



Director of Philanthropy

The Giving Grove is a national network of 500 urban community orchards nurturing people and the planet. Through partnerships with local organizations and leadership from hundreds of volunteers, these orchards increase access to fresh food, tree canopy and community greenspace for 500,000 people across the U.S., while providing essential environmental benefits.

These philosophies guide our team and our work:

- Collaborate and share knowledge
- Cultivate community leaders
- Grow where invited
- Encourage food sovereignty
- Support equitable placemaking
- Reconnect with nature
- Use a holistic, organic approach
- Reinvigorate urban greenspace

Position Summary:

The Director of Philanthropy will lead fundraising efforts for The Giving Grove through its next stage of growth, which will require an estimated \$4 million in funding over 3 years. The Director will work with the Co-Executive Directors, Board of Directors, staff, volunteers and vendors to design and sustain the organization's fundraising programs through an annual development plan that includes major giving, recurring giving, matching campaigns, special events, corporate partnerships, foundation funding, government grants and earned income.

The Giving Grove uses a co-leadership model; the Director of Philanthropy will report to the Co-Executive Director – Development. This position includes opportunities for remote or hybrid work. Giving Grove's headquarters are in Kansas City, MO.

Responsibilities:

- Develop and implement annual and long-range fundraising goals, objectives and strategies to support the organization's continued national expansion
- Lead research, cultivation and stewardship activities for each funding stream, with an emphasis on major giving, individual giving and sponsorships, as well as corporate partnerships, foundation funding, government grants and earned income
- Identify and manage collaborative funding opportunities for Giving Grove's network of affiliate partners across the U.S.
- Lead quarterly calls that bring together development staff from all of Giving Grove's affiliate partners for sharing best practices and resources
- National travel as needed for donor engagement and events with affiliate partners

- Lead sponsorship solicitation and special event fundraising
- Work with the Marketing and Communications Manager to develop campaign materials and stewardship content
- Manage development database and ensure timely gift acknowledgement
- Prepare grant reports for funders and development reports for board and leadership

Expected Priorities and KPIs:

- The priority focus areas for this position are major giving (20% of your time), individual giving campaigns (20%) and sponsorships (15%).
- This position also plays a leadership role in corporate partnerships (10%), foundation giving (10%), government grants (10%) and earned income strategies (5%), in collaboration with the Co-Executive Directors.
- An estimated 10% of time will be dedicated to supporting affiliate partners in building their fundraising capacity.
- KPIs include annual revenue of \$1.3M (year 1) and growth in individual giving, sponsorships and donor retention over a 2-year period.

Qualifications

- Clearly and consistently demonstrates The Giving Grove's mission, vision and values in words and actions
- 5+ years fundraising experience with proven track record of success for fundraising campaigns, stewardship and major gifts
- Excellent communication and relationship-building skills
- Ability to work collaboratively with a team and a national network of affiliate partners
- Proficiency in database management; Salesforce preferred
- Availability for national travel (estimated at 10%)
- Experience working on national fundraising campaigns preferred

Compensation and Benefits

The targeted starting salary for this position is \$75,000 - \$85,000, depending on qualifications. Available benefits include health insurance (100% of premiums paid for employees), a retirement account with a 3% match, and paid holidays and vacation. This position includes options for hybrid and remote work. The Giving Grove offers a supportive organizational culture that emphasizes collaboration and professional development.

Application Process

To apply, please submit a letter of interest and resume to admin@givinggrove.org by October 31, 2023.