

# Senior Vice President, Development

Position Profile

Columbus, Ohio

## About the Mid-Ohio Food Collective

One in six Ohioans, including one in four children, is at risk of going hungry. Within Franklin County alone, our hungry neighbors miss roughly 69 million meals each year—or an average of three meals per week. Simply put, thousands of our neighbors go an entire day without eating each week.

Since 1980, feeding hungry neighbors has been at the core of the Mid-Ohio Food Collective’s mission. Over the decades, the organization has pushed traditional food banking forward—learning, growing, and innovating to better meet neighbors’ needs. Today, MOFC is among the nation’s leading hunger-relief organizations, with five key programs that together demonstrate pioneering, resourceful strategies to feed families *and* address larger social challenges.



- The **Mid-Ohio Food Bank** works with a network of more than 600 agency partners—pantries, soup kitchens, emergency shelters, senior dining centers, and day care and after-school enrichment programs—to provide more than *160,000 meals each day*. Last year, the Food Bank distributed more than 73 million pounds of food and groceries, much of which consisted of fresh produce and foods. The organization’s 20-county service area covers 10,000 square miles in central and eastern Ohio, making the Collective the largest hunger-relief organization in the state.
- **Mid-Ohio Markets** are community, place-based hubs, designed to address customer needs and reduce stigma by more closely resembling a grocery store experience. The Markets provide frequent access to fresh produce and provide wraparound services in other life-important areas—such as healthcare, housing, education, and job training.
- The **Mid-Ohio Farm**, which launched in 2013, transformed a vacant space into a fresh-food-producing smart farm. Today, it has grown into a research, urban farming, and educational outreach center.
- The **Mid-Ohio Farmacy**—an innovative program managed in partnership with local health care providers and insurers—connects patients with the healthy foods they need. Customers fill their “food prescriptions” at various locations, run by the Collective and partner agencies; doctors are able to easily track the prescriptions through the Collective’s data system.
- Through a restaurant, community meals, and Kid’s Café meal services, the **Mid-Ohio Kitchen** provides fresh, healthy food for kids, schools, seniors, and other community members, helping customers learn how to shop and cook for long-term health.

Alongside countless community members, partner agencies, volunteers, team members, and neighbors, the Mid-Ohio Food Collective is continuously working toward a hunger-free future.

## The Opportunity

The Mid-Ohio Food Collective seeks an experienced, strategic development leader to oversee the organization's continued fundraising growth and success. Supervising a team of 19 fundraising professionals, the SVP of Development will be a key member of the organization's Executive Leadership Team, a thought partner to a visionary CEO, and liaison to the organization's Development Committee. Together with these partners, the incoming SVP of Development will build and implement a strategy to raise \$23 million in FY2023 in support of MOFC's critical mission.



This position carries tremendous opportunity. The incoming SVP of Development will assume leadership at a critical moment in our country relative to hunger and health. They will build on the momentum of MOFC's recent, highly successful fundraising campaign, *Rooted in You*. They will partner with a well-respected leadership team and a board deeply committed to the organization's mission. With these converging factors in place, the incoming leader will be well-positioned to create and implement

a strategic development plan that will inspire donors to deepen their commitment to ending hunger in our community.

The SVP of Development will be a strategic, dynamic fund-development leader with a deep understanding of fundraising principles, methods, and tactics. They will be highly collaborative and a strong motivator who will promote a culture of philanthropy among the board, volunteers, and staff. In addition, they will bring a keen understanding of management, team dynamics, and accountability to lead a high-performing development staff to continued excellence.

## Key Position Functions

The incoming SVP of Development will work in partnership with MOFC leadership to oversee fund-development tactics that will support the operations, growth, and long-term sustainability of the organization. They will also lead the development team, providing day-to-day management, in addition to building and maintaining relationships with high-capacity prospects. Specific activities include:

**Fundraising Strategy:** Oversee and direct all fundraising activities, including the annual fundraising plan, grants, individual major gift fundraising, corporate and foundation funding, special events, planned giving, donor relations, and fundraising operations. Analyze and evaluate the donor base and external relationships to identify opportunities for new and increased revenue. Create development and fundraising plans to achieve goals, meeting or exceeding annual budget.

**Leadership and Management:** Motivate and manage a 19-person development team, directly supervising five director-level staff. Provide effective team leadership and professional development. Develop employees through effective performance management, salary planning and administration, training and development, workflow and organizational planning, hiring and placement, and team

engagement. Ensure a commitment to a safe, secure, and healthy work environment by establishing, following, and enforcing standards and procedures.

**Donor Engagement and Stewardship:** Cultivate, strengthen, and sustain strategic relationships with key donors, ensuring a high level of donor satisfaction and involvement. Oversee the creation and implementation of donor development, solicitation, and stewardship plans. Guide strategy for the development of recognition activities for key stakeholder groups.

**Development Operations:** Develop, implement, and monitor appropriate metrics for overall development and individual team performance to achieve strategic objectives. Ensure the development infrastructure provides an efficient and effective pathway for donor engagement; oversee the team responsible for all donor data tracking and reporting, donor relations, gift acknowledgement and gratitude activities, donor solicitation tracking and portfolio management, and gift and fundraising policies and processes.

**Collaboration:** Serve as a member of the executive team and participate in strategic planning and management activities. Establish and maintain strong relationships with MOFC team members and other stakeholders. Collaborate with other departments to ensure strong working relationships that foster a cohesive and creative work environment.

**Board Relations:** Guide and lead board members in identifying and cultivating donors. Develop and maintain positive relationships with board members to ensure maximum support for fundraising activities. Provide timely and accurate fundraising reports to the board. Serve as the primary liaison to the Development Committee.

## Qualifications

### Competencies and Attributes for Success in the Position:

- Strategic Mindset
- Communicates Effectively
- Drives Vision and Purpose
- Builds Effective Teams
- Ensures Accountability
- Plans and Aligns
- Drives Engagement
- Business Insight
- Builds Networks
- Manages Complexity
- Collaborates
- Interpersonal Savvy
- Manages Conflict
- Customer Focus

### Required Qualifications:

- Bachelor's degree in related field
- Must have valid Driver's License
- Demonstrated record of significant achievement in fundraising, and specifically with major and planned giving
- At least seven years of experience leading a fundraising department within a nonprofit organization



- Demonstrated experience participating in outcomes-driven DEI initiatives

### **Desired Qualifications:**

- CFRE (strongly preferred)
- Graduate degree in related field
- Successful experience at a like-sized organization and knowledge of fundraising in the social services sector
- Demonstrated and successful comprehensive and capital campaign experience

### **Compensation**

MOFC is pleased to offer a competitive compensation and benefits package for all employees. Minimum starting salary for the position of Senior Vice President of Development position is \$145,000.

## **Application Process**

Benefactor Group is pleased to be assisting Mid-Ohio Food Collective with this executive search. Applications will be reviewed as they are received. All applications are considered highly confidential. To be considered for this position, please send a cover letter and resume to:

#### **Benefactor Group Recruitment Team**

[HR@benefactorgroup.com](mailto:HR@benefactorgroup.com)

<http://www.benefactorgroup.com>

To learn more about the Mid-Ohio Food Collective please visit <https://mofc.org/>

Please do not contact Mid-Ohio Food Collective staff or board with questions or interest in the role. All inquiries about the position should be directed to Benefactor Group.

## **About Columbus, Ohio**

[Columbus](#) has it all: the vibrancy of a major city, the affordability of a mid-sized one, and the values of the Midwest. The city is alive with exciting arts and cultural initiatives, music, and cuisine. And, thanks to a growing array of businesses and strong higher education institutions, including The Ohio State University, it's home to a talented, energetic workforce.

### **Bustling City—with an Affordable Cost of Living**

Ohio's capital city was recently awarded the top spot on the Forbes list of [Best Cities for Mid-Career Professionals](#). It's the country's first "Smart City," and ranks at the top of the list for attracting technology talent. It's one of the fastest-growing cities, with a population increase of nearly 11% in the past eight years (and job growth of 14% in roughly the same period). All this—with a cost of living 10% lower than the national average.

In addition, Ohio's industries are rapidly growing. Key investments, like the \$20 billion Intel plant and the \$4 billion invested by Honda and LG Electronics into electric vehicle production, have attracted national attention and talent to Columbus.



## Arts, Culture, and Cuisine Hubs

Ohio's largest city, named one of the ["30 Most Fun Places to Live in the U.S."](#), is filled with creative talent and cultural hotspots. Explore the best that Columbus has to offer by...

- Touring the [Columbus Museum of Art](#); the Pizzuti Collections, called "one of the top art collections in the world"; the Wexner Center for the Arts; annual Columbus Arts Festival; brand-new 32,000-sq.-ft. immersive "Otherworld" exhibit; and more.
- Paying a visit to Columbus' multitude of performing arts spaces: from Shadowbox Live!, to the Columbus Symphony, to four other large theatres, and more.
- Spending a day at the 36,000-sq.-ft. LEGOLAND Discovery Center, top-rated science center COSI, [Columbus Zoo and Aquarium](#), the nation's most highly rated public library system, American Museum of Natural History Dinosaur Gallery, or National Veterans Memorial and Museum.
- Celebrating [fashion in Columbus](#); the city comes in right after New York and Los Angeles as the biggest fashion design city in the nation.

Ranked as one of WalletHub's "Best Foodie Cities in America," Columbus offers everything from classic diner fare to fine dining to offbeat cafes. The city is notably home to restaurateur Cameron Mitchell and Jeni Britton of Jeni's Splendid Ice Creams.

## Nature Oases

Less than 30 miles from five state parks, Columbus provides proximity to natural beauty. Other notable green spaces include Schiller Park in German Village, the Park of Roses in Clintonville, the [Franklin Park Conservatory](#), and the [Scioto Mile](#) downtown.

## Unparalleled Educational Opportunities

In addition to The Ohio State University, one of the nation's best public universities, Central Ohio is home to institutions such as Columbus College of Art & Design, Capital University, Otterbein University, Ohio Dominican University, Ohio Wesleyan University, Denison University, Ashland University, Pontifical College Josephinum, Trinity Lutheran Seminary, the Methodist Theological School, and Columbus State Community College.

## Diverse Neighborhoods

With a variety of housing stock, the metropolitan region has established and growing suburbs, kid-friendly activities, and great options for primary and secondary education.