Ohio Attorney General's Office Columbus, OH</p>	<p>Mark M. Kitrick <i>Immediate Past President</i> Kitrick, Lewis & Harris Co., LPA Columbus, OH</p>
<p>J. Kristin Burkett <i>President-Elect</i> Burkett & Sanderson, Inc. Newark, OH</p>	<p>John S. Stith <i>Treasurer</i> Porter Wright Morris & Arthur LLP Cincinnati, OH</p>
<p>Lori L. Keating <i>Executive Director/Corporate Secretary</i> Ohio State Bar Foundation Columbus, OH</p>	<p>Mary Amos Augsburger <i>OSBA CEO Serving Ex-Officio</i> Ohio State Bar Association Columbus, OH</p>
<p>David H. Lefton <i>OSBA President-Elect Serving Ex-Officio</i> Barron Peck Bennie & Schlemmer Cincinnati, OH</p>	<p>Hon. Linda T. Teodosio <i>OSBA President Serving Ex-Officio</i> Summit County Juvenile Court Akron, OH</p>
<p>Belinda S. Barnes Gallagher, Gams, Tallan, Barnes & Littrell, LLP Columbus, OH</p>	<p>R. Benjamin Franz Marathon Petroleum Corporation Findlay, OH</p>
<p>Hon. David A. Hejmanowski Delaware County Probate - Juvenile Court Delaware, OH</p>	<p>Jonathan Hollingsworth Hollingsworth & Washington Centerville, OH</p>
<p>John D. Holschuh Jr. Santen & Hughes LPA Cincinnati, OH</p>	<p>Tabitha D. Justice Subashi & Wildermuth Dayton, OH</p>
<p>Ronald L. Kahn Ulmer & Berne LLP Cleveland, OH</p>	<p>Michelle L. Kranz Zoll & Kranz, LLC Toledo, OH</p>
<p>Janet L. Green Marbley Supreme Court of Ohio Columbus, OH</p>	<p>Martin E. Mohler Mohler Law Ltd. Toledo, OH</p>
<p>Marley C. Nelson Office of the Ohio Public Defender Columbus, OH</p>	<p>Drew Odum The Goodyear Tire & Rubber Company Akron, OH</p>
<p>Sarah K. Skow Spengler Nathanson PLL Toledo, OH</p>	<p>William K. Weisenberg Retired, Ohio State Bar Association Columbus, OH</p>

Application Process

Benefactor Group is pleased to be assisting the Ohio State Bar Foundation with this search. Applications will be reviewed as they are received. All applications are considered highly confidential. To be considered for this position, please send a cover letter and resume to:

Benefactor Group Recruitment Team

HR@benefactorgroup.com

<http://www.benefactorgroup.com>

To learn more about the Ohio State Bar Foundation, visit: <https://osbf.org/>

About Columbus

[Columbus](#) has it all: the vibrancy of a major city, the affordability of a mid-sized one, and the values of the Midwest. The city is peppered with captivating art, music, food, and culture. And, thanks to a growing array of businesses and strong higher education institutions, including The Ohio State University, it's home to a bustling and energetic workforce.

Bustling City—with an Affordable Cost of Living

Ohio's capital city was recently awarded the top spot on the Forbes list of [Best Cities for Mid-Career Professionals](#). It's the country's first "Smart City," and ranks at the top of the list for attracting technology talent. It's one of the fastest-growing cities, with a population increase of nearly 11% in the past eight years (and job growth of 14% in roughly the same period). All this—with a cost of living 10% lower than the national average.

Arts, Culture, and Cuisine Hubs

Ohio's largest city, named one of the ["30 Most Fun Places to Live in the U.S."](#), brims with creative talent and cultural hotspots. Explore the best that Columbus has to offer by...

- Touring the [Columbus Museum of Art](#). (Or the Pizzuti Collections, called "one of the top art collections in the world." Or the Wexner Center for the Arts, annual Columbus Arts Festival, brand-new 32,000-sq.-ft. immersive "Otherworld" exhibit, and more.)
- Paying a visit to Columbus' multitude of performing arts spaces: from Shadowbox Live!, to the Columbus Symphony, to four other large theatres, and more.
- Spending a day at the 36,000-sq.-ft. LEGOLAND Discovery Center, top-rated science center COSI, [Columbus Zoo and Aquarium](#), the nation's most highly rated public library system, American Museum of Natural History Dinosaur Gallery, or recently opened National Veterans Memorial and Museum.
- Celebrating [fashion in Columbus](#); the city comes in right after New York and Los Angeles as the biggest fashion design city in the nation.

Ranked as one of WalletHub's "Best Foodie Cities in America," Columbus offers everything from classic diner fare to fine dining to offbeat cafes. The city is notably home to restaurateur Cameron Mitchell and Jeni Britton Bauer of Jeni's Splendid Ice Creams.

Nature Oases

Less than 30 miles from five state parks, Columbus provides proximity to natural beauty. Other notable green spaces include Schiller Park in German Village, the Park of Roses in Clintonville, the [Franklin Park Conservatory](#), and the [Scioto Mile](#) downtown.

Unparalleled Educational Opportunities

In addition to The Ohio State University, one of the nation's best public universities, central Ohio is home to institutions such as Columbus College of Art & Design, Capital University, Otterbein University, Ohio Dominican University, Ohio Wesleyan University, Denison University, Ashland University, Pontifical College Josephinum, Trinity Lutheran Seminary, the Methodist Theological School, and Columbus State Community College.