



## **Funder Collaboration Consultant**

San Diego Grantmakers is a membership association of 90 philanthropic organizations. Our mission is to connect, educate, develop and inspire a diverse group of foundations and corporations to stimulate effective philanthropy in the San Diego region. We have one full time Executive Director, and 3 part time employees. Currently we are seeking an Independent Consultant to provide services in support of our health-related working groups. We have received 3-year funding from The California Wellness Foundation to help us strengthen our services to grantmaker members. This consultant will support 4 collaboratives: Prisoner Reentry Funders (The Coming Home To Stay Project), Child Welfare Funders, Homelessness Working Group and the San Diego Workforce Funding Collaborative.

### **Background/Overview**

A major SDG focus is to nurture and support high impact funder working groups or collaborations. By learning about a giving area of mutual interest and aligning and combining philanthropic support, San Diego funders can make a more meaningful difference in our community. Generally speaking, we are looking for a consultant that can apply proven practices in collaboration to create and nurture groups that lead to measurable impact, deep funder involvement and sustainability over time. The consultant will also help identify ways that these 4 working groups can come together on intersecting issues to leverage their synergistic objectives - for example, a unified strategy related to former foster children that become homeless or reentering ex-offenders that couldn't get jobs.

Another key responsibility will be to develop a viable business model for supporting these and all SDG working groups after the 3-year grant period is completed. SDG programs and services are primarily funded through member dues, which cannot completely cover staffing for interest area groups such as these. Over time, the collaborations' support/staff must ultimately be paid through additional funder contributions or sponsorships. The consultant will recommend how to best structure this.

The specific needs and requirements for each group are slightly different – varying from monthly meeting coordination to relationship building with the public/governmental entities to outreach to new funder members. Each group has a SDG Member Chair that the Collaboration Consultant will work very closely with in the management of the groups.

### **The Consultant will:**

- Develop, support, facilitate, coordinate the four SDG health-related working groups
- Identify and educate funders on key issues, effective programs, research, national trends and promising practices (with the support of each group's Member Chair)
- Expertly facilitate working group sessions; establish agendas and speakers; summarize meeting proceedings and circulate to members; prepare relevant materials
- Identify and develop relationships with local partners to advance the goals of each group (e.g. public/governmental)
- Connect the issues of each of the working groups together and find leverage points that will increase impact on the targeted populations

- Nurture colleague relationships between the group members and between the different groups
- As needed, create and implement an outreach plan to recruit additional San Diego funders
- Develop a sustainable business model for these and future SDG collaborations, with national funding opportunities as appropriate.
- Work independently as well as integrate seamlessly with the rest of the SDG staff/team
- Maintain an email list of members; update the Collaboration pages of the SDG website with useful information

### **Skills, Knowledge and Abilities**

- Experience with facilitating group process; productive and professional meeting management with the proven ability to move a group to decision making and consensus
- Background in successfully developing strategic plans with specific and measurable outcomes
- Experience in, or sensitivity to, the needs of vulnerable populations--specifically in foster youth, reentering prisoners, homelessness and workforce development.
- Experience in organized philanthropy a plus; experience in nonprofit sector required.
- Excellent communication and writing skills
- Ability to manage multiple projects simultaneously; organized, independent worker
- Comfort level working with/for multiple client contacts – SDG Executive Director as well as the working group Member Chairs.
- Results oriented with excellent follow through
- Flexible; team player
- Ability to professionally represent and advocate on behalf of the working groups with government, business, other funders and community stakeholders.
- Skilled in fund development and business planning --needed for building the future working group sustainability plan
- BA or above in a related field (e.g. social work, organizational development, public policy)
- Computer literate with good internet research skills

### **Compensation**

The position is funded by a 3-year grant from The California Wellness Foundation. The projected hours per week are 20. The payment rate is \$30/hour.

We are looking for someone that can start during 1<sup>st</sup> quarter 2008.

To apply:

Send resume and a relevant writing sample to Nancy Jamison, San Diego Grantmakers Executive Director, [nancy@sdgrantmakers.org](mailto:nancy@sdgrantmakers.org)

No phone calls please.