



**The Louisiana FFA Foundation is currently seeking a new Development Director.** The objective of the Louisiana Future Farmers of America Foundation, Inc., is to financially support the activities of the Louisiana Association of Future Farmers of America Inc. and aid the FFA in the development of agricultural leadership, cooperation, and citizenship. The Louisiana FFA foundation aims to build partnerships with industry, education, government, foundations and individuals to secure resources for the future of agricultural education and student leader development. Each year, FFA makes a positive difference in the lives of more than 10,500 student members in Louisiana by developing their potential for premier leadership, personal growth, and career success through agricultural education.

### **The Position**

The Development Director of the Louisiana FFA Foundation will be a full time telecommuting position with a minimum of ten hours of travel a week. The Development Director will meet with the Executive Director and Foundation's Board quarterly and is responsible for planning and leading fundraising and maintaining the Foundation's external relationships. More specific responsibilities include:

- Direct and participate in the Foundation's fundraising efforts. Identify and evaluate opportunities for funding. Build and maintain strong working relationships with donors and partners. (Role will require frequent in-state and occasional out-of-state travel.) Provide weekly updates to the Executive Director.
- Secure \$200,000 annually of financial support from individuals, foundations, and corporations for the Louisiana FFA Foundation.
- Ensure the Louisiana FFA Foundation's stewardship of donated funds represents best practices. Oversee the design and operation of best practices for development support (*e.g.*, gift processing, acknowledgement, grant monitoring, and reporting, etc.)
- Manage the implementation of the donor CRM including data entry and gift processing.
- Oversee organization of special events.
- Develop and track grant proposals and reports for all foundation and corporate fundraising.
- Represent Louisiana FFA Foundation to other organizations and the general public while strengthening its brand and public profile.

*Desired experience:*

- 5+ years of experience with a nonprofit organization, including a working relationship with a strong volunteer board of directors.
- Knowledge of and appreciation for agriculture and FFA's heritage, culture, and potential and an understanding of FFA's special characteristics and values and its supporters and friends.
- Excellent oral, written, interpersonal, and presentation communication skills.
- A bachelor's degree.
- Proven fundraising and development skills, including a successful track record in identifying, cultivating, and stewarding individual, foundation, and corporate donors in a range of development activities (*e.g.*, major gift fundraising, annual campaigns, grant writing, capital campaigns, events, planned giving, etc.).

*Desired personal characteristics:*

- A strong, effective executive presence and leadership style that reflects confidence and integrity and inspires trust, respect, and engagement from stakeholders at all levels.
- A creative thinker who can develop, communicate, and implement a vision and strategy for the Foundation's growth.
- A strong relationship builder with donors.

**Compensation**

Salary Range: \$35,000 - \$45,000, plus travel expenses. No benefits are offered.

**To Apply**

The Louisiana FFA Foundation is an equal opportunity employer. For consideration as a candidate, please submit a single pdf document containing a cover letter, resume, and three references to: [careercenter@lano.org](mailto:careercenter@lano.org)

The Louisiana FFA Foundation intends to begin reviewing applications on December 5, 2018.

**The National FFA Organization and Louisiana FFA Association**

The Louisiana FFA Association is one of 52 state FFA associations across the United States, Puerto Rico, and the Virgin Islands. Since its founding in 1928 as "Future Farmers of America," the organization has grown to have a tremendous impact on American agriculture. Millions of students have participated in hands-on work experiences through FFA, enabling them to apply knowledge gained in agricultural education classes. Students whose lives are impacted by FFA and agricultural education achieve academic and personal growth, strengthen American agriculture, and provide leadership to build healthy local communities, a strong nation, and a sustainable world.

Today, in Louisiana, more than 250 agriculture teachers in 200 chapters deliver an integrated model of agricultural education and provide authentic learning opportunities, enabling their students to grow into competent leaders.

Neither the Louisiana FFA Association nor Louisiana FFA Foundation receives any state or federal funding. State-level dues for membership in the association are only \$5.00 per student. This means that the Louisiana FFA Association must rely on the Louisiana FFA Foundation to fund its programs.

The Louisiana FFA Foundation partners with business and industry, organizations, and individuals to raise funds to support its mission. The Foundation's Board of Directors is recruiting its next Development Director to raise and manage funds to benefit the Louisiana FFA Association and its student members. The Board seeks a proven leader who is motivated to enhance the Foundation's relationships with current partners as well as cultivate new relationships with potential partners in support of the Louisiana FFA Association's distinctive mission.

Over the last several years, the Foundation made significant improvements in communication with sponsors. These efforts, and the leadership of the Foundation's Board, allowed the Foundation to expand its annual fundraising collections from about \$60,000 per year to over \$150,000 per year. This has allowed the Foundation to increase its financial support to the Louisiana FFA Association. The Foundation's Board has aggressive fundraising goals and seeks a new leader to take the Foundation to the next level.

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