

THE FRIENDS OF GOVERNORS ISLAND

Director of Development

The Friends of Governors Island (“the Friends”) seeks a highly motivated candidate to lead new fundraising efforts for Governors Island. A newly created position, the Director of Development will be charged with increasing private support for the Island.

S/he will be responsible for managing development functions including corporate giving, an annual gala and other events, grant writing, membership and individual giving. The Director of Development will be responsible for creating and implementing systems and processes to sustain existing revenue while simultaneously raising new funds from diverse sources.

Governors Island is recognized throughout the country for its unique setting, innovative arts, recreational and cultural programs, unparalleled views of the New York Harbor, historic buildings, and its award-winning new park. A former military base that was closed to the public for nearly two centuries, the 172-acre Island now welcomes over half a million visitors from late-May through September.

Applicants are encouraged to thoroughly read the background information at the end of this posting for more details on the Friends of Governors Island and its partner the Trust for Governors Island.

Responsibilities/Duties

The responsibilities of this position include, but are not limited to:

- Work closely with the Friends’ Executive Director, the Trust of Governors Island’s President, and the Chairs of both Boards of Directors to develop joint fundraising priorities and implement a fundraising plan that incorporates strategies for raising revenue from corporations, foundations, special events, major donors and individuals
- Tell the story of the Island by thoroughly understanding the history, culture, operations, programs and mission of Governors Island, as well as the unique roles of the Friends, the Trust and the National Park Service, in order to effectively communicate with existing and prospective funders
- Expand corporate membership program with the goal of building a community of invested companies, increasing volunteer resources for the Island, and generating unrestricted revenue
 - Identify and target new corporate members
 - Develop collateral materials, deliver presentations and make direct solicitations
 - Create long-term strategies for growing the program and establishing ongoing relationships with members
 - Work with the Friends’ Director of Partnerships & Volunteer Programs and the Trust’s Manager of Stewardship and Sustainability to create meaningful, tailored Team Volunteer Day experiences

- Plan and grow the Friends' annual Gala, the organization's major annual fundraiser, attended by over 400 guests, which currently brings in revenues of nearly \$700K
 - Lead the event strategy, including identifying honorees and venue, working in tandem with the Friends' Development Committee
 - Oversee logistics, including theme, entertainment, outreach, solicitations, budgeting, auction, and selection of vendors
 - Develop strategies for progressively increasing event revenues and attendance
- Research, cultivate and steward relationships with new and existing donors and key stakeholders, with a focus on securing new 5- and 6-figure gifts
- Research, write and track grant proposals for operations, programs and capital projects
- Create donor-focused collateral materials, including brochures, web copy, newsletters, acknowledgement letters and reports
- Develop creative opportunities for donor recognition and member benefits including special events, signage, online and offline communications, and collateral materials
- Oversee initial implementation of an individual membership program
- Grow and manage the donor and prospect database functions and tracking mechanisms
- Coordinate with staff in other departments at both organizations, as well as outside partners, to maximize fundraising success
- Prepare regular progress reports and forecasts on fundraising

Qualifications

- Bachelors of Arts or Science degree or higher
- Strong development background with at least six years of progressive direct fundraising experience
- Proven track record of cultivating and securing new revenue from a variety of funders, including corporations, foundations and individuals
- Exceptional written and oral presentation skills; grant writing experience a plus.
- Excellent organizational, interpersonal and communications skills with great attention to detail
- Proven ability to take initiative, while exercising diplomacy and sound judgment in a fast-paced and dynamic work environment
- Inventive, driven and entrepreneurial with a good sense of humor
- Commitment to and enthusiasm for Governors Island, its mission and its future

This position is ideal for a mid-level development officer with a strong generalist background who is ready to take his/her next career step by leading an organization's development strategy. S/he must be able to work collaboratively and effectively with multiple stakeholders in support of a unified mission to grow the private base of support for Governors Island.

Background

Governors Island, a 172-acre island in the heart of New York Harbor, is only 800 yards from Lower Manhattan, and even closer to Brooklyn. For almost two centuries, the Island was a military base – home to the US Army and later the Coast Guard, and closed to the public. In 2003 the federal government transferred 150 acres of the Island (the "Island Property") to the people of New York, with the Island Property's governance and funding jointly shared by The

City of New York (the "City") and State of New York. The remaining 22 acres of the Island was declared the Governors Island National Monument and is owned and managed by the National Park Service, which cares for the Island's two early 19th-century forts: Castle Williams and Fort Jay.

Since 2006, the Island has been transformed from a former military base to a lively and loved destination welcoming over 585,000 visitors during its 2016 public season.

Expanding the Island's park space, the Hills opened this past summer, creating a new destination for New Yorkers, with unique vistas, art and slides. The Island's year-round tenants include the New York Harbor School, a public high school focused on the maritime environment and the Lower Manhattan Cultural Council Arts Center, with work space for artists. The Island's first commercial tenant, will be QC Terme, a destination day spa campus scheduled to begin construction in early 2017. Today, Governors Island is open seasonally every day from the end of May through the end of September with the goal of ultimately being open to the public all year long.

The Island has been a platform for programs created by independent organizations, which range from emerging groups and small community-based organizations to some of the City's leading cultural institutions. Moving forward it plans to curate and sponsor some arts programming on a limited basis in addition to continuing its traditional program.

See www.govisland.com for more information about the Island, including presentations and press coverage.

About the Friends of Governors Island

The Friends of Governors Island (formerly known as the Governors Island Alliance) is the independent nonprofit that supports Governors Island with volunteers, financial resources and advocacy. Working in partnership with the Trust for Governors Island and the National Park Service, the Friends runs the Island's volunteer and membership programs, raises money to supplement public funding, and acts as the Island's champion at City Hall and the nation's capital.

Founded as an advocacy group in 1995, GIA became an independent nonprofit organization in 2014. In 2016, the organization changed its name and updated its mission. With a current annual operating budget of \$950,000, the Friends is now poised for significant growth as the primary fundraising entity for Governors Island.

About the Trust for Governors Island

The Trust for Governors Island is the nonprofit corporation created by the City of New York that is responsible for the redevelopment and operations of 150 acres of Governors Island. The Trust's mission is to transform Governors Island into a vibrant resource for New York City, making this island at the center of New York Harbor a destination with extraordinary public open space, as well as educational, not-for-profit and commercial facilities. The remaining 22 acres of the Island is designated the Governors Island National Monument and is overseen by the National Park Service.

How the Trust and the Friends Work Together

The Friends and the Trust are completely separate entities with their own staff and Boards of Directors. However, the two organizations share office space on the Island, and work closely together to develop programmatic and funding initiatives, as well as create opportunities for the public and corporations to be involved with the Island.

The Friends' fundraising mission is to bring supplemental resources to the Island that enhance the visitor experience and public spaces. The Trust's core operating needs, including public access, operations and maintenance are currently funded by the City of New York. As the Island grows in popularity, opens up spectacular new park spaces and moves to a year-round future, the need for private resources to supplement public funding is increasingly critical.

The Friends' fundraising efforts build on several years of successful public-private partnerships spearheaded by both organizations. The Hills, the spectacular new park area, was funded by a \$70 million public-private partnership. Private funding has supported ArtCommissionsGI, the program commissioning such world-renowned artists as Susan Philipsz and Rachel Whiteread to create long-term installations on the Island, as well as OpenHouseGI, the Island's signature program offering free space to programming organizations. Private funds have also supported volunteer and internship programs, audience development initiatives targeting diverse communities, a new mobile-friendly website, and public programs.

Going forward, the Friends and Trust are developing joint fundraising priorities that include but are not limited to:

Funding for the Friends' operations and its core programs:

- Group and individual volunteer programs that help maintain and improve the Island's landscapes and provide visitor services
- The Harbor Internship Program, which offers summer jobs on the Island to public high school students
- The annual Family Festival and other free public events and tours
- Outreach and marketing to increase visitorship from underserved communities
- Advocacy efforts on issues of importance to the Island community
- Overhead and general operating support

Improved visitor and public space amenities:

- Expanded public access beyond the current 4-month season
- Increased ferry service
- Tools, equipment and internships for the horticulture program
- Support for OpenHouse GI, providing free space to more than 85 organizations and programming for more than half a million New Yorkers
- Public exhibits and art commissions
- Improved visitor services and amenities, including seating, shade, way-finding, guides and information stations
- Capital enhancements

The offices of the Friends, the Trust, and the National Park Service are located on Governors Island and are reachable by ferry service from Lower Manhattan at all times and seasonally from Brooklyn.

Job Applicant Information

Compensation is commensurate with experience; the Friends offers an excellent benefits package.

The Friends of Governors Island is an equal opportunity, affirmative action employer. The organization does not tolerate discrimination of any form based on age, handicap or disability, ethnic or national origin, race, religion or religious creed, gender, marital or parental status, sexual orientation or veteran status.

To apply: Please send resume and cover letter to info@friendsgi.org