



FRED HUTCH™
CURES START HERE

Fred Hutchinson Cancer Research Center
Seattle, Washington

SEARCH SPECIFICATIONS

Director, Principal Gifts

Prepared By

BRYANT GROUP
Building Powerful Teams



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**Fred Hutchinson Cancer Research Center
Director, Principal Gifts
Search Specifications**

The Opportunity

“It’s actually plausible that in 10 years we’ll have curative therapies for most if not all human cancers.”

- Dr. Gary Gilliland
June 30, 2015

This bold statement, offered by Gary Gilliland in his early days as President and Director of the top federally-funded cancer research center in the country, is indicative of the entrepreneurial spirit and ambitious vision of faculty and staff working at Fred Hutch. An energized administrative leadership team embraces the idea of “making it possible” for an extraordinary faculty to accelerate the pace of research towards improved prevention, diagnosis, treatment and ultimately cures.

The Development department, recently renamed the Philanthropy department, is led by Kelly O’Brien who was recruited in early 2016, as Vice President and Chief Philanthropy Officer. The team is growing rapidly, from 60 in 2016 to 80 by end of 2017. As part of campaign readiness Fred Hutch is seeking to recruit a range of highly experienced frontline fundraising staff, including the position of Director, Principal Gifts.

Fred Hutch has also retained Marts & Lundy as fundraising counsel working in collaboration with Philanthropy, the Executive Leadership team and a stellar Board of Trustees to more than double the current level of private support on a sustainable basis. Fred Hutch has recently completed wealth screening that resulted in the identification of an exceptional pipeline of prospects across all levels of giving.

New frontline fundraising staff will join a highly motivated team with deep commitment to relationship building and a desire to learn and grow professionally.

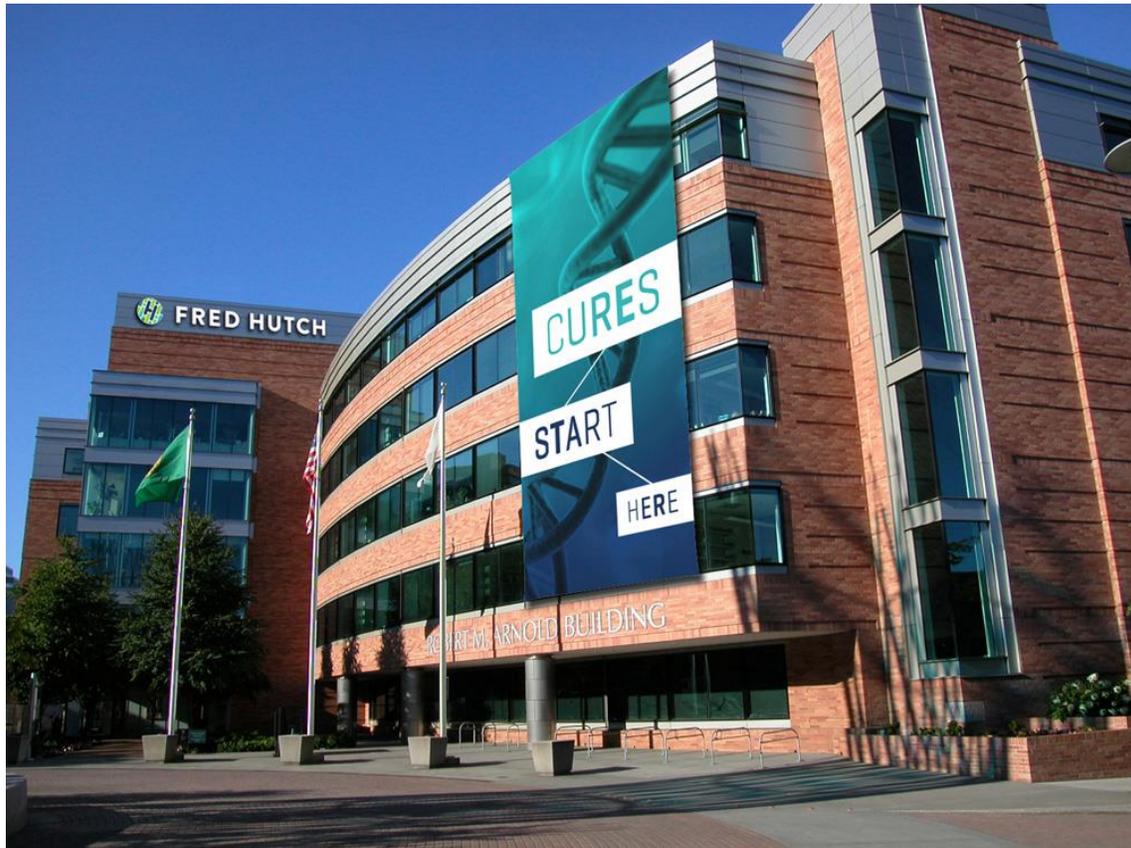
Fred Hutch has retained BRYANT GROUP to manage this search, and others, to help prepare the organization for this transformational initiative.



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Fred Hutchinson Cancer Research Center

Cures Start Here. At [Fred Hutchinson Cancer Research Center](#), home to three Nobel laureates, interdisciplinary teams of world-renowned scientists seek new and innovative ways to prevent, diagnose and treat cancer, HIV/AIDS and other life-threatening diseases. Fred Hutch's pioneering work in bone marrow transplantation led to the development of immunotherapy, which harnesses the power of the immune system to treat cancer with minimal side effects. An independent, nonprofit research institute based in Seattle, Fred Hutch houses the nation's first and largest cancer prevention research program, as well as the clinical coordinating center of the Women's Health Initiative and the international headquarters of the HIV Vaccine Trials Network.



Fred Hutchinson Cancer Research Center was founded by Dr. William Hutchinson and named in honor of his brother, a major league baseball player and coach who succumbed to lung cancer. “Dr. Bill” was an early leader in bench-to-bedside research and this core value remains today. Fred Hutch was among the first nationally designated cancer centers in the country.

Fred Hutch gained international attention for the late Dr. E. Donnall Thomas' Nobel Prize-winning development of bone marrow and stem cell transplantation, which increased survival rates from 10% to more than 80% for many hematological cancers.



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The Hutch's work on bone marrow transplantation provided the first example of the human immune system's power to cure cancer. Today, Fred Hutch continues to lead the revolutionary field of immunotherapy, which is yielding effective cancer treatments with far fewer side effects than conventional drugs, radiation or surgery.

The Fred Hutch/University of Washington Cancer Consortium is a research and clinical collaboration between Fred Hutch, the University of Washington, Seattle Children's Hospital and Seattle Cancer Care Alliance, enabling researchers to leverage each institution's strengths and develop premier research programs across many types of disease. The Consortium is among 45 National Cancer Institute-designated comprehensive cancer centers nationwide.

In December 2013 Fred Hutch, Memorial Sloan Kettering Cancer Center and Seattle Children's Research Institute announced the formation of Seattle-based Juno Therapeutics, a commercial entity with one of the largest Series A investments for a biotech startup. Just three years later, Fred Hutch opened the [Bezos Family Immunotherapy Clinic](#). This year, the Bezos family gave Fred Hutch its largest single gift to date, \$35 million.

[Gary Gilliland, MD, PhD](#) is the fifth President and Director of Fred Hutch, arriving in January 2015. He is an expert in cancer genetics and precision medicine who has devoted his life to finding better treatments and cures for diseases.



The institution includes 14 buildings on 15 acres on the south shore of picturesque Lake Union. Views from the campus include the Lake, the city, the Space Needle and Mt. Rainier.



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Mission

The mission of Fred Hutchinson Cancer Research Center is the elimination of cancer and related diseases as causes of human suffering and death. The Hutch conducts research of the highest standards to improve prevention and treatment of cancer and related diseases.

Fred Hutch Facts

| | |
|-----------------------|---|
| Founded: | 1975 |
| Research Faculty: | 250 |
| Nobel Laureates: | 3 Nobel Prizes in Physiology or Medicine Dr. E. Donnall Thomas 1990 Dr. Lee Hartwell 2001 Dr. Linda Burk 2004 |
| Employees: | 3,000 |
| Affiliates: | 2,500 |
| Scientific Divisions: | Basic Sciences Clinical Research Human Biology Public Health Sciences Vaccine and Infectious Disease |
| Clinical Studies: | 1,270 |
| Research Funding: | NIH: \$258 million (2016) including \$103 million from NCI. Fred Hutch receives more funding from the National Cancer Institute than any other research institution. |
| Endowed Chairs: | 12 |
| Trustees | 20 member Board Chaired by former Governor Christine Gregoire 9 member Philanthropy Committee |
| Operating Budget: | \$514.6 Million |
| Web Site: | www.fredhutch.org |



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Fred Hutch Philanthropy

Vice President and Chief Philanthropy Officer, Kelly O'Brien, is currently responsible for a staff of 72 (growing to 80+ in FY18). The philanthropy team raised more than \$50 million in fiscal year 2016, surpassed \$62 million in fiscal year 2017, and has a goal of \$80 million for fiscal year 2018.

Departmental Vision Statement

Philanthropy – the practice of giving time or money to improve the human condition – will be stressed in all Fred Hutch does to free the world of cancer and disease. Fred Hutch will be home base for all who care deeply about cancer prevention, diagnosis, treatment and who believe cures are on the horizon; from donors giving \$1 to \$1 billion, to clinical trial participants giving the greatest gift of all – hope for those who believe in the power of research.

Structure

The department has five key program areas:

- Individual Giving includes Annual Giving, Planned Giving, and Philanthropic Gifts, which has a team of frontline fundraisers focused on donors and prospects with capacity of \$10,000-\$250,000, and a team focused on donors and prospects with capacity of \$100,000-\$2.5 million.
- Principal Gifts staff focus on prospects of \$5 million+.
- Institutional Giving oversees corporate, foundation and organizational relationships.
- Donor Engagement and Events includes Stewardship and Recognition, Cultivation activities, Fundraising Events including external partnerships, and Donor Communications.
- Donor Information Services includes Prospect Management and Research, Data Services and Analytics, Database Management, and Gift Processing.

Staff members work in partnership with Executive Leadership, Trustees, a volunteer Board of Ambassadors, and three Guilds. Collaboration with the departments of Marketing and Communications, Business Development and Industry Relations, and Finance is keenly important to success. Faculty/researchers are actively engaged with departmental activities and donor relationship building.

The following chart reflects total philanthropic support of Fred Hutch for the past four fiscal years:

| Fiscal Year | Number of Donors | Total Support |
|--------------------|-------------------------|----------------------|
| 2017 | 34,805 | \$62,137,386 |
| 2016 | 31,968 | \$50,237,073 |
| 2015 | 32,727 | \$56,191,703 |
| 2014 | 31,202 | \$43,835,769 |



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Position Description

Director, Principal Gifts

Fred Hutchinson Cancer Research Center

- Work holistically with the Vice President, Philanthropy and the Chief Philanthropy Executive, Principal Gifts to develop a robust program, locally and nationally, for highest capacity prospects interested in accelerating big ideas toward reducing the burden of cancer and other disease, investing in population health studies, and deepening the understanding and impact of basic sciences, and the increasing global access to discoveries.
- Actively manage a portfolio of prospects capable of making gifts of \$5 million+, working closely with the President, Senior Vice Presidents, and Trustees, to create compelling strategies for transformational gifts.
- Support Executive and Trustee Leadership in relationship building, including laying the groundwork for new relationships and deepening existing relationships to attract and accelerate a new level of private support for Fred Hutch.
- Help to build meaningful relationships between faculty and prospects.
- Coordinate fundraising activities with the Office of the President.
- Develop proposals, background materials, solicitation strategies, budgets, and other collateral to deepen donor engagement.
- Lead by example, advancing a culture of philanthropy internally and externally.

Requirements

- A baccalaureate degree or 4 years of directly related experience.
- 7+ years of successful professional fundraising or related experience.
- Proven success soliciting and closing 6- and 7-figure philanthropic gifts.
- Proven ability to articulate, compellingly, the mission and vision of the organization.
- Adept at engaging, cultivating, soliciting, and stewarding individuals from all walks of life and varying philanthropic capacity level.
- Proven ability to advance the interests of donors or potential donors while honoring and protecting the best interests of the organization.
- Strong communication skills.

Preferred Qualifications

- Experience in campaign planning and/or campaign implementation desired.
- Advanced degree
- Innate sense of urgency combined with self-motivation.



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- Intellectual depth, integrity, vision, creativity and a sense of humor.
- Ability to work closely and collaboratively with colleagues.

Vice President and Chief Philanthropy Officer Biographical Profile

Kelly O'Brien

Kelly O'Brien was appointed Vice President and Chief Philanthropy Officer in January of 2016. Kelly leads the fundraising team and partners closely with President and Director Dr. Gary Gilliland and senior leadership to expand philanthropic resources in support of the pivotal, ground-breaking cancer research being conducted at Fred Hutch.



Most recently, Kelly served as Executive Director of Development and Campaign Director at the Philadelphia Museum of Art – one of the country's largest and most prestigious art collections – where she led the institution into a successful \$425 million comprehensive campaign by highlighting the museum's stellar staff, extraordinary collections, and educational and economic impact on the city. During FY 2014, philanthropic support of the museum exceeded \$75 million.

She served earlier as a major gifts officer, director of major gifts and director of individual gifts before assuming the top fundraising role for the museum. She joined the Philadelphia Museum of Art after four years as a development officer at the Seattle Art Museum. She also served as President of the Art Museum Development Association.

Kelly earned a Bachelor of Arts degree from Emory University in Atlanta, where she also began her fundraising career working first for the college, and then served as the Director of Development for the Nell Hodgson Woodruff School of Nursing.

Kelly currently serves on the Board of NACCDO (National Association of Cancer Center Development Officers). Fred Hutch is the host of the 2018 conference.

Seattle, Washington

Seattle is an exciting urban city surrounded by unmatched natural beauty. Situated on Puget Sound in the Pacific Northwest, "The Emerald City" is surrounded by water, mountains and evergreen forests, and contains thousands of acres of parkland.

Washington State's largest city, Seattle is home to a variety of industries, including technology, aerospace and defense, forest products and clean and renewable energy. The Port of Seattle is the largest container seaport in the US and is a gateway for trade with Asia, as well as Alaskan



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cruises. The futuristic Space Needle, a 1962 World's Fair legacy, is its most iconic landmark. The population in the Seattle Metropolitan area is nearly 3.8 million.



Seattle's reputation is one of a great arts city, and is home to a number of prestigious arts organizations, including the Seattle Art Museum, the Seattle Symphony Orchestra, the Seattle Opera, Pacific Northwest Ballet, the Asian Art Museum, the Chihuly Garden and Glass, Pilchuck Glass School and many others.

There are nine major medical facilities in Seattle, including Fred Hutch, University of Washington Medical Center, Seattle Children's, and Veteran's Affairs Medical Center. Higher education is represented by ten public and private colleges and universities, including the University of Washington and Seattle University.

Local professional sports teams include the Seahawks (NFL), Mariners (MLB) and Sounders FC (MLS). Women's professional teams include the Seattle Storm (WNBA) and Reign (NWSL).

Seattle's mild, temperate marine climate allows year-round outdoor recreation, including walking, cycling, hiking, skiing, snowboarding, kayaking, rock climbing, motor boating, sailing, team sports, golf and swimming.

More information about the Seattle area is available at www.visitseattle.org and more information about the state of Washington is available at www.access.wa.gov.



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Application Procedure

To be considered for the Director, Principal Gifts at Fred Hutchinson Cancer Research Center, please electronically submit your resume and cover letter in confidence to:

Sally Bryant DeChenne
Senior Vice President
BRYANT GROUP
sdechenne@bryantgrp.com

BRYANT GROUP is the industry leader in executive search for philanthropy. For nearly 30 years, BRYANT GROUP professionals have focused on recruiting successful development and advancement professionals at the mid- and senior-executive levels for institutions of higher education, hospitals and medical centers, and other nonprofits nationally and internationally. The firm also offers team-building education and executive coaching to help our clients build powerful advancement teams.



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