



Tri Valley Conservancy

Director of Development

About the Conservancy

Since its founding in 1993, Tri Valley Conservancy has protected nearly 4500 acres in the South Livermore Valley. The conservancy holds 60 conservation easements over 121 properties including vineyards, olive groves, nut and fruit groves and parkland.

The Conservancy was well funded in the early years as a result of a mandated mitigation requirement associated with development in the South Livermore Valley. As a result, the Conservancy built a very healthy endowment. Earnings from endowment investments fund much of the operating costs. However, most of the endowment is restricted to South Livermore and there are limited opportunities for conservation projects in that area. The conservancy must expand funding in order to fulfill its mission:

Mission: "To permanently protect the fertile soils, rangelands, open space and biological resources and to support a viable agricultural economy in the Tri Valley area."

Vision: "Preservation of agricultural lands and natural open spaces in our area is vital to protecting our quality of life. The Tri-Valley Conservancy will be a leader in the permanent preservation of the area's rural and ecological environment. We envision a future that includes:

- Population growth and development matched by a strong agricultural industry and a strong conservation ethic.
- Sustainable communities. We recognize the need to protect land and to support a viable agricultural economy to provide food, recreation, and watershed for the long-term health and viability of our community.
- Ecological Health. We are committed to the permanent protection of lands that are critical to the health of the environment.

Tri Valley Conservancy will foster the creation and maintenance of a productive and balanced environment for current and future generations of Tri-Valley area residents."

The Job

We are searching for an experienced development director with proven success designing and executing a full range of philanthropic fundraising strategies. Reporting to Tri Valley Conservancy's Executive Director, the Director of Development will be responsible for leading the planning, design, implementation, and evaluation of all aspects of the organization's fundraising. Our fund development program places special emphasis on major and planned

gifts from individuals, private family foundations and corporations. The conservancy also raises funds through government grants, special appeals, annual campaigns, membership relations and promotion, and special events.

You will:

- Design and manage the fundraising strategy, plan, calendar, and budget
- Expand and manage the major individual-giving program, including the cultivation, solicitation, and stewardship of prospects and maintain a portfolio of individual major gifts prospects and donors
- Design and implement innovative strategies to raise money through annual appeals and membership drives
- Plan and organize fundraising events
- Produce all appropriate collateral material
- Research identify, cultivate, solicit, and steward foundation donors; oversee the creation and production of all fundraising materials, including letters of inquiry, grant proposals, and reports;
- Lead all communications and outreach efforts
- Oversee the donor database system and the creation and production of all communications materials, including newsletters and marketing materials.

Our Ideal Candidate

- Solid fundraising experience, with proven success in the areas of individual giving;
- Demonstrated ability to build, expand, and manage a development program responsible for at least \$250,000 annually;
- Experience managing and motivating boards and volunteers for fundraising initiatives;
- Outstanding written, verbal, and interpersonal communication skills;
- Attention to detail and strong time-management and organizational skills;
- Experience with fundraising databases and strong comfort with MS Office, including PowerPoint;
- Strong financial skills, including the ability to develop management reports that present a clear financial picture of fundraising activities;
- Demonstrated experience with community outreach and communications

To apply: Please send a cover letter and resume to jimm@solidgroundconsulting.com with "Director of Development" in the subject line. We are looking for a thoughtful, personalized cover letter that demonstrates your qualifications and writing style.