

Director of Development Manitoba



Executive Brief

**All photos are by NCC staff unless otherwise noted.*



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For more information, please contact:

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**Please send resume and letter of interest to the email address listed above by June 8, 2018.
We encourage prompt submissions as candidates will be evaluated on an ongoing basis.**





Director of Development, Manitoba

THE OPPORTUNITY

The Nature Conservancy of Canada (NCC) is Canada's largest land conservation organization. We work with communities, foundations, corporations, individuals, governments and other partners to protect native animals through the purchase, donation or placing of conservation easements on ecologically significant lands. Our conservation success is built upon three essential components: conservation science, land securement, and ongoing land stewardship. The science-based long term approach is what makes NCC unique. NCC preserves habitat of the highest ecological value and conducts on-the-ground stewardship activities to protect animals and plants that live there.

We are seeking a **Director of Development, Manitoba** to lead all fundraising activities in Manitoba to further the mission of the NCC and to maximize revenues for the region's programs and projects.

This is a crucial role in ensuring the future of natural conservation in Manitoba. As such, the Director will have the opportunity to travel throughout the province to our project sites, ensuring that donors have a strong first-hand experience with our work. This is also an exciting time to join the NCC as we make significant investments in development, and grow our team and capacity nationally.



The Director will be a member of the region's senior management team and will play a crucial role in coordinating the development and implementation of strategic plans to increase revenues from individual, corporate, foundation and public sector sources. Based in Winnipeg and reporting to the Regional Vice President, the Director will lead a small team, and will work closely with staff and volunteers across the province including Science and Securement Managers, conservation and other regional staff, key volunteers and Board members.

The Director will also work closely with the national office, ensuring that regional development activities advance our national standards as well as ensuring that regional perspectives are shared with national development staff.

ABOUT THE NATURE CONSERVANCY OF CANADA

The Nature Conservancy of Canada is the nation's largest not-for-profit, private land conservation organization, working to protect our most important natural areas and the species they sustain. Since 1962 NCC and its supporters have protected 2.8 million acres (more than 1.1 million hectares) of ecologically significant land across Canada.

NCC takes a collaborative, science-based approach to achieve conservation success for the sake of nature and Canadians. With a national office in Toronto and seven regional offices across the country, NCC delivers results you can walk on.

Vision: We envision a world in which Canadians conserve nature in all its diversity, and safeguard the lands and waters that sustain life.

Mission: The Nature Conservancy of Canada leads and inspires others to join us in creating a legacy for future generations by conserving important natural areas and biological diversity across all regions of Canada.

Values: Wherever we work across Canada, we share and apply the following values:

- *Durable conservation outcomes.* While respecting nature's processes, we manage lands and waters for their natural values today and for the long term. We believe future generations deserve to inherit a biologically rich world.
- *Evidence-based decision-making.* We are guided by the best available conservation science. We are committed to continuous learning, and to finding practical, resourceful and innovative solutions to conservation challenges.
- *Respect for nature and people.* We respect the needs, values and culture of local communities. We seek conservation solutions that meet the needs of nature and people. Conservation supports prosperous and sustainable communities.
- *Integrity first.* We work to the highest ethical and professional standards. We are transparent and accountable to our supporters. We earn trust by living up to our commitments.
- *Conservation through collaboration and cooperation.* Our commitment to community and to partners makes us strong. We strive to be open to the ideas of others so that together we can achieve conservation outcomes that benefit all. We work in the spirit of collaboration. We celebrate each other's successes.

Our conservation process has been fine-tuned over decades of on-the-ground work, and continues to evolve to meet our changing needs.

NCC's on-the-ground work is led by a team of conservation science professionals who work to identify, plan and execute the protection of the best of Canada's natural spaces and manage and restore them for the long term. This process ensures that our conservation actions (like conserving land, mitigating the impact of invasive species or mapping the location of rare species) are efficient and effective.



Through our conservation process, NCC has identified close to 100 natural areas that are critical for the protection of Canada's natural habitats and species. Our goal is to advance conservation within these priority areas, which guides our work from year to year.

Highlights from the Past Year:

- NCC continued to make progress against its long-term goals, with 62 additional properties acquired totalling 22,186 acres, plus important investments made for the future.
- Recognition of the need to expand our fundraising capacity to ensure that the financial resources are available to meet our ambitious goals.
- NCC has further increased its Stewardship and Science Endowment Funds to more than \$123 million, in addition to maintaining prudent operational reserves.
- Significant progress realized in making NCC properties more widely available to Canadians.

- Expanding our direct conservation goals to set more targets for collaborating with partners, working with Indigenous communities, providing tools and training to the land trust movement and expanding our focus to cover northern Canada. We are also launching new initiatives to encourage more Canadians to visit our properties, always respecting that conservation comes first.
- We have updated the NCC five-year strategic plan, which outlines short-term (annual) and longer-term goals against which we can measure our performance. By reporting against these goals or key performance indicators on a quarterly basis to our Board of Directors, we keep watch over the course we are steering, correcting as necessary to stay on target.

Looking Ahead – NCC Priority Areas:

NCC is in the midst of our largest campaign to date, which will launch publicly in fall 2018. Through the Landmark Campaign, NCC will make the largest single investment ever – \$750 million – in the future of conservation in Canada. With much of this investment depending on support from individuals, foundations and corporations, the private sector is critical to the success of this campaign and to the future of Canada’s conservation sector. NCC aims to double our private donations on an annual basis from \$20 million to \$40 million.

In order to combat the threats facing Canada’s natural environment, the campaign will **conserve** more land, fast, **connect** Canadians to nature and **inspire** the next generation of conservation leaders. Our goals under each of these three pillars are listed below.

Conserve

- Conserve at least 3.2M acres across Canada, which will double the land NCC has conserved in its history to 6M acres. Manitoba states an additional 40,000 acres which will take us to over 105,000 acres in total
- This will consist of at least 500 new land conservation projects.
- Complete 10 large-scale signature land conservation projects across Canada.
- Advance conservation in Canada’s north.
- Continue our history of excellence in land stewardship, to mitigate the risk of invasive species, restore rare habitats and assist in the recovery of species at risk.

Connect

- Provide Canadians with opportunities to spend more time in nature, so that they may appreciate its value and commit to its conservation.
- Open 50 Nature Destinations across Canada with several in Manitoba, including the Weston Family Tall Grass Prairie Interpretive Centre and Forks Prairie Garden. These will be NCC properties that Canadians can visit, and will represent the country’s most significant remaining forests, grasslands, mountains, lakes, rivers and coasts.
- Offer 3,000 volunteer opportunities annually through our Conservation Volunteers program.

Inspire

- Inspire the next generation of conservation leaders and inspire and strengthen the sector as a whole.
- Double the size of our interns program to 100 placements per year by 2020.
- Engage academics and scientists in a National Research Initiative to study new ways to conserve manage and steward lands.
- Establish a Conservation Academy, to deliver professional training and development to the next generation of conservation leaders, and to serve as a thought-leadership hub.

For more about the NCC please see:

- **Our Story:** <http://www.natureconservancy.ca/en/who-we-are/our-story/>
- **National Board of Directors:** <http://www.natureconservancy.ca/en/who-we-are/our-team/board/>

ABOUT THE NATURE CONSERVANCY OF CANADA IN MANITOBA

The Nature Conservancy of Canada's first acquisition in the Manitoba Region was in 1977. Today, we have conserved and protected over 65,000 acres (26,305 hectares) across nine natural areas critical to Manitoba's biodiversity. These areas provide important habitat for thousands of species of plants and animals, many of which are endangered or at risk. Thanks to the generous donations of Manitobans and our partners, we aim to ensure that these special areas, plants and animals continue to be there for generations to come and that Manitoba continues to be a special place.

2017 Highlights:

- Saving the world's most endangered ecosystem: grasslands. The NCC held a NatureTalks speaker series event to discuss the importance of grasslands on October 18. The discussion explored the value of grasslands — as a resource, an inspiration and a place that sustains life. The event showcased why we need better and faster conservation in order to save such an important landscape.
- Working together to restore healthy ecosystems with prescribed fire: Fire is a natural part of ecosystem dynamics and plays an important role in the development, maintenance and restoration of fire-dependent ecosystems and wildlife habitat. NCC and Parks Canada have partnered to carry out prescribed fires in Manitoba, with the goal of restoring long-term ecosystem health. The agreement aims to share resources and expertise on prescribed fire planning, training, communications and implementation in Riding Mountain National Park and on NCC properties.
- Graham Potholes: home to many: As fall came to the prairies, NCC closed a 312-acre (126-hectare) project located in the West Souris Mixed-grass Prairie. The project, known as Graham Potholes, is a mixture of grasslands, wetlands and related riparian areas. Graham Creek meanders through the northern portion of the property, creating a natural divide between the habitat types. Due to its diversity, the property is home to many animals, including moose, coyote, white-tailed deer, mule deer, American beaver and raccoon. NCC manages the program. Federal funds are matched by contributions raised by NCC and its partners.
- Bioblitz records more than 400 species observations: To celebrate Canada's 150th anniversary, NCC and the Manitoba Conservation Data Centre hosted a bioblitz to survey alvar communities in the Interlake. Alvars have been designated as an endangered ecosystem in Manitoba. This globally rare community is characterized by thin to no soil over unbroken limestone and supports a unique group of plant species. More than 440 observations of species were collected, many of which were documented for the first time in Manitoba alvars, and included a number of rare and threatened species.

Priority Natural Areas in Manitoba:

- **Interlake:** Nestled between Manitoba's "Great Lakes," the Interlake's mosaic of woodlands, wetlands, unique karst features and native prairie supports a wide variety of wildlife.
- **Oak Lake Sandhill and Wetlands:** Lush marshes meet rolling sand hills, creating critical habitat for Manitoba's only lizard, the endangered prairie skink. The surrounding prairie and Sandhill slopes support rare plants such as prairie spiderwort, smooth goosefoot and hairy prairie-clover.
- **Riding Mountain Natural Area:** The Riding Mountain Wildlife Corridor is located in one of only 12 Biosphere Reserves (a UNESCO designation for natural areas of concern) in Canada. In Manitoba, less than 10 percent of the original high-quality Aspen Parkland remains today in small, isolated pockets.



- **Souris River Valley Grasslands:** This nearly treeless plain contains buffalograss, a nationally and provincially threatened plant known to occur in only one other location in Canada. This plant community is supported by the very specific conditions that are influenced by the slope of the Souris River valley walls and the flooding cycle of the Souris River.
- **Tall Grass Prairie:** NCC has taken a leading role in a partnership of environmental groups dedicated to securing and restoring the Manitoba Tall Grass Prairie Preserve. For thousands of years, before the first plough turned a furrow in the prairie sod, the tall grass prairie ecosystem stretched from near present-day Winnipeg all the way south to Texas.
- **West Souris Mixed-grass Prairie:** Located in the southwest corner of Manitoba, this area contains a band of grasslands, mixed with pothole wetlands, stretching west and south of the town of Melita to the U.S. border.
- **Whitemouth River Watershed:** Located in southeastern Manitoba, this unique landscape is the meeting place of the boreal coniferous forest, the eastern Superior mixed forest and the western prairie.

Featured Projects

- **Alvars in the Interlake:** An alvar was recently discovered in the Interlake region of Manitoba thanks to the work of the Alvar Initiative.
- **Elk Glen:** The Elk Glen property, located just south of Riding Mountain National Park, spans 1,596 acres (646 ha) and is defined by hilly topography and a diverse mixture of habitat types which include forest, wetlands and prairie.
- **Fort Ellice Property:** When it comes to biodiversity, the NCC's has just attained a true treasure with the purchase of the Fort Ellice Property. The 3500 acre piece of land overlooks the Assiniboine River valley in Manitoba.
- **The Forks Prairie Garden:** Just a stone's throw from the pulsing heart of the City of Winnipeg, at the junction of the Red and Assiniboine Rivers, lies the NCC's Forks Prairie Garden project.
- **The Weston Family Tallgrass Prairie Interpretive Centre:** Located in the heart of the Manitoba Tall Grass Prairie Preserve, the Interpretive Centre (a redesigned 3,000-square-foot home) is located on a 160-acre (65-hectare) site representing the beauty and diversity of the surrounding rare ecosystem.
- **Yellow Quill Prairie:** NCC established the Yellow Quill Prairie Preserve south of Brandon, Manitoba, in 1998 to give the few remaining species at risk in this area a better chance for survival, and to maintain the last intact remnants of their natural habitats.

More about the NCC in Manitoba: www.natureconservancy.ca/mb

FUNDRAISING AT THE NCC

NCC is responding to a need – conservation – that continues to grow. Recognizing the urgency of that need, we are driven to do more, better, and faster, to keep pace with the world around us. This means we must connect with and inspire new audiences with our stories of success. We must also engage with more people and more organizations that have the willingness and capacity to help us achieve even greater levels of conservation.

Ultimately, the approach NCC takes to raising funds to support its mission is not about the numbers alone, but about the passion that guides NCC in what we do. Our true success will be evident not by our progress against annual targets, but by the level of trust and commitment we achieve among Canadians, and others around the world, who choose to invest in us.

Here are some of the fundraising initiatives and support projects we have launched:

- We are making significant investments in fundraising infrastructure to improve fundraising capacity, including hiring additional fundraisers and support staff across the country.
- Increasing access to technology support.
- Continuing to grow and develop NCC's latest fundraising campaign.
- Increasing the visibility of core NCC giving programs, such as the nature legacy society, to increase awareness of NCC's charitable giving opportunities.
- Continuing to evolve NatureTalks, our nation-wide speakers' series; and
- Increasing NCC's visibility among various social media channels to reach new donors.

Last year, overall revenue was \$76.9 million, with 79 per cent of that revenue invested directly in core program areas of land securement, stewardship and science over the last five years.

Revenue sources were:

- Donations and grants: \$58.5 million
- Donations of conservation lands and agreements: \$8.5 million
- Proceeds from property sales: \$1 million
- Other (i.e.: investment income): \$8.7 million

For full financial information, please see our 2016/17 [Donor Report](#) and our 2016/17 [Financial Statements](#)

JOB RESPONSIBILITIES & KEY RESULT AREAS

Planning and Management

- Lead the development and implementation of the regional component of National fundraising campaigns.
- Develop and manage annual budgets for the Development department, with approval of the RVP.
- Develop personal and departmental annual plans and targets to meet regional goals for individual, foundation, corporate and public sector giving for approval by the RVP.
- Assist and support regional Program Managers in developing annual business plans for development and activities.
- Lead the integration of fundraising activities across departments into business and work plans and work within assigned expense budgets.
- Collaborate closely with national development teams in developing and delivering regional plans and initiatives.
- Supervise and support a small team (Senior Development Officer and assistant); set performance targets and annually review their performance.
- Engage Regional Board and Ambassador's Circle members to support fundraising efforts across the region.
- As a member of the regional senior management team, provides input regarding regional operations issues.

Fundraising

The Director assumes a lead role and has full accountability along with the Regional Vice-President for the coordination and delivery of fund raising activities to further the mission of the Nature Conservancy of Canada and to maximize revenues for its programs and projects.

Achieves a departmental minimum annual revenue target of \$1.5 million by:

- Soliciting major individual, foundation, and corporate gifts as well as public sector funds.
- Building and managing a portfolio of 100-125 prospects and donors as well as supporting the RVP in moves management of significant donors including land donations, planned giving, and large-scale strategic partnerships.
- Personally committing to achieving key performance targets in terms of prospect management, number of quality face-to-face calls (60-75 per year), asks (20-25 per year), and revenue targets as mentioned above; and actively support RVP fundraising activity in addition to these personal metrics.
- Assisting and supporting staff, regional and National Board members, Campaign Leaders and other key fundraising volunteers to identify and solicit major individual, business, corporation, organization, foundation and public sector prospects.
- Overseeing the development and implementation of annual targets, work plans and regular reporting mechanisms for major gifts (\$10,000 +), as well as for discretionary giving through the regional LIC program.
- Using the organization's Prospect Management Database (Raisers' Edge) to manage information related to major individual, business, corporation, organization, foundation and public sector prospects and donors.
- Overseeing the management of grant applications to community and corporate foundations, partner organizations and different levels of government;
- Overseeing the development of Corporate Partnership offerings for regional corporate donors, as well as assisting National fundraising team to cultivate corporate partnerships that may involve more than one region.
- Work with National fundraising team to cultivate their corporate donors that may be regionally based.
- In collaboration with senior science, stewardship and securement staff, develop, track and report on funding proposals supportive of regional programs and activities;
- Sharing responsibility with regional Program Managers for developing and successfully implementing private sector fundraising plans for property purchases and other land protection project requirements, meeting associated timelines.
- Ensuring that proper recognition and stewardship practices are implemented based on the level of donation and gift direction.
- Implementing strategies aimed at raising US dollars and growing a US donor-base in support of regional funding needs, where possible and in conjunction with the National fundraising office.
- Ensuring that no program-related commitments are made to donors without the agreement of relevant regional Program Manager, senior science, stewardship securement and/or marketing staff.
- In collaboration with staff, and at times key volunteers, create generic proposals and related materials, including marketing and communication materials, for use in soliciting gifts.
- Ensure the national development department is aware of regional plans, funding requests and the application of funds received.

Other

- Keep up to date on individual, foundation and corporate activities and evaluate how these activities affect NCC's fundraising capabilities.
- Represent NCC on external committees and working groups related to fundraising, as required.
- Deliver presentations about NCC to various public audiences.
- Other duties as assigned by the RVP.

COMPETENCIES REQUIRED

- Exceptional donor/client communications skills; proven experience in developing meaningful relationships.
- Strong independence and initiative; an action-oriented mindset.
- Excellent writing skills, including a demonstrated ability to generate accurately-researched and persuasive proposals, business correspondence and donor acknowledgements.
- Experience developing and managing successful fundraising campaigns.
- Flexible and adaptable, with the ability to excel in an evolving organization.
- Self-motivated, with superior time management skills and ability to work to meet deadlines.
- Highly analytical and detail oriented.
- A creative pro-active thinker.
- Track record of working well within a team structure, including the enthusiasm to both lead and assist in fund raising endeavours.
- A demonstrated ability in strategic planning, leading others and coordinating programs.
- Proficiency with MS Office Suite, ideally including working knowledge of Raiser's Edge and Financial Edge, and a demonstrated ability to learn new software applications efficiently.
- A demonstrated awareness of, or interest in, conservation issues. Understanding and commitment to the role and mission of NCC.
- Ability to work within a flexible schedule, including occasional weekends and evenings.
- Related university degree or comparable combination of education and work experience.

DECISION MAKING & LEADERSHIP

- Determines appropriate approach/strategies for major donors, including timing, giving interests, and request amount.
- Prioritizes workload and deadlines for development staff.
- Makes decisions related to managing staff; hiring, performance management, coaching, etc.
- Problem solves in relation to any donor dissatisfaction, special donor requests, or when solicitations are not going as planned.
- Directly responsible for all planning and project management for Development within the region.
- Works closely with direct reports on setting priorities and ensures all projects are completed successfully and on time.
- Support members of the regional development team to facilitate the achievement of their assigned key performance targets;
- Plays a senior leadership role in the region working with the RVP, Director of Conservation and the Controller to develop the region's annual budget and business plan.
- Provides leadership, education and support to all staff and to Board members in the areas of fundraising and ambassadorship.
- Directly leads the regional fundraising team and supports the RVP in ambassadorship and fundraising.
- Occasional leadership duties in National working groups.

FOR MORE INFORMATION

To learn more about this leadership opportunity at the Nature Conservancy of Canada, please contact **Christoph Clodius, Vice President** at KCI (Ketchum Canada Inc.) via email at NCCManitoba@kciphilanthropy.com

All inquiries and applications will be held in strict confidence. Please send resume and letter of interest to the email address listed above by June 8, 2018.

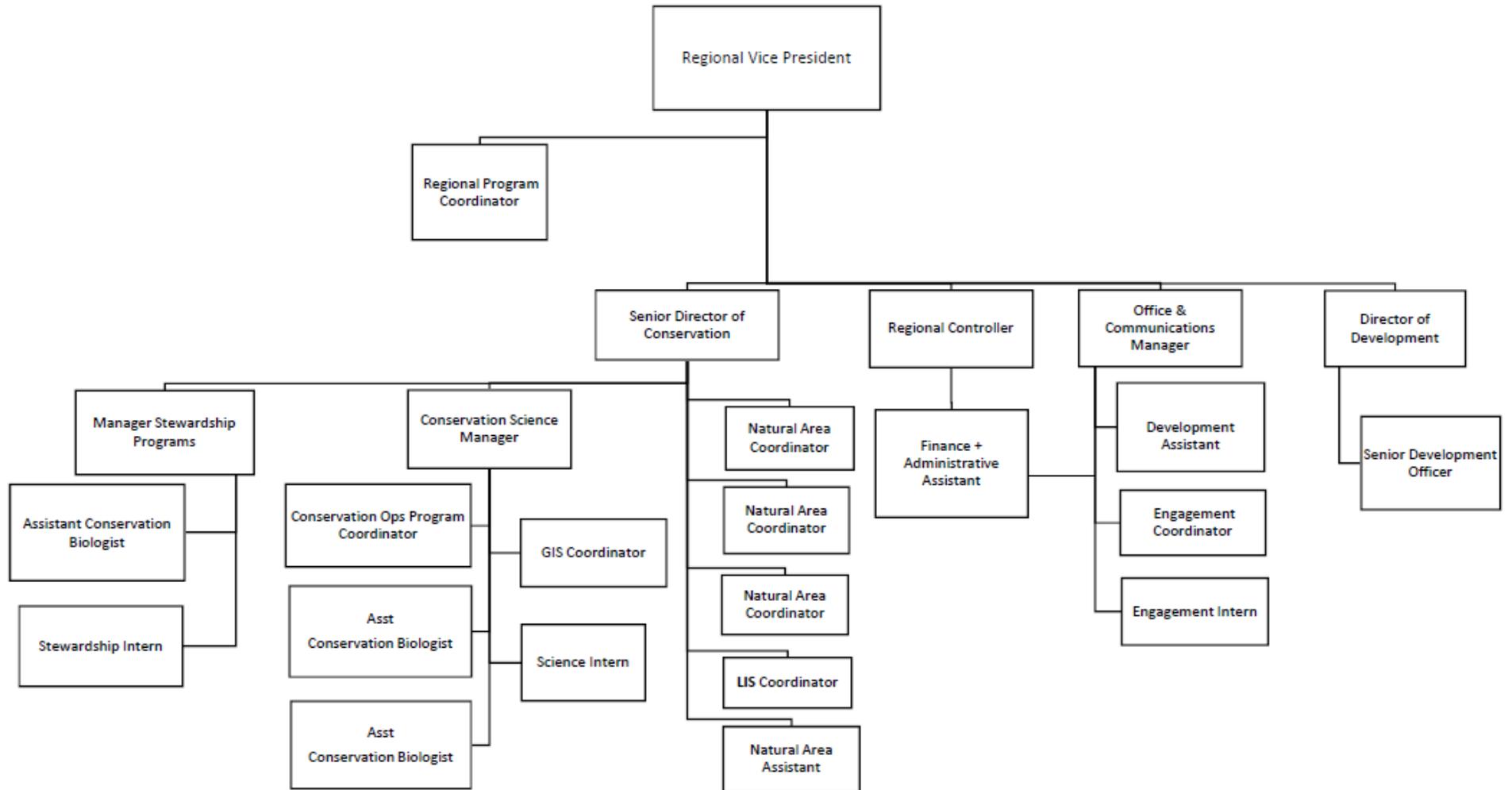
We encourage prompt submissions as candidates will be evaluated on an ongoing basis.

NCC is an equal opportunity employer.

NCC welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.

APPENDICES

APPENDIX A: ORGANIZATIONAL CHART



APPENDIX B: REGIONAL BOARD

Bob Williams, *Chair*
Swancoat Investment Ltd.

Ken Mould, *Past Chair*

Grant McPhail

Art Petkau

Terry Galloway

David Filmon

David Brant

Nicola Koper
University of Manitoba

Dorothy Dobbie
Pegasus Publications

APPENDIX C: EXECUTIVE BIOGRAPHY

Jeff Polakoff
Regional Vice-President



Jeff Polakoff is the regional vice-president for the Nature Conservancy of Canada (NCC) in Manitoba. He has a lifelong interest in conservation, the environment and the outdoors.

Jeff has a broad range of experience in senior positions in both the public and not-for-profit sectors. Prior to joining NCC, he has served as CEO of a Crown corporation, deputy minister, assistant deputy minister and executive director in the public sector. His experience focused in areas related to municipal affairs, Crown land, northern development, housing and cost-shared agreement management and negotiation.

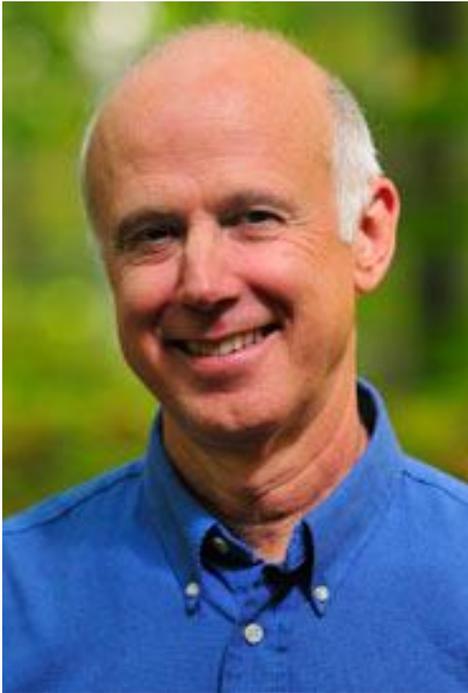
Jeff's experience and background has provided him with significant skills in acquiring and managing capital and operating funds, developing partnerships as well as operations management and implementation. He has worked extensively with boards of directors in both the public and not-for-profit sectors and is well experienced with board governance models and change management.

Jeff has also participated on a number of boards that have provided him with good experience and background for his current position with NCC. This includes his work with the Arctic Energy Alliance, the Churchill Northern Studies Centre and the Lake of the Woods District Property Owners' Association (environment chair) and is currently Chair of the Northern Ontario Sport Fishing Centre. He has also been involved at the board level in the administration of amateur sport both nationally and in Manitoba having served as the President of the Manitoba Speed Skating Association, as a board member and Trustee of Sport Manitoba, the Board of Directors of Speed Skating Canada, Chair of Risk Management for Speed Skating Canada and as an international official.

Jeff and his wife, Deb, live in Winnipeg. They particularly enjoy the company of their family at their cabin at Lake of the Woods in Ontario.

APPENDIX D: EXECUTIVE BIOGRAPHY

John Lounds
National President & CEO



Leading the helm of Canada's largest non-profit conservation organization is no small task. It requires plenty of energy and passion.

There's no question that the President and CEO of the Nature Conservancy of Canada (NCC), John Lounds, is passionate about what he does.

John Lounds's passion for conservation and appreciation of nature was developed while growing up in rural Ontario and spending late summers at a family cottage. John then applied these interests at university, obtaining his undergraduate degree in environmental studies (urban and rural planning) from the University of Waterloo and then a master's degree in environmental studies from York University.

Prior to joining the Nature Conservancy of Canada (NCC), John was the Executive Director of the Federation of Ontario Naturalists (now Ontario Nature) for six years. Previous to that, he also held several positions with the Government of Ontario, including as a program director for the Ontario Round Table on

Environment and Economy, a management board analyst for the ministries of Environment and Northern Development and Mines and an energy conservation planner with the Ministry of Energy.

John joined NCC as its president and CEO in October 1997. Through his leadership, NCC has further defined its unique role as an organization that works with individuals and groups across Canada who share NCC's passion for land conservation. NCC uses creative means to achieve this goal.

Under John's leadership, NCC has achieved great success, having grown from an annual budget of \$8 million in 1997 to approximately \$80 million by 2017. In the process NCC has helped conserve 2,800,000 acres (more than 1.1 million hectares) of ecologically significant lands across Canada since 1962. While NCC has accomplished much over the past decade, in John's view, "there is so much more to do."

John is a governor of the University of Waterloo, and was previously a member of the Dean's Advisory Committee at the Faculty of Environment at the University of Waterloo. He has served as a director of the George Cedric Metcalf Charitable Foundation, the Smart Prosperity Initiative, the International Land Conservation Network and on the Canadian councils of the North American Bird Conservation Initiative and the North American Wetlands Conservation Act.

Born in Brantford, Ontario and raised in Meaford, John enjoys outdoor pursuits, particularly canoeing, birding and cross-country skiing. He is also an avid traveller, having explored various parts of the world, including Japan, India, Africa, Southeast Asia and South America.

APPENDIX E: EXECUTIVE BIOGRAPHY

Mark Rittinger
Vice-President, Marketing and Development



Previous to his most recent position with the Toronto Symphony Orchestra, Mark has served primarily with two internationally ranked and renowned business schools in both Canada and the United States during his 22-plus-year career in development. He spent almost half of that with the Schulich School of Business at York University, where he served in various development roles from 1995 to 1999, and since 2009 as its executive director, development & alumni relations, where he led a team of development professionals supporting the dean in all aspects of fundraising and alumni relations, both in Canada and internationally.

In the intervening decade, Mark served as director of major gifts and campaign director, New York Region, for the Booth School of Business at the University of Chicago. At the time, Booth was engaged in a successful \$250-million campaign as part of the \$2-billion Chicago Initiative. Mark returned to Canada to join the Royal Ontario Museum (ROM), ultimately serving as its vice-president of development, for the ROM Governors — part of a team that raised more than \$250 million in support of the transformational Renaissance ROM campaign.

Over the years, Mark has been an active volunteer for the Canadian Council for the Advancement of Education (CCAIE), receiving the Rising Star Award in 1997, and most recently serving as program co-chair for the 2012 CCAIE National Conference. In addition, he spent four years with the Association of Fundraising Professionals (AFP) Greater Toronto Area Chapter, the largest such chapter in the world, serving two years as its vice-president, finance and two as its director at large. Mark is currently a member of the Conference Board of Canada's National Council of Foundation Executives.