

# Janae Sisco

**Age:** 34

**Education:** Marist College (now Marist University) – Master's in Integrated Marketing and Communication; Bachelor's in Communications, Public Relations

**Place of Employment:** New Hope Community, Inc.

**Current Title and Duties:** Director of Development. I lead all aspects of philanthropy and our giving community engagement across New Hope Community and the NHC Foundation, including fundraising strategy, major gifts, events, donor relations, advocacy, and grants. My role is centered on connecting people to purpose; transforming passions into impact through storytelling, partnerships, and investment in programs that empower people with intellectual and developmental disabilities through new opportunities for choice, independence, and personal growth.

**Years of Experience:** Over 12 years in nonprofit development, marketing, and strategic growth.

**Why Did You Choose This Career:** I followed my passion. I chose this work because it's deeply human; it's about connection, equity, and helping people see and feel what's possible. You are never done in this career – there is always something more to do, something new to learn, and more lives to touch.

**Favorite Part of Your Job:** The people. Witnessing the direct impact of generosity. When a story, a gift, or a partnership opens new doors for someone to live life more fully, more independently, or more confidently. Those moments remind me why I do this work.

**Most Challenging Part of Your Job:** Balancing the urgency of today's needs with the long-term vision. Fundraising is both heart and strategy. We are always thinking about sustainability while responding to real, immediate challenges.

**Favorite On-the-Job Moment,**

**Customer, or Memory:** We recently, through the combination of a grant and fundraising initiatives, purchased two new Trackchairs for our Hope Farm – technology that supports people who use wheelchairs to access places and experiences they may not have been able to with their everyday mobility device. One day, after announcing the purchase of the Trackchairs, I was sitting in my office when a person we support who uses a wheelchair stopped by just to say thank you for bringing this opportunity to the people we support to be more deeply engaged in our programming at Hope Farm and to go new places. Sometimes, when work gets busy, it can be easy to just keep moving down the task list; his visit to say thank you reminded me of the impact our community has on peoples' lives. He brought life back into the process and purpose back into the work going into the project. He reminded me to pause to remember the purpose and appreciate the process.

**How Do You Manage Your Time:** With intention and flexibility. My days are full and fast-paced, so I rely on prioritization, creative thinking, and belief that this meaningful work happens when you lead with purpose, not perfection. I am no expert at this, but I have an incredible team to collaborate with; and together we listen, prioritize and plan, and continue to evolve and grow and make things happen.

**What Advice Do You Have for Someone Entering Your Field:** Stay curious. Listen more than you speak. Fundraising isn't about transactions; it's about relationships. Care deeply, stay authentic, and believe in the mission you represent.

**Who Inspires You:** I cannot pick just one person, honestly. It truly depends on the day. I think, if we take the time to listen and truly see people, every person and every story has the opportunity to inspire us.

**Favorite Movie/TV Show:** The



Great British Baking Show

**How Do You Spend Your Spare Time:** My favorite way to spend my spare time is with my family – arts and crafts with my daughter, seeking out new restaurants to try with my husband, and family nights with my stepchildren.

**Favorite Vacation Spot:** I love a good road trip through New England; a few years ago, for my birthday, my husband brought me on a Diners, Drive-Ins and Dives road trip throughout New England and it has

by far been the best vacation yet.

**Family:** My life and heart are filled with my husband, our daughter, and four incredible stepchildren.

**Civic or Volunteer Affiliations:** I served as an Associate Board Member of the Depression and Bipolar Support Alliance (DBSA); I am a recent Leadership Sullivan graduate; I am a member of Sullivan Central Rotary Club; I take part in other community committee, advocacy, and volunteer opportunities as they arise.

**Favorite Quote:** "I wonder how many people I've looked at all my life and never seen." – John Steinbeck. He went on to explain that, when two people meet, each one is changed by the other so you've got two new people. This is a fascinating and eye-opening concept that should remind us of our interconnected human experience.

