



## Mark Friedman

**ESC Consultant Since:** 2000

**Education:**

Graduate work, Hebrew Union College  
B.S., Business, California State University,  
Northridge

**AREAS OF EXPERTISE:** Major gifts, annual and endowment campaigns

**NONPROFIT PROFESSIONAL EXPERIENCE:** With over 40 years as an executive in the nonprofit sector, Mark brings an extensive fundraising background and understanding of the common financial issues nonprofits face. He has served as Vice President of Development at City of Hope National Medical Center where he was responsible for major gifts, planned giving, corporate and foundation giving, and prospect research. Previously, Mark was the Vice President of Development for the Jewish Community Foundation of Los Angeles. In addition to performing responsibilities similar to his previous position, he engaged in endowment development and outreach to allied professionals such as attorneys, certified public accountants and financial advisors.

Mark has also served as an adjunct lecturer on fundraising, discussing topics such as major giving and planned giving at universities. In addition, he has served as a presenter and panelist at professional organizations' conferences.

**NONPROFIT VOLUNTEER EXPERIENCE:** Mark was the President of the Planned Giving Roundtable of Southern California, the Regional Vice President of Big Brothers Big Sisters of America, and a corporate officer of The Daniel Pearl Foundation. He has been on the Board of Directors for Big Brothers Big Sisters of Los Angeles and Temple Emanuel of Beverly Hills.

**EXAMPLES OF ESC CLIENTS:** Kehillat Israel Reconstructionist Congregation, Friends of Orphans, Shakespeare Center LA, LA Urban League, Families in Schools, Hebrew Union College, Los Angeles County Education Foundation, A Place Called Home, ONEgeneration

**INTERESTS:** Being a grandfather, reading (biographies, history, literature), nature photography, music, plays, travel. He was previously an active volunteer with his late dog Max as a part of Paws For Healing at Cedars-Sinai Medical Center.