



BeecherHill



Ohio State Bar Foundation

Position Profile
Director of Development

Prepared:
January, 2019



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About Ohio State Bar Foundation

The Ohio State Bar Foundation (OSBF) is a 501(c)3 public charity and a membership organization of more than 1000 attorneys and judges dedicated to the pursuit of justice and the public understanding of the rule of law as the philanthropic arm of the Ohio State Bar Association (OSBA).

The Foundation is the recognized forum for civic-minded lawyers in Ohio. The Foundation awards grants, provides service opportunities to lawyers and recognizes excellence in the legal profession. Since 1973, the OSBF Fellows program has honored distinguished attorneys who are civic-minded. Fellows are engaged in the Foundation through service opportunities during a calendar year. Fellows are chosen because of their accomplished records as attorneys. They generously give their time, talent and treasure to advance the law and build a better justice system.

In addition to the Fellows program, the foundation has been an active grant maker in support of its mission. Overtime, dividends from two organizations related to the OSBA provided the majority of the corpus for the Foundation. With positive investment growth and continued development activity, the corpus has now grown to the largest bar foundation in the nation with over \$41 million in assets.

As a result of this collaborative work, over the last 25 years the OSBF has granted over \$12 million in support of this mission across the State of Ohio. Of particular note is the foundation's grants totaling over \$4 million to the Law and Leadership Institute since 2009 in support of broadening future diversity of the bar.

In all of its initiatives, the Foundation strives to be a catalyst, convener and collaborator to perpetuate and fulfill the Foundation's mission.

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Introduction of the Opportunity

The OSBF seeks an exceptional development leader to design and execute a strategic fundraising plan in the fulfillment of its mission: the pursuit of justice and the public understanding of the law. With a passion for this mission and professional demeanor, the Director of Development will construct and grow a best in class development program that enables OSBF to achieve the strategic priorities of the Foundation. This professional will guide proactive, multiyear development and grant making strategies that both grow the corpus and provide for grant awards. The Director of Development will inspire and motivate colleagues, Board members, Fellows, partners and stakeholders to support OSBF's achievement of these priorities. Additionally, this director will foster and grow the OSBF partnership with the OSBA (Ohio State Bar Association), and its 28,000 members, connecting them to the mission.

The Director of Development is responsible for the direction, strategy, and execution of the development efforts of the OSBF and will support and enhance a culture of giving through cultivation, solicitation, and stewardship of individual and corporate donors. The Director will apply best practices and innovative approaches to the administration of revenue-generating efforts, including, but not limited to, major gifts, corporate sponsorships, and planned giving.

The ideal candidate will have demonstrated a successful career track record in a foundation environment as a development generalist, and be a creative thinker, a partner and a collaborator.

Reporting Relationships

The Director of Development will report to the Executive Director of the Foundation.

Key Priorities and Responsibilities

VISION AND STRATEGY

- Create and oversee a fundraising program that aligns with the strategic plan of OSBF, including annual fundraising, major gifts, sponsorships, gift planning, solicitation, direct mail, and digital/tech fundraising.
- Design innovative and motivational giving strategies that will enhance and create a sustainable philanthropic revenue stream to support strategic grant making.

AMBASSADOR AND PARTNER

- Strengthen visibility, reputation and awareness by conveying a consistent, unifying message that increases the understanding of OSBF's identity, the importance of its impact on members, the profession and Ohio communities.
- Serve as a respected, collaborative and credible contributor to the OSBF team environment.
- Act as a complementary partner to the Executive Director in strategic fundraising initiatives and relationship building.
- Represent OSBF in donor meetings, key external meetings and presentations.
- Serve as an external convener related to key OSBF initiatives and philanthropic opportunities to support the growth of the Foundation.

FUNDRAISING

- Develop budget projections and recommend fundraising goals to the Executive Director and the Board of Trustees. Conduct fundraising and expense analyses to determine budget projections and goals.
- Oversee the planning and execution of comprehensive fundraising campaigns to meet the Foundation's annual goals.
- Design and lead innovative fundraising practices for prospect identification, prospect evaluation, prospect and donor engagement, prospect solicitation, donor stewardship and information reporting.
- Incorporate the use of data and analytics to strengthen strategy and execution; work with the Database Administrator to ensure effective management of donor records.

Introduction of the Opportunity

Key Priorities and Responsibilities (Continued)

ENGAGEMENT AND STEWARDSHIP

- Develop and cultivate relationships with OSBF Fellows, members of the OSBA and donors. Work in innovative ways to achieve full fundraising potential of the OSBF and donor recognition programs.
- Assist staff in developing content for communications, including newsletters, Annual Report, the website, and social media updates and campaigns.

BOARD RELATIONS

- Provide support to the Board of Trustees and the Development Committee in fundraising including solicitation, training, development of materials, relationship management, and ongoing donor cultivation. Prepare a compelling case for support and fundraising communications materials.

Preferred Qualifications and Desired Attributes

The ideal candidate will have passion for the mission of the organization and demonstrate a sophisticated and innovative approach to development efforts within a foundation office. This professional will demonstrate confidence, emotional maturity, a collaborative spirit and a level of professionalism that inspires and motivates Fellows. An active listener and strategic fundraiser, the Director of Development will naturally discern alignment of the donor desires with the optimal options for engagement and support of the Foundation.

PREFERRED QUALIFICATIONS

- Bachelor's degree; advanced degree preferred
- Breadth of knowledge and experience in development with a proven record of success in managing successful fundraising campaigns; five or more years experience required
- CFRE, experience working at a foundation and planned giving expertise desired
- Ability to influence and engage a wide range of donors and foster long-term relationships
- Demonstrated proactive approach to donor identification and relationship management
- Skilled collaborator who enjoys cultivating trusted relationships internally, with industry peers and with external stakeholders
- Innovator with initiative to enhance thought processes and leveraging of legacy practices
- Excellent interpersonal, written communication and presentation skills
- Track record of pursuing big-picture ideas, as well as the details of execution
- Demonstrated experience working well with Board, staff and the public
- Comfortable with the legal community, business community and the media
- Interest in, and commitment to, the OSBF's mission
- Strong technology skills, including knowledge of Microsoft Office products
- Skilled with donor information software, Raiser's Edge preferred
- Experience working with a professional association or the legal community preferred
- Willing to travel throughout Ohio, as needed

DESIRED ATTRIBUTES

- Determined
- Flexible
- Innovative
- Tactful
- Creative
- Relationship-builder
- Collaborative
- Listener
- Enthusiastic
- Strong communicator
- Strategic thinker
- Professional
- Outgoing

Ohio State Bar Foundation Leadership



Lori L. Keating
Executive Director

Lori L. Keating joined the Foundation as Executive Director in April of 2017. Previously, as Secretary of the Supreme Court of Ohio Commission on Professionalism, Keating led the Lawyer to Lawyer Mentoring Program, matching more than 6,000 new lawyers to mentors throughout the state. As a faculty member of the Ohio Judicial College, she taught courses to judges and magistrates.

Prior to her role with the Court, Keating served as a magistrate and staff attorney for the Butler County Court of Common Pleas, General Division, and as a staff attorney for the Twelfth District Court of Appeals for the State of Ohio. Keating has served, by Presidential appointment, on the American Bar Association's Standing Committee on Professionalism. She has also chaired the National Legal Mentoring Consortium.

Keating is a long-time member of the Ohio State Bar Association, serving in its Women in the Profession Section. She serves on the board of the Women Lawyers of Franklin County. Keating will report to the Board of Trustees for the Foundation and manage the day-to-day operations including: leading the strategic plan, developing and managing policies to advance the mission and serving as a key leadership representative of the OSBF in the legal community.

Keating is a graduate of the University of Notre Dame and received her Juris Doctor from Washington and Lee University School of Law. She is a member of Phi Beta Kappa.

Columbus: Find it Here



Columbus, one of the fastest growing cities in the country, offers the amenities of a big city with the accessibility, charm and community of a small town. As the 15th largest city in the country, right behind San Francisco, Columbus boasts renowned culinary, fashion, music and entertainment scenes, exciting collegiate and professional sports and a vibrant, entrepreneurial spirit. With a burgeoning downtown and a diverse array of welcoming neighborhoods, it's a great place to live, work, play and raise a family.

Dynamic Communities

The region offers a wide variety of housing options, from charming historic neighborhoods and downtown lofts to new suburban developments and multi-acre living just beyond the city limits. Nearly 70% of Columbus residents earning the median income can afford home ownership – an incredible number compared to Chicago's 47% or New York's 5.7%.

Diverse, Strong Economy

Columbus ranks seventh in economic strength among the 102 largest metropolitan cities in the country. Columbus benefits from a dynamic yet stable economy, with a collaborative business environment earning it recognition as one of the top metros for job creation. As an emerging tech city, its research and technology institutions attract the brightest minds from around the world.

Arts and Culture

Fueled by a workforce more educated than the national average, Columbus has an energy that radiates throughout thriving industries, communities and educational institutions. Art lovers will savor the collections at the Columbus Museum of Art and revel in Gallery Hop, a monthly celebration of culture in the Short North Arts District.

Education

The Columbus region's K-12 education options include U.S. News & World Report top-ranked high schools as well as U.S. Department of Education Blue Ribbon schools. The region has excellent public schools, 140 private institutions and 54 higher education campuses, with nearly 150,000 college students.

Highlights

- A Top 50 Cities in America city (Bloomberg Businessweek)
- One of the Top 7 Intelligent Communities in the World (Intelligent Communities Foundation)
- Cost of living is 11% lower than the national average
- Ranked #7 Best City for Young Professionals (Forbes.com)
- Ranked first in the nation for public library system, museum of art, zoo and aquarium and COSI science center
- Second shortest average commute of any metropolitan area with over 500,000 people
- Number two best city in the nation for African American families
- Top 10 best city for female entrepreneurs
- 87 miles of bike lanes, paths and trails

Learn more about Columbus at www.experiencecolumbus.com

Process of Candidacy



OHIO STATE BAR FOUNDATION

The Foundation is an Equal Opportunity Employer and encourages a diverse environment. The OSBF does not discriminate on the basis of race, religion, color, gender, genetic information, age, national origin, sexual orientation, veteran status or physical or mental disability.

BeecherHill

Process of Candidacy

BeecherHill is pleased to partner with the Ohio State Bar Foundation on this critical search. Please submit nominations, referrals and resumes with preferred contact information to our Firm:

Mark Ryan

ryan@beecherhillsearch.com

Carrie Crockett

crockett@beecherhillsearch.com

Or, by mail:

BeecherHill
250 Civic Center Drive, Suite 100
Columbus, Ohio 43215

Or, by fax:

614.939.4250