



The Hurricane Island Center for Science and Leadership is pleased to announce an opening for **Director of Development**. The Director of Development is the chief development officer for the Center and is responsible for all fundraising, donor cultivation, grant identification and overall management of the Center's development efforts. The Director of Development works from the Center's office on the mainland in Rockland, Maine and is expected to show an active presence on the island when necessary from April through early November. The Director of Development reports to the Executive Director.



The Hurricane Island Center for Science and Leadership is a dynamic and visionary program with a FY 2018 operating budget of 1.2 million. At its core, the Center believes we can support individuals young and old in becoming leaders, scientists, and environmental stewards of the future through an innovative integration of place-based, experiential, science education; original, locally-relevant research; and leadership training. The heart of the Center is on Hurricane Island, located in Penobscot Bay, 12 miles off the coast of Rockland, ME. The island features a campus that teaches with energy systems modeling sustainability and an education program focusing on preservation of our oceans and our earth.

Students and educators work with highly qualified science teachers and research scientists and contribute to ongoing original field research. They learn how to be part of a self-contained cooperative community on the island. Many of the 21st Century Skills identified as being essential to effective leadership - collaboration, communication, adaptability, problem-solving, oral and written expression, and critical thinking - are all embedded in the curriculum and fostered in the teaching and learning. They dive deeply into hands-on STEM (science, technology, engineering, and mathematics) projects, gaining skills that are critical for employment in today's world.

Incorporating outdoor learning and leadership activities with rigorous science studies, program participants immerse themselves in the ecosystems of the Gulf of Maine and work alongside scientists exploring the viability of those systems. They reconnect with the natural world and their impact on it. Students, teachers, and school leaders experience the practice of science and the design and engineering of sustainable systems and see firsthand its vital role in sustaining the world around them.

Mission

 *Our mission is to integrate science education, applied research, and leadership development through year-round educational programs and a seasonal, environmentally-sustainable island community.*



Primary Responsibilities

This position offers an exciting and challenging opportunity to take the Center to the next level in its development efforts. The ideal candidate will embrace the vision and mission of the Hurricane Island Center for Science and Leadership, will enjoy working around young people and be committed to the practice of scientific inquiry as a way of learning and to the principles of sustainability. The ideal candidate will fervently believe in the regenerative power of educated young people and be hopeful for the future of our world.

Responsibilities Include:

- Articulate a clear donor case for the mission and vision of Hurricane Island Center for Science and Leadership and the importance of our work for the constituencies we serve.
- Grow annual giving from 2017 levels of 700K to over 1 million within two years.
- Work in partnership with the Executive Director, Development Committee Chair and the Development Committee to implement annual fundraising initiatives, monitor the progress of development plans, and assist committee members with assignments and implementation.
- Work in collaboration with the Development Committee to build an annual development plan articulating a clear path toward meeting annual goals.
- Lead the organization to successful implementation of a comprehensive campaign that includes support for capital projects, endowment, planned giving and scholarships.
- Work closely with the Development Committee, Board members and advisors to research, identify and cultivate individual prospects for our major gifts program. Activate solicitation plans and as appropriate organize and accompany Hurricane Island Leadership on donor and prospect visits.
- Maintain the organization's active and vibrant database through tracking prospects and recording data.
- Manage all aspects of spring and fall annual appeals to approximately 3000 individuals.
- Process all donations and ensure proper acknowledgment of all gifts.
- Cultivate a variety of annual fund donors via regular updates, personal letters and/or visits, invitations to the island, or engagement as stakeholders and advisors.
- Support and supervise a Development Associate whose responsibilities include communications, business partner cultivation, database management, annual report production and newsletter production.
- Manage donor cultivation and stewardship events that entail a fundraising focus, including on-island annual Board meeting and Farm to Table dinners. Design and support private events with board hosts in homes and in hosts' communities including New York City, Boston and Portland. In partnership with hosts, design programming such as staff presentations, guest speakers, slide shows, and handouts.
- Maintain professional affiliations and enhance professional growth by keeping abreast of trends in development and continually improving our development capacity through training and seminars, opportunities to network with development contacts, philanthropy publications, etc.
- Build and manage the budget for the development office.
- Foster and actively participate in a highly collaborative and team-oriented environment.

The Hurricane Island Foundation is an equal opportunity employer. It is our policy to comply with all applicable local, state and federal laws prohibiting discrimination based on race, color, national origin, age, physical or mental disability, marital status, religion, creed, sex, sexual orientation, genetic information, veteran status, political beliefs, or any other characteristic protected by applicable federal, state or local law. Because we work with middle and high school students, we are required to do background checks on all seasonal and full-time staff.



Qualifications

The position calls for a person with vision, strong and proven administrative experience, demonstrated leadership qualities, solid organizational skills, a clear sense of purpose, an ability to be flexible and adaptable, and maintain a sense of humor. Development experience with an organization and/or department of similar size is highly desirable, as is a proven ability to inspire substantial philanthropic gifts and contributions.

Qualifications Include:

- An energy and passion for the work of Hurricane Island Center for Science and Leadership with demonstrated commitment and skills for bringing resources to the organization.
- At least 5 years of professional experience with nonprofit organizations.
- Development and fundraising experience, including personal solicitations with documented record of productivity preferred but not required.
- Deep appreciation of mid-coast Maine ecosystems, marine environments and working waterfront communities including understanding and an ability to articulate the challenges they face.
- Aptitude to determine an individual's interest, capacity, and inclination to help The Hurricane Island Center for Science and Leadership to meet its goals.
- Ability to work in an environment that places an emphasis on metrics and success.
- Proven capability to work independently and as a part of a team. Demonstrated ability to take initiative and be a self-starter.
- Experience managing multiple projects, determining priorities and maintaining a high degree of professionalism and confidentiality.
- Excellent interpersonal, oral and written communication skills. Strong organizational and analytical skills.
- Flexible approach to work with a willingness and ability to work evenings and weekends when necessary.
- A demonstrated willingness to travel to Hurricane Island, including overnight stays and travel across New England as needed.

Compensation

This is a full-time, year-round position, which is based out of our Rockland, ME office. Travel throughout New England is required. This is an exempt position with a competitive salary, based upon experience. This position qualifies for our benefits package, which includes paid time off, 14 paid holidays, 100% of medical/dental, short-term-disability, and life insurance. Hurricane Island employees have complimentary access to lodging and meals when on Hurricane Island. Employees are encouraged to bring friends and families to the island when space permits for a nominal expense charge. Participation in professional development opportunities is encouraged and the annual budget includes a generous allocation for travel, conference and continuing education fees.

Benefits of this position include knowing that your efforts directly impact the lives of middle, high school and college age students along with supporting an organization committed to improving the vitality of Penobscot Bay, the Gulf of Maine and for mid-coast Maine communities. The person who fills this position will regularly interact with one of the world's most productive ecosystems, the exquisite beauty of the Maine coast and the exceptional Fox Island archipelago including our adjacent town of Vinalhaven, one of the largest lobster fishing communities in the United States.

To Apply

Send a letter of intent of not more than 250 words detailing your interest and qualifications, a current resume, and a list of three references to:

*Hurricane Island Director of Development Search Committee
e-mail: search@hurricaneisland.net*

Applications are encouraged by April 1, 2018.

Resumes will be considered until the position is filled.