

Be The One



Community Foundation of Sarasota County
Senior Vice President, Community Investment
The Opportunity

Supported during the first six and half years of her tenure by an exceptionally committed board of community and business leaders—all donors to the Foundation—the CEO of the Community Foundation of Sarasota County (CFSC) and her evolving management team have leveraged the organization’s three decades of philanthropic service to the region with new energy, increased funding and a renewed commitment to the Foundation’s highly successful donor-centric service model. As a result, one of Florida’s vibrant philanthropic entities in one of the state’s most generous communities is poised for even more substantial charitable impact. CFSC has been a respected philanthropic force since its founding in 1979. By providing a highly personalized link between donor’s dreams and the community’s needs, CFSC has helped ensure that people of vision and means have a trusted partner in their commitment to having an enduring impact on the community and causes they treasure. CFSC also believes that everyone can be a philanthropist, not just those with means. Accordingly, CFSC purposefully champions the community goals of its donors, committed at every turn to helping individual community investors achieve the maximum impact for the philanthropic dollars they entrust to the Foundation.

Growth in Assets (in Millions)



The appeal of this approach is manifested by the \$333 million in assets now held in the Foundation’s 1400+ funds. Last year, the Foundation granted over \$33 million in grants and scholarships focusing on donor dreams in areas such as education, health and human services, the arts, animal welfare, and the environment. CFSC is among the top 10% of community foundations

nationally.

CFSC expects its team, with the senior management team leading the way, to embody a set of seven core values:

- Compassion
- Empowerment
- Innovation
- Integrity
- Quality
- Stewardship
- Inclusiveness

The future for the Foundation, its supporters and the communities they serve looks very bright indeed, even as the area has very real needs that only philanthropy can address. Florida is unusually well positioned to benefit from the southern shift in the country's population and focus, and Sarasota County's natural appeal will help ensure the area continues to be among the state's most attractive locales, whether for full-time inhabitants, seasonal residents, visitors or investors. The pattern has been building for quite some time, and Sarasota's secret—a low-key but highly livable community—is rapidly becoming public perception.

Last year, local residents made official something the Foundation had known for a long time: Sarasota County is an exceptionally generous community. More specifically, in just one day last year, donors to CFSC's 24-hour online Giving Challenge, part of the largest crowdfunding event in US history, donated over \$13.1 million. Since 2012, the Giving Challenge has raised a combined \$28 million for more than 560 local nonprofits. The Giving Challenge is but one example of how CFSC welcomes all community philanthropists.

The Foundation has a special opportunity for a seasoned community investment executive to become Senior Vice President, Community Investment, responsible for CFSC's community investment in all its forms.

One of just three senior level direct reports to the CEO, the Senior Vice President will have the mandate to lead a self-sustaining and talented Community Investment team truly worthy of the Foundation's heritage and aspirations. And as the Foundation nears its 40th anniversary celebration in 2019, the SVP of Community Investment will have a clear mandate to ensure our community investments are achieving the greatest impact and results.

A dedicated advocate of excellence in philanthropy, CFSC is accredited by the Community Foundations National Standards Board, a supporting organization of the Council on Foundations. Perhaps more important locally, the Foundation is widely regarded as a collaborative partner by hundreds of nonprofits serving the people of Sarasota County. Complete information on the Community Foundation of Sarasota County can be found here: www.cfsarasota.org. (Of special interest to SVP prospects will be Season of Sharing, a Foundation initiative in partnership with the Herald-Tribune Media Group now in its 18th year.) Audited financials from June 2016 are available at the website.



The Location

The Foundation is located near downtown Sarasota, FL, in a purpose-built headquarters building which was created by the Foundation in partnership with a generous donor specifically to encourage utilization by other community-enhancing organizations. Last year, for example, the Foundation hosted over 12,000 individuals from area nonprofits for community-enhancing initiatives at no cost to the users.

Sarasota is a family-friendly community renowned for its cultural and environmental amenities (“from ballet to bodysurfing”), beaches that Forbes magazine cited as the best in America, a vibrant arts infrastructure and eclectic international cuisine. Located on Florida’s west coast, south of Tampa and north of Ft. Meyers, Sarasota is one of America’s most livable communities.

By most US standards, Sarasota enjoys an exceptionally favorable climate. For example, the average low temperature in February is 53°, and the average high is 74°. In July and August, the hottest months, the typical range is only from 73° to 91°. Year-round, the averages are 63° and 83°, respectively.



The Mandate

Working in partnership with the other members of the senior leadership team, the volunteer board, professional advisors and other external stakeholders, the SVP will be expected to shape and execute the Foundation's overall grant making strategy. The Foundation is lean, and a player-coach approach is an apt model. Not only must the SVP design the strategy, s/he must also drive its implementation, setting a model of personal engagement and initiative within the foundation and throughout the larger community.

While the role is by definition a collaborative one, the SVP will retain primary accountability for progress against specific goals for organizational Success Measures for Community Investment.

The SVP, Community Investment will build upon the success of six years of leadership by the former SVP. CFSC is positioned as a national leader in initiatives such as our Two Generation initiative, the Campaign for Grade Level Reading (received numerous Pacesetter awards) and EdExplore SRQ. The new SVP will have the opportunity to bring fresh perspectives and lead our work to have even greater impact. See the Ascend Case Study completed on our Two Generation Initiative at:

<http://ascend.aspeninstitute.org/legacy/resources/Sarasota%20Case%20Study.pdf>

To be fully successful, the SVP of Community Investment must:

- Partner with other members of the Foundation's leadership team in collaborative pursuit of strategic goals.
- Strengthen outreach processes and initiatives to ensure the best and most meaningful possible relationships with CFSC's target audience.
- Work with Community Investment staff to incorporate The Giving Partner profiles into all developmental outreach.
- Ensure systems and processes are in place to capture and employ information on a timely basis.
- Lead the Foundation's grant making team so that it enhances its reputation throughout the community for impact and effectiveness. Develops and manages a community assessment process to identify pressing community needs.

- Ensure CFSC initiatives are making an impact and make adjustments as needed.
- Develops and implements online field of interest and discretionary grant cycle utilizing The Giving Partner profiles (when available).
- Oversees and manages The Giving Partner.
- Ensure Nonprofit Services are strengthening nonprofits to be more effective and efficient.
- Ensure key initiatives (e.g., Season of Sharing) are run with the discipline required of a complex project.
- Ensure CFSC is represented at key community discussions.
- Research and incorporate national best practices in community activities
- Facilitate partnerships between donors and non-profits and between non-profits with synergies to identify efficiency gains and impact multipliers.
- Oversee the marketing and communications strategy and execution.

The Candidate shows the following qualifications:

- Understanding of nonprofit effectiveness and efficiency; grant making experience.
- Local community knowledge is a plus however not required if proven community investment experience.
- Excellent communication and organizational skills.
- Project management skills.
- Exemplary people management skills
- Ability to develop and execute high impact strategies
- Financial acumen to evaluate budgets and ROI
- Understanding of marketing levers, traditional and digital media in order to provide oversight to function.

Culture: CFSC Seeks an SVP who can:

- Seize the opportunity for critical contribution with minimal handholding by the CEO.
- Comfortably champion the Foundation's strategy and philanthropic vision in a variety of contexts, whether one-on-one discussions with individual donors or in large-group presentations to assemblies of community advocates.
- Thrive in a performance-based culture that embraces a commitment to continuous improvement.
- Balance a genuine commitment to servant leadership with the confident demeanor of an experienced professional.
- Model and apply best development practices in a collaborative environment.
- Respond with an easy sense of humor to the stress of working in the community spotlight.

Commitment: The Foundation expects to hire an SVP who:

- Has a deep affinity for the Foundation's mission.
- Respects the role individual donors can play in a community's success.
- Brings an infectious personal commitment to community results and impact.
- Understands and has mastered excellence in grant making, collective impact and building collaborations.
- Has the experience and capacity to strengthen and lead a self-perpetuating community investment team

- Welcomes being held accountable for results, taking responsibility for the department's contributions while championing the overall effectiveness of the organization.

General Performance Standards and Expectations:

In addition to satisfactory performance on all the essential job duties and responsibilities for this job, the Community Foundation of Sarasota County employees will strive to demonstrate our service philosophy of P.R.I.D.E. in excellence to our internal and external constituents.

Purposeful Worker

Goal Oriented

Gets job done within deadlines

Self-Motivated

Takes Ownership

Accountable

Maintains required technical skills

Calm under stress

Respect

Respect for importance of everyone

Empathetic Listener

Ask and Listen

Provides excellent customer service, both internal & external

Demonstrates qualities of a Servant Leader

Under promises and over delivers

Authentic, honest, genuine

Inspirational

Curious about new information

Creative, independent thinker

Problem solver – thinks outside the box

Continuous learner

Dedicated Team Player

Works well across disciplines

Adaptable to change

Listens to others ideas

Accepts different assignments

Enthusiastic

Excited about the CFSC mission

Optimistic, positive attitude

Applications will be accepted through January 12, 2018. All interested candidates must complete an application through the Community Foundation's recruitment website and include a current resume and cover letter.

Please apply online at www.CFSarasota.org.

For additional information or questions, please contact:

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