

# BUFFALO CENTRAL TERMINAL

POSITION PROFILE

## Fund Development Director

Buffalo Central Terminal

Buffalo, New York



Photo Credits: Joshua Bessex/Buffalo News

## About Buffalo Central Terminal

The Buffalo Central Terminal is one of the most iconic buildings in Buffalo and Western New York. Since 1929, this exemplar of Art Deco architecture has symbolized Buffalo's journey—from bustling passenger train station to a dormant structure cared for by dedicated volunteers, and now, a living landmark once again on the rise.

Today, Buffalo stands on the brink of a new era. For the first time in decades, the city's population grew nearly 7% between 2010 and 2020. Increased investment, a diversifying and innovation-driven economy, and ongoing rehabilitation efforts are reshaping the city's future.

The Central Terminal Restoration Corporation (CTRC), the organizational engine behind this project, recently developed a community-driven Master Plan to reinvent and repurpose the Central Terminal. For nearly 30 years, CTRC has championed the reuse of the site as a catalyst for reinvestment in Buffalo's East Side and the wider region. Once the vision for the Central Terminal is realized, the landmark and 12.5-acre grounds surrounding the site will once again serve as a hub of activity and a community anchor that attracts people and investments to the Broadway-Fillmore neighborhood, the East Side, the City of Buffalo, and the Western New York region.

With a compelling Master Plan, committed staff and board leadership, more than two decades of volunteer support, a partnership with a local/national development team, and \$61 million in initial funding, the Central Terminal project is at a critical inflection point.

This landmark—beloved by a city and admired by a nation—is ready to become a new kind of connective force. Its reimagination brings together diverse individuals, from longtime Central Terminal champions and neighborhood residents to new Americans, from local business owners to government allies, from preservationists to pioneers. Now is the ideal time to invest in a reimagined Central Terminal and in the future of Buffalo itself.



## The Opportunity

CTRC seeks a fundraising leader to grow the foundation that has been built and lead its fund development strategy at a pivotal moment in the organization's growth. In 2025, a feasibility study was completed, and it recommends that CTRC devote two years to expanding the base of private support through individual, corporate, and foundation giving; communicating progress and stewarding current and potential donors; and amplifying partnerships with public entities and community members which will be key drivers of this position.

The Fund Development Director will be a key thought partner to the visionary Executive Director and peer to an experienced Deputy Director and an external fundraising consultancy. They will work collaboratively to advance the transformation of Buffalo Central Terminal into a purpose-built cultural and economic hub that catalyzes reinvestment in the Broadway-Fillmore neighborhood, and positions Buffalo as a national model for equitable redevelopment.

The organization is preparing to launch a transformational capital campaign to advance restoration and significantly expand the Terminal's role as a community and cultural anchor. The completed 2025 feasibility study revealed potential for strong public support for the campaign and significant interest in the case for support from prospective individual and institutional supporters. There is, however, opportunity for growth to support Buffalo Central Terminal's fundraising efforts at the scale required for a major capital campaign, and ongoing annual fundraising to support operations and ongoing programming. The Fund Development Director will provide strategic leadership for this effort while building upon the infrastructure and systems that are in place to support long-term fundraising growth and sustainability.

This role requires a strategic and results-driven fundraising professional with knowledge of philanthropic best practices and the ability to translate a complex, multi-phase Master Plan into compelling cases for support. This fundraising leader will cultivate a strong culture of philanthropy across the board, staff, volunteers, and partners, and will work closely with a lean, high-performing team to secure philanthropic support that accelerates the Central Terminal's reuse and regional impact.

The Fund Development Director works in partnership with the Executive Director to ensure the organization continues to build its resources through:

- Effective donor relationships (new and existing);
- Leveraging relationships with individuals, corporations, foundations, and government partners across the community;
- Developing and implementing a comprehensive development plan that grows contributed revenue;
- Managing day-to-day needs of development and the capital campaign;
- Elevating the Central Terminal's brand awareness in the region and nationally; and
- Partnering with external fundraising consultancy on development strategy.

## Key Position Functions

### ***Fund Development Strategy & Leadership***

- Design, implement, and lead a comprehensive fund development strategy supporting capital, annual, and special-project fundraising priorities and advancing Buffalo Central Terminal's long-term sustainability.
- Provide strategic leadership for a transformational capital campaign, translating a complex, multi-phase Master Plan into compelling cases for philanthropic investment.
- Serve as a key thought partner to the Executive Director and Deputy Director, aligning fundraising strategy with organizational vision, growth objectives, and community impact.

### ***Major Gifts & Campaign Management***

- Identify, qualify, cultivate, solicit, and steward a portfolio of approximately 100 major gift donors and prospects, with emphasis on leadership and transformational gifts.
- Personally lead major and principal gift solicitations and prepare board members, leadership, and volunteers to participate effectively in donor engagement and asks.
- Develop customized, donor-centered proposals and presentations that clearly articulate impact, urgency, and the role of philanthropy in revitalizing Buffalo Central Terminal.

### ***Donor Cultivation & Stewardship***

- Build authentic, long-term relationships with donors through personalized outreach, site tours, and curated experiences that bring the Central Terminal's history, future, and community impact to life.
- Ensure timely, meaningful stewardship of major donors, including communication, recognition, reporting, and engagement opportunities that reinforce donor impact and long-term commitment.
- Collaborate with staff and volunteers to design stewardship events and experiences that sustain donor loyalty throughout the campaign and beyond.



Photo Credits: Steven Luangpakdy

### ***Organizational Collaboration & Infrastructure***

- Build and support a strong culture of philanthropy across board, staff, volunteers, and partners.
- Collaborate with external fundraising consultancy on fund development strategy.
- Provide tools, coaching, and support to board members and key volunteers to strengthen their role in donor identification, cultivation, solicitation, and stewardship.
- Collaborate on grants, sponsorships, corporate giving, and public funding efforts as appropriate, contributing to Buffalo Central Terminal’s comprehensive fundraising strategy.
- Strengthen development systems, processes, and metrics to support fundraising growth, accountability, and long-term success.
- Provide guidance on donor-focused messaging and communications to advance philanthropic support and elevate Buffalo Central Terminal’s regional and national profile.

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

- |                                |                               |
|--------------------------------|-------------------------------|
| • Strong relationship skills   | • Balances stakeholders       |
| • Fundraising technical skills | • Interpersonal savvy         |
| • Fundraising acumen           | • Plans and aligns            |
| • Communicates effectively     | • Drives results              |
| • Instills trust               | • Action-oriented             |
| • Drives engagement            | • Politically savvy           |
| • Collaborative                | • Entrepreneurial spirit      |
| • Builds networks              | • Demonstrates self-awareness |
| • Nimble learner               | • Organizational savvy        |

### **Qualifications:**

Successful candidates should have the following qualifications.

- Bachelor’s degree
- Three to five years’ experience in major gift fundraising and capital campaigns
- Demonstrated experience building and managing relationships with diverse groups and audiences
- Demonstrated success in cultivating, soliciting, and securing major gifts from individuals, foundations, corporations, and government
- An understanding of and experience with donor databases and systems

### **Salary and Benefits**

Buffalo Central Terminal is pleased to offer a competitive compensation and benefits package for this position. Target compensation for the position is \$85,000-\$95,000, commensurate with experience.

## Application Process

Benefactor Group is pleased to be assisting Buffalo Central Terminal 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 submit a resume and cover letter at this link: <https://bit.ly/BCT-FundDevDirectorApp>.

To learn more about Buffalo Central Terminal, please visit: <https://buffalocentralterminal.org/>.

Please do not contact Buffalo Central Terminal staff or board with questions or interest in the role. All inquiries about the position should be directed to Benefactor Group.

**Benefactor Group Recruitment Team**

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

<http://www.benefactorgroup.com>



Photo Credits: Eula Films

## About Buffalo, New York

Buffalo is one of the Northeast's most compelling comeback cities. Once a powerhouse of American industry, Buffalo has reinvented itself as a vibrant hub for culture, innovation, and waterfront living. Frequently recognized for its affordability, architectural legacy, and quality of life, the city blends historic character with modern momentum. From world-class art and sports fandom to a growing food and brewery scene, Buffalo offers something for everyone.

Set along the shores of Lake Erie and the Niagara River, Buffalo is surrounded by natural beauty and four distinct seasons. The city's waterfront parks, tree-lined neighborhoods, and proximity to Niagara Falls create an enviable setting for those looking to put down roots in Western New York. Known as the "City of Good Neighbors," Buffalo combines a strong sense of community with easy access to larger metropolitan areas via Amtrak rail service, an international airport, and major interstate highways connecting to Toronto, Cleveland, and beyond.

Buffalo is internationally renowned for its architecture and park system. Designed in part by famed landscape architect Frederick Law Olmsted, the city's network of interconnected parks and parkways was one of the first of its kind in the nation. Cultural landmarks such as the Darwin D. Martin House, Buffalo City Hall, and the historic Richardson Olmsted Campus highlight the city's rich architectural heritage. Nearby, Niagara Falls State Park, Beaver Island State Park, and the Niagara Wine Trail offer endless opportunities for hiking, biking, boating, and sightseeing, drawing millions of visitors to the region each year.

At the heart of the city lies a thriving cultural scene anchored by institutions like the Buffalo AKG Art Museum, Shea's Performing Arts Center, and the historic Theatre District. Canalside and the Outer Harbor have transformed Buffalo's waterfront into a year-round destination for festivals, concerts, kayaking, and ice skating. Neighborhoods such as Elmwood Village, Hertel Avenue, and Larkin Square are filled with locally owned shops, galleries, restaurants, and gathering spaces that showcase the city's creative spirit.

Beyond arts and recreation, Buffalo offers strong educational opportunities at every level. The city is home to a robust public and private school network, as well as major higher education institutions including the University at Buffalo (SUNY's flagship campus), Buffalo State University, Canisius University, and D'Youville University. With its growing healthcare, technology, and research sectors, Buffalo continues to attract students and professionals from across the region.

As locals like to say, Buffalo is more than a place—it's a feeling. Rooted in resilience, pride, and neighborly warmth, Buffalo proves that a city with a strong past can build an even stronger future.





450 South Front Street, Columbus, OH 43215

1-614-437-3000

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

[www.benefactorgroup.com](http://www.benefactorgroup.com)



THE  
Giving  
Institute™  
Shared intelligence.  
For the greater good.



Giving  
USA™  
A public service initiative  
of The Giving Institute



NNSC  
NETWORK OF NONPROFIT  
SEARCH CONSULTANTS

WOMEN  
OWNED®  
CERTIFIED BY | WOMEN'S BUSINESS ENTERPRISE  
NATIONAL COUNCIL