The American Thoracic Society improves health worldwide by advancing research, clinical care, and public health in respiratory disease, critical illness, and sleep disorders.

**THE SEARCH**

Respiratory disease is one of the main threats to public health worldwide. Regardless of geography or population density, both urban and rural communities have significant risk of respiratory-related disease. The Forum of International Respiratory Societies (FIRS) estimates more than 500 million people globally suffer from a respiratory-related disorder.

Some diseases, such as asthma, COPD, lung cancer, and tuberculosis, are well known. Others, such as sarcoidosis, scleroderma, and lymphangioleiomyomatosis, are rare and chiefly known to those who live with them, their families, and doctors and care providers. Environmental factors and heredity are responsible for some causes, but others are not well understood.

The American Thoracic Society (ATS) is poised to expand its sources of support and is seeking a Director of Development to serve in the key fundraising leadership role. The ATS Foundation is a 501c3sub9 organization—a sub-organization within the ATS and is a “separate” entity. As the fundraising leader of the ATS Foundation’s philanthropic resource development program, the Director’s primary responsibility is to partner with the Executive Director, ATS Board of Directors, ATS Foundation Board of Trustees, Public Advisory Roundtable (PAR), and industry partners to sustain and enhance the $2 million received from grantors and donors annually. The successful candidate will be innovative, entrepreneurial, and will further create a culture of philanthropy.

The Director will provide leadership, strategic direction, and operational coordination to the development process - building relationships between members, volunteers, research investigators and philanthropists locally, nationally, and
worldwide. The Director will have passion for the scientific mission of the ATS and possess a genuine interest and belief in the promise of biomedical research. S/he will possess the professional maturity, stature and flexibility to effectively build relationships and alliances with scientific and philanthropic constituencies. The successful candidate will join a culture in which passion for the mission, excellence, transparent collaboration; respect, performance measurement and accountability are guiding principles. The ideal candidate will have a demonstrated track record in identifying, cultivating, soliciting, and securing philanthropic support in an agile, complex environment where the prospective donor constituency for fundraising is not immediately obvious.

The American Thoracic Society has retained Freeman Philanthropic Services, LLC (FPS) to recruit an experienced, and entrepreneurial, innovative development leader to serve as the Director of Development.

ABOUT THE AMERICAN THORACIC SOCIETY

Since 1905, the American Thoracic Society has been advancing research and clinical care to improve lung health on a global level. From an initial focus on tuberculosis, ATS’ mission scope has expanded to encompass pulmonary disease, critical illness, asthma, COPD, lung cancer, sepsis, acute respiratory distress and sleep apnea among other diseases. The ATS’s members and programs span pulmonology, critical care, sleep medicine, infectious disease, pediatrics, allergy/immunology, behavioral science, environmental and occupational medicine, physiology and molecular biology among others.

The ATS was founded in 1905 as the American Sanatorium Association to prevent, control, and treat tuberculosis and has been twice renamed: as the American Trudeau Society in 1938 and again as the ATS in 1960. ATS originated as the medical section of the American Lung Association and the ATS became independently incorporated in 2000. Today, more than 15,000 physicians, research scientists, and nurses and other allied healthcare professionals are members of the ATS.

Through its three peer-reviewed journals, ATS supports the dissemination of groundbreaking research, clinical reviews, workshop reports, statements and guidelines relevant to adult and pediatric pulmonology, critical care, and sleep medicine. The ATS offers continuing medical education points and credits and nursing contact hours through its annual International Conference, which draws some 15,000 physicians and scientists from around the globe, as well as other educational programs. More than 200 hours of ATS presentations are available as searchable webcasts or DVD-ROM.
Through the publication of statements, workshop reports and clinical guidelines, the ATS establishes the latest standards of care for a variety of adult and pediatric respiratory, critical care and sleep disorders. To date, the ATS has published more than 100 studies on topics ranging from pediatric asthma screening to the diagnosis and treatment of pneumonia and control of tuberculosis. The ATS Patient Information Series, available electronically on the ATS website, now includes more than 50 flyers on topics ranging from pulmonary function testing in children, bronchoscopy and arterial catheterization to sleep studies, smoking cessation, and pulmonary rehabilitation. These materials have also been incorporated into hospitals' electronic health records.

The diverse interests of members are represented by the ATS's fourteen specialty-specific assemblies and three sections, which play a leading role in planning the International Conference and in developing statements and guidelines for care. More than 25 committees, including the Education, Scientific Advisory, Quality Improvement and Implementation, Clinicians Advisory, Patient and Family Education, Ethics and Conflict of Interest, and International Health committees, oversee specific aspects of ATS activities.

In its 10-year history, the ATS Foundation Research Program has provided more than $16 million in grants and fellowships to 211 young researchers worldwide investigating a wide spectrum of pulmonary, critical care, and sleep disorders. The program offers unrestricted grants, awards that target rare diseases, recognition awards for outstanding early career investigators, and unique opportunities for investigators in developing countries.

The Patient Advisory Roundtable at ATS incorporates patient and family perspectives. Comprising 15 member organizations representing individuals affected by pulmonary, critical care, and sleep problems, Public Advisory Roundtable (PAR) works with the ATS's members to advance shared educational, research, patient care, and advocacy goals. PAR sponsors "Lung Disease of the Week at ATS," which features patient webinars given by medical experts, as well as patient sessions at the ATS International Conference, which draw patients from around the host city's metropolitan area.

With the overarching goal of advancing the ATS's mission, each ATS chapter represents a state or other geographical area. Chapters provide a local forum in which to address issues of common concern, including those related to clinical practice and public policy.

ATS fights for improved respiratory health for patients in the United States and around the globe. The ATS is actively involved securing funds for basic and clinical research, establishing global TB and tobacco control policies, enforcing the Clean
Air Act, and lobbying for fair reimbursement for physician services under Medicare and other insurers.

The ATS works to engage its members around the globe, while also forming productive partnerships with other international respiratory organizations, including the European Respiratory Society, the Latin American Thoracic Society and Asian Pacific Society of Respirology, among others. It also works with international governmental organizations such as the World Health Organization in partnerships like the Stop TB Partnership and the Global Alliance Against Respiratory Disease.

**AMERICAN THORACIC SOCIETY MISSION SCOPE**

**Respiratory Science**
Advancing scientific research is the central organizing principle of the ATS and pursuing its respiratory science mission is the objective of fourteen assemblies and three sections that are subdivisions of the ATS. Through these assemblies and sections, ATS members review, analyze, and disseminate the latest basic science, translational, and clinical information. This global collaboration leverages expertise from different institutions and countries.

**Patient Care**
The ATS website provides peer-reviewed patient education materials to a diverse stakeholder audience, including patients, families, caregivers, health care providers and systems and the public. The ATS's Patient Information Series is available at no cost in English and Spanish on their website and are often published in AJRCCM, the ATS's flagship journal. There are nearly 100 covered topics: a complete list of all patient education materials can be found at www.thoracic.org/patients.

**Scientific Exchange and Conferences**
The ATS International Conference convenes over 15,000 clinicians; researchers, academics, and related health care professionals in the fields of respiratory, critical care, and sleep medicine. The ATS International Conference is widely recognized as featuring the best respiratory science worldwide.

**Knowledge Dissemination**
The ATS publishes three peer-reviewed journals to help clinicians, researchers, and others interested in adult and pediatric pulmonary, critical care, and sleep medicine keep up to date on the latest developments in respiratory medicine.

The *American Journal of Respiratory and Critical Care Medicine* focuses on human biology, disease, and translational research, as well as animal studies that contribute to the understanding of the pathophysiology and treatment of diseases
that affect the respiratory system and critically ill patients. The AJRCCM has one of the highest impact factors in the field. *The American Journal of Respiratory Cell and Molecular Biology* publishes papers that report significant and original observations in the area of pulmonary biology. The focus of the Journal includes, but is not limited to, cellular, biochemical, molecular, developmental, genetic, and immunologic studies of lung cells and molecules. *Annals of the ATS* publishes authoritative coverage of adult and pediatric pulmonary and respiratory sleep medicine and adult medical critical care. The Journal encompasses content that is applicable to clinical practice, the formative and continuing education of clinical specialists, and advancement of public health.

**Public Health**
Advocacy is a core priority at the ATS. The ATS maintains a government relations office in Washington, D.C. that represents ATS members and their patients and supports the regulatory and legislative priorities crucial to advancing pulmonary, critical care, and sleep medicine.

**Industry Partnerships**
ATS values its relationships with its industry partners, recognizing that corporate alliances are an integral part of improving health worldwide by advancing research, clinical care, and public health in respiratory disease, critical illness, and sleep disorders. ATS offers a number of opportunities and resources for those businesses and related professional organizations that share the ATS’s goals. The ATS Clinical Trials Resources Page, generating high traffic since its 2014 launch, connects the ATS community to current, ongoing clinical trials in pulmonary critical care, and sleep medicine being conducted by participating pharmaceutical and device companies.

**Medical Education**
ATS established the Association of Pulmonary, Critical Care, and Sleep Division Directors and provides the staff support for this otherwise independent organization. The Forum for Clinician Educators at the International Conference presents featured discussions on best practices for teaching students as well as the Innovations in Fellowship Education Award. The ATS’s Emerging Leaders Program aims to identify, train, and foster a community of peer leaders and advocates in adult and pediatric pulmonary, critical care, and sleep medicine. The ATS’s Resident Boot Camp is a two-day course for third- and fourth-year internal medicine and pediatric residents (as well as chief residents and hospitalists) who have matched into an adult or pediatric pulmonary and critical care fellowship programs.

**Mentoring Young Scientists**
Established in 2004, the ATS Foundation provides resources to advance the fight against respiratory diseases by providing funding for junior investigators just
starting their research careers. Since its inception, it has granted 189 awards totaling more than $14.9 million. The ATS Foundation strives to improve respiratory health through strategic investments in the full spectrum of research, education, and training.

**Membership**
The lifeblood of any professional society is its membership, and the ATS is fortunate to have an active, engaged, and growing membership. In the last two years membership has grown 10.9%, to 15,638. ATS enjoys strong international participation with 33% of members located outside the US, representing 129 countries. Strong membership and renewals (greater than 85% annually) confirms researchers, clinicians, academics, and related health care professionals in the fields of pulmonary, critical care, and sleep medicine recognize ATS as the leading professional organization in pulmonary medicine. An overarching principle of the ATS is that it has the opportunity and responsibility to improve world lung health.

**Financial Framework**
The ATS is in strong financial health. The ATS’s current assets exceed $11.5 million, investments total more than $15 million and property and intangibles are approximately $4.5 million. Total revenue and support in 2015 totaled $26.8 million.
IMPORTANT & REPORTING RELATIONSHIPS

The Director of Development reports to the Executive Director, Stephen C. Crane, PhD, MPH and is equally accountable to Stephen Altobelli, Chief Strategic Positioning.

The selected candidate will strategically engage and support the Executive Director, members of the ATS Board of Directors, Foundation Board of Directors, scientists, and colleagues in fundraising activities, as appropriate.

Stephen C. Crane, Ph.D, MPH, Executive Director
Stephen Crane, Ph.D., MPH, joined the ATS as Executive Director in September 2007. Previously, Dr. Crane served as the executive vice president and chief executive officer of the American Academy of Physician Assistants (AAPA) for 14 years. Prior to AAPA, Dr. Crane was vice president of the Association for Health Services Research (AHSR) and the first national program director for the Robert Wood Johnson Foundation Investigator Grants in Health Policy Research program. From 1983 to 1990, Dr. Crane served as director of the Pew Health Policy Doctoral Program at Boston University, where he also was on the faculty of the School of Public Health. Dr. Crane held the position of Assistant Academic Vice President for Health Affairs at Boston University from 1987 to 1989. Prior to 1983, Dr. Crane served on the research and teaching faculties at the University of Michigan School of Public Health. His areas of research and consulting include health workforce analysis, organizational development, health policy analysis, and strategic planning. Dr. Crane holds a PhD in public health administration (health policy analysis and health economics) and an MPH (health planning) from the University of Michigan. He earned a BA with honors in politics from Princeton University in 1969.

David Gozal, MD, MBA, President
David Gozal, MD, MBA will serve as ATS president from 2016 to 2017. Dr. Gozal is the Herbert T. Abelson professor in the Department of Pediatrics at the University of Chicago. He chairs the Finance Committee, serves as a non-voting member of the Council of Chapter Representatives, and is a member of all committees except the Nominating Committee. Before joining the University of Chicago in 2009, Dr. Gozal established the Division of Pediatric Sleep Medicine and the Sleep Medicine Fellowship Program at the University of Louisville, and also taught at Tulane University, University of California Los Angeles, and University of Southern California. Early in his career, Dr. Gozal helped to develop rural health care networks in Cameroon, West Africa, and was honored as a "Knight of the Order of Merit" of Cameroon.
Marc Moss, MD, President-Elect
Marc Moss, MD, president-elect will serve as ATS president from 2017 to 2018. Dr. Moss is the Roger S. Mitchell Professor of Medicine in the Division of Pulmonary Sciences and Critical Care Medicine at the University of Colorado School of Medicine. Before leading critical care medicine in Colorado, he studied the effects of alcohol abuse on ARDS and performed other collaborative critical care research for 11 years at Emory University in Atlanta. He is a member of the Planning Committee and will co-chair the Audit and Finance Committee. He also serves on the ATS Foundation Board of Directors.

Dean Schraufnagel, MD, Chair, Foundation Board of Trustees
Dean E. Schraufnagel, MD, is a professor of medicine and pathology, program director of the pulmonary and critical care fellowship, and vice-chair for the Faculty Affairs-Department of Medicine at the University of Illinois Chicago. An international tuberculosis expert, he has served on the board of directors of the Union Against Tuberculosis and Lung Disease, and he is director of the Forum of International Respiratory Societies. Beyond his post as chair of the ATS Foundation, Dr. Schraufnagel was president of the American Thoracic Society (2010-11), and is a senior deputy editor of the Annals of the American Thoracic Society. An active and dedicated member of the Society, his contributions include key roles on numerous ATS committees, as well as officer on the Council of Chapter Representatives.

**KEY RESPONSIBILITIES AND CHALLENGES**

As a key member of ATS’s leadership team, the DoD will be expected to contribute broadly to all aspects of the fulfillment of ATS’s mission and growth. The ATS Foundation seeks an exceptional resource development professional with both the capacity and the demonstrated track-record to respond effectively to the following opportunities and challenges:

- Work closely with the Executive Director to gain an in-depth understanding of ATS's individual and synergistic funding priorities and key programs;

- Serve as the chief development officer, director, and leader of the ATS Foundation development program;

- Promote a culture of philanthropy through strategic and consistent engagement and timely, high-quality communications;
• Work closely with senior leadership and staff to promote efforts that complement and leverage the ATS’s assemblies, sections and chapters;

• Rapidly gain a thorough understanding of the scope, history, current initiatives, and goals of ATS in order to refine and implement a strategy for securing philanthropic support;

• Craft and execute a strategic fundraising plan in collaboration with the Executive Director and members of the ATS Foundation Board of Directors;

• Prepare and oversee all annual giving, direct mail, electronic and web-based communications, case statements, proposals and content required to support fundraising activities;

• Maintain a proactive, creative leadership role in the identification, cultivation and solicitation of individual, corporate and foundation gifts;

• Build and manage a personal portfolio of major gifts donors and prospects;

• Develop, oversee and carryout comprehensive planned giving and major gift campaigns, closely coordinating with ATS leadership, scientists, and colleagues;

• Develop and maintain close working relationships with the ATS philanthropic community, sponsors, board, PAR and other patient groups and volunteers;

• Work with the ATS Foundation Chair, Foundation Board, PAR members and key volunteers in partnership with other ATS staff, as appropriate, to aid in the cultivation and solicitation of individual, corporate and foundation gifts;

• Provide education and training to Foundation Directors and other volunteers and staff as necessary to optimize their work with potential contributors;

• Oversee program content for donor receptions, events, galas in partnership with the Director, Meeting Services and other colleagues and volunteers;

• Guide stewardship and donor reporting and other communications;

• Assist the Executive Director in developing the annual budget for the ATS Foundation;
• Create, evaluate, and revise as necessary Development policy documents, recommending new or revised policy to the ATS Foundation Board of Directors and the ATS Executive Committee;

• Proactively lead the identification, qualification, and cultivation of new sources of support, including current and former members, volunteer leaders, and friends;

• The Director of Development will be involved in the marketing and branding of ATS;

• Reinforce best fundraising and professional practices.

**Ideal Experience & Qualities**

The ideal candidate will have the professional experience necessary to effectively meet the responsibilities listed in the preceding section. Expected experience and personal qualities include:

• Self-motivated, results-oriented, and mission-driven professional;

• Capable of original thought and designing creative and imaginative engagement strategy; possessing confidence, sound judgment, and high emotional intelligence;

• Ability to inspire, generate excitement, shared purpose, and meaningful action; optimistic, agile, and tenacious;

• Possess the intelligence, creativity, confidence, and ability to apply the experience of traditional development craft to a dynamic, non-traditional enterprise;

• Passion, stature, and integrity necessary to effectively support and steward partnerships with scientists, philanthropists, volunteers, donors, and prospects;

• Self-motivated, results-oriented, and mission-driven professional;

• Proven ability to successfully provide strategic direction, leadership, and daily execution of fundraising initiatives for a professional association or similar mission-driven operation;

• Experience working within a complex, multi-unit organization, ideally an academic, medical, or research-intensive institution;
• Demonstrated ability to personally close major gifts and in partnership with executive and volunteer leadership;

• Stature and professional accomplishments to gain the trust and confidence of the executive, scientific, and administrative leadership, staff, members, donors, prospects, volunteers and other constituencies;

• Diplomatic skill, awareness and political savvy to navigate successfully in a complex institutional setting;

• Affirming team building skills to help guide a collaborative organization, while maintaining clear goals and shared accountability;

• Excellent communication (speaking, writing, presentation, and listening) skills;

• Commitment to the highest standards of professionalism and best practices;

• Bachelor’s degree required; advanced degree preferred.

**COMPENSATION & BENEFITS**

The Director of Development’s compensation and benefits package will be competitive and commensurate with the selected candidate’s background and experience.

**CONFIDENTIAL INQUIRIES, APPLICATIONS & NOMINATIONS**

The American Thoracic Society has retained Freeman Philanthropic Services, LLC to assist on this key recruitment. FPS (www.glfreeman.com) is a national leader in executive recruitment for the not-for-profit sector and brings a proven track record of recruiting top talent to diverse institutions.

Please send confidential inquiries and applications directly to FPS via e-mail: ATS@glfreeman.com. To be fully considered, applications must include: an up-to-date resume and a formal letter of interest that specifically cites past experiences that best prepare the applicant for this role and why this particular opportunity is desired. Additional materials and information, including professional references, will be requested during the search and interview process.

The American Thoracic Society is an equal opportunity employer dedicated to a diverse workplace free of any forms of harassment.