



**CHIEF DEVELOPMENT OFFICER  
AMERICA-ISRAEL CULTURAL FOUNDATION**

**New York, New York**

<http://www.aicf.org>



The Aspen Leadership Group is proud to partner with America-Israel Cultural Foundation in the search for a Chief Development Officer.

America-Israel Cultural Foundation (AICF) seeks a strategic, high-energy self-starter with a passion for Israel and arts and culture. The Chief Development Officer's areas of oversight include major gifts, grant writing, prospect identification and research, strategic Board development, and attending and speaking at cultural and fundraising events. Candidates must have a positive outlook and be flexible, meticulous, punctual, and able to thrive as part of a small team that collectively balances numerous tasks simultaneously. The ideal candidate will be a natural strategist and an adept oral and written communicator, editor, and researcher with proficiency in Microsoft Word, Excel, and DonorPerfect or other fundraising software. The incoming Chief Development Officer will have a long-term interest in advancing AICF's mission and should be interested in being proactive and creative in the pursuit of new fundraising opportunities and the cultivation of existing donor relationships.

The America-Israel Cultural Foundation is an international non-profit currently celebrating its 79<sup>th</sup> year of support for and promotion of Israeli arts and culture. Since 1939, AICF has played a leading role in the development of Israel's arts and culture. Due to its early support for nearly all of Israel's largest institutions and its reputation for nourishing the finest artists, the name AICF has become synonymous with culture in Israel. With over 18,000 artists impacted by its efforts, the results are nothing short of remarkable. Over \$150 million has been disbursed by AICF to benefit Israeli culture since 1939 and over 400 young artists receive support each year. Nearly every notable AICF recipient credits AICF's recognition as a significant factor in their success. AICF alumni are represented globally in nearly every top ballet and modern dance company; museum and gallery; operatic, theatrical, and symphonic stage; and film festival.

Since 2008, AICF has tripled its donor base, doubled its Board membership, and built an international network bringing Israeli culture to hundreds of thousands of people. AICF has rebuilt its endowment to \$4 million towards securing funding for Israel in perpetuity. It serves as a resource for those looking to discover new artists in all disciplines. AICF programs and goals are guided by the leading artists and cultural groups in Israel and the types and number of grants and range of programs are constantly reevaluated and updated.

## **AICF PROGRAMS**

**Early Career Support.** AICF's flagship scholarship program has been the lifeblood of Israeli culture for nearly eight decades. With AICF's assistance, emerging artists in the fields of art and design, music, dance, and theater have had the opportunity to pursue their dreams with exceptional private instructors, many of whom are AICF alumni, at top Israeli schools. While AICF takes great pride in seeking out and recognizing extraordinary talent at its earliest stages, the need for support currently exceeds its resources, leaving many worthy students without the means to study. Continued scholarship program funds will enable AICF to fulfill the ambitions of many more young artists who are rich in potential but limited in financial resources.

**Enrichment Programs.** The key to AICF's longstanding success in shepherding artists from their earliest glimmers of potential all the way through to the establishment of distinguished professional careers is the care, nurturing, and individualized attention provided to each artist the organization supports. In addition to the opportunities afforded to students through scholarship funding and other formalized programs, AICF staff members provide day-to-day guidance and resources for hundreds of AICF-supported artists living, working, and training in Israel, the United States, and now in Europe with the newly established chapter: the Germany-Israel Cultural Foundation, based in Berlin.

**Global Connectivity and Community.** AICF fosters a positive relationship between Israel and the rest of the world using the intimacy and immediacy of live events, buttressed by the new and immersive opportunities afforded by digital technology. AICF's web-based Israeli Artist Network (IAN), formally launched in 2012, has quickly become the go-to resource for Israeli artists and arts audiences. It also includes an interactive calendar that highlights hundreds of worldwide events each month. The IAN provides a way for Israeli to enhance its online presence and connect with other artists and communities that are geographically remote from Israel.

## **REPORTING RELATIONSHIPS**

The Chief Development Officer will report to the Executive Director

## **PRINCIPAL OPPORTUNITIES**

In 2019 the America-Israel Cultural Foundation will celebrate its 80<sup>th</sup> anniversary and reach a milestone of supporting the early careers of almost 19,000 artists in the fields of music, dance, theater, film/TV, and art/design. With chapters in Israel, Germany, Canada, and the United States, an independent Amuta and new Executive Leadership for AICF Israel backed by the Azrieli Foundation, and a new Board leadership in the United States committed to building out the next generation of Arts Philanthropists and establishing new revenue streams, AICF is positioning itself to double its annual fundraising and endowed assets and re-establish its role as the dominant funder and representative of Israeli arts and culture globally.

The organization is seeking development leader that will help catapult AICF into a new era where philanthropy places a priority not only on supporting the arts, but on creating a positive image for Israel that is non-political and non-religious in order to celebrate the country's diversity and entrepreneurial spirit.

## PRIMARY RESPONSIBILITIES

The Chief Development Officer will

- lead AICF's annual campaign, endowment growth, and major gifts initiatives;
- support the Executive Director, Board President, and Board of Directors in carrying out all fundraising activities and events;
- proactively research, identify, cultivate, and independently solicit potential major donors and liaise with current donors;
- research and develop grant proposals and reports for foundation, corporate, government agencies/institutions, and individual giving support and cultivate relationships;
- further develop and maintain stewardship and fundraising systems to track current and potential donors and acknowledge, record, and report all gifts;
- strategize and grow AICF's Tarbut (45-and-under) and Sharett (VIP) membership societies;
- spearhead ongoing analysis to guide strategy for fundraising planning;
- drive special event activities, including artist showcases, private-home fundraisers, luncheons and dinners;
- oversee key aspects of the annual gala concert;
- provide operations support and collaborate with the Executive Director and other colleagues as needed; and
- assist with marketing and communications efforts, including the development of materials and publications to enhance AICF's image and promote fundraising as needed.

## KEY STAKEHOLDERS



**David Homan**  
**Executive Director**

David Homan was appointed the first Executive Director in the America-Israel Cultural Foundation's history in 2006. For the past 12 years, he has worked to increase awareness and build fundraising efforts, created a long-term strategy for the success and longevity of AICF and its contributions to Israeli culture. He travels around the United States speaking about social impact, philanthropy, next

generation leadership, and arts and culture.

During his tenure he has overseen the modernization and rebranding of AICF including strengthening the audition and granting process, mapping the cultural field of Israel, and coordinating over 1,500 multidisciplinary events worldwide. He has negotiated millions of dollars in rare instrument and art donations and has kept AICF as a 4-star-rated charity for the past 6 years.

He spearheaded an international online network among thousands of artists and presenters/festivals/venues, promoting Israeli culture in over 100 countries. David has participated in numerous interviews, conferences, and public events advocating for the importance of philanthropy, impact, and the arts, including moderating discussions with Itzhak Perlman, Daniel Libeskind, David Broza, Yigal Ozeri, Yigal Perry, and Steve Reich, among others.

He has advised dozens of partner foundations and non-profits on proper and efficient management, including technological innovation, sustainable fundraising, and building stronger partnerships especially through arts and culture.

David is a classical composer and pianist and is married to choreographer Ariel Grossman (Ariel Rivka Dance). He has two children, Eva and Max.



**Joshua-Marc Tanenbaum  
President, Board of Directors**

Josh became involved with AICF in 2014 when he joined as a member of AICF's young leadership. He joined the Board of Directors in 2015, became Co-Chair of the Strategic Fundraising and Nominations Committee in 2017, and has served as the organization's Treasurer since the beginning of the year. He is also part of the founding leadership of the Tarbut Society, AICF's next-generation art patrons program. Josh focuses on cultivating the next generation of partners, creating new, innovative types of engagement with artists, and working with Executive Director David Homan, and alongside Israel Executive Director Iris Reff Ronen, on a number of transitions to

ensure the organization's long-term sustainability.

Professionally, Josh is a member of Korn Ferry's Global Asset Management and Alternatives Practice and Founding Partner of Clearstone Enterprises, an early stage venture platform dedicated to mobilizing marginalized populations in the U.S., Israel, and Southeast Asia. He previously was the founder of LOCAL VIBES, a tech-enhanced, live music-focused Artists and Repertoire and cause marketing platform. He started his career at Deutsche Asset & Wealth Management. He is a Board Member of The Polonsky Foundation, the Vice Chairman of the Council of Young Jewish Presidents, and a Young World Fellow of the Duke of Edinburgh Award.

### **CANDIDATE QUALIFICATIONS AND QUALITIES**

The successful candidate for the position of Chief Development Officer should have

- knowledge of and networks in the Jewish philanthropic community;
- experience mobilizing and working directly with lay leadership;
- a track Record of raising 5- and 6-figure gifts including cultivation of Board members, host committee members, and building long-term partnerships; and
- experience with structuring strategic partnerships with corporations or sponsorship negotiations experience is beneficial, but not required.

A bachelor's degree from an accredited four-year college or university is required for this position as well as a minimum five to ten years of fundraising experience, including supporting annual giving, major individual gift cultivation and solicitation, and campaign planning.

### **SALARY & BENEFITS**

America-Israel Cultural Foundation offers a competitive salary and benefits package.

## LOCATION

This position is located in New York City.

## DIVERSITY AND INCLUSION

AICF's funding is entirely merit based and includes Israelis from all ethnicities and socio-economic situations. AICF is committed to embracing candidates from any situation whose experience and passion align with its mission.

## APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. Before submitting your materials, please read them over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected.

*To apply for this position, visit:*

<http://opportunities.aspenleadershipgroup.com>.

*To nominate a candidate, please contact Ron Schiller:*

[ronschiller@aspenleadershipgroup.com](mailto:ronschiller@aspenleadershipgroup.com).

*All inquiries will be held in confidence.*

