

Director of Development Position Description



GLYNWOOD

Center for Regional Food and Farming



OUR MISSION IS TO ENSURE **THE HUDSON VALLEY** IS A REGION DEFINED BY **FOOD WHERE FARMING THRIVES**

MISSION - VISION - VALUES

It is clearer than ever before: we need to invest in robust regional food systems in order to foster resilience and health in a changing world. At The Glynwood Center for Regional Food and Farming (Glynwood), we envision a system that fosters vibrant local economies, while promoting human health, biodiversity, social justice, and sustainable land stewardship. Glynwood is a regional agricultural non-profit that serves NY's Hudson Valley, extending from NYC to Albany. The Hudson Valley holds unique potential to model a healthy regional food system thanks to market proximity, regional assets, a legacy of environmental conservation and farming, and an urgently renewed interest in local food, especially in light of the global COVID-19 pandemic.

Our mission is to ensure that the Hudson Valley is a region defined by food where farming thrives. While our work advances local food production here in our region, we educate a national audience about efforts to regionalize food and agriculture and are inspired by aligned work beyond the Hudson Valley's borders. By training a generation of farm and food system professionals that care deeply about the environment and is set up for success, by inspiring and empowering changemakers in our community and beyond who can catalyze a healthy food system, and by creating a legion of coalitions that pave the way for this region to be recognized as one where conscious food production thrives, Glynwood fosters a regional food system that inspires other locales to follow suit.



HISTORY

Glynwood is located on 225 acres of land in Putnam County, NY on ancestral homelands of the Munsee Lenape and Wappinger Nations, and we acknowledge the origins of this stolen land dating back to the colonial period. The recent history of this property dates to 1929 when the financier George Perkins, his wife Linn, and his mother Evelynna Ball Perkins, purchased land from the Jordan family and named it Glynwood Farm (a combination of their three names). They brought with them a commitment to conservation, inspired by Mr. Perkins' father—George Walbridge Perkins—who in the late 19th Century led the way to the creation of the Palisades Interstate Parkway Commission, and served as its first President. Upon Mrs. Perkins' death in 1993, her family preserved the property and in 1997 the nonprofit officially opened its doors as a center dedicated to conservation and community stewardship. With help from Open Space Institute and its Open Space Conservancy and funding from the Lila Acheson and DeWitt Wallace Fund, 1,700 acres of forested uplands became part of Fahnestock State Park. At the same time, the Perkins family created an endowment to help maintain our facilities, which include a convening center, administrative offices and accommodations for retreats and events, all situated on a teaching farm for apprentices in residence. Over the years, though our mission has evolved, the organization continues to draw inspiration from the legacy of our founders as we seek to bolster the region's health, prosperity and cultural vibrancy.



The Glynwood Center for Regional Food and Farming is an equal opportunity employer. We are committed to creating an inclusive environment for all employees.



Director of Development: Job Summary

Glynwood is seeking an additional, experienced development professional to join our growing team. We are deliberately inviting a wide range of professional experience and will choose a candidate who best fits our needs and culture. Working with the successful candidate, their specific expertise and our team, we will co-create specific duties that complement the organization's needs and current assets.

Working closely with the President and existing development staff in a team approach, this position will ensure the organization meets its current fundraising goals, foster a culture of philanthropy amongst staff and board, serve as an ambassador for our work in a variety of settings and help strategize donor engagement, including producing events in the New York City and the Hudson Valley.





Responsibilities

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Work to ensure Glynwood meets its annual fundraising goals to support Glynwood's mission and programs (currently \$2.7M).
- Develop and evaluate long-term fundraising strategies.
- Implement strategies based on candidate's specific experience, interests and talents, including:
- Solicitation and stewardship of individual and major gifts.
- Solicitation and stewardship of institutional, corporate and government support for the organization, including working with program staff to develop proposals, manage grants and evaluate program outcomes.
- Production of a roster of cultivation events, both onsite and throughout the Hudson Valley.
- Develop a series of fundraising campaigns.
- Strategize and implement communication and outreach plans that raise the awareness of Glynwood's work.
- Establish, improve and implement systems and processes to ensure the organization's fundraising efforts are in compliance with all applicable laws and regulations and are ethically conducted.
- Work with the entire Board and the Development committee, specifically, to foster giving and prospect new funding opportunities.
- Serve as a recognized ambassador of the organization.

Knowledge and Skills Required

- Successful experience in non-profit development and fundraising
- Knowledge of regional food and farming sector
- In-depth network of colleagues in the philanthropic sector
- A collaborator and active listener, able to develop positive relationships, build consensus and engage people, institutions, and constituencies toward common goals.
- Excellent communication, public speaking skills and media experience
- Proven ability to lead, motivate and influence staff, partners and stakeholders
- Ability to self motivate and manage multiple complex projects simultaneously

Compensation: \$55,000 - \$110,000 (commensurate with experience)

Location: Cold Spring, NY

To Apply: Send cover letter and resume to jobs@glynwood.org, with “Development Position” in the subject line.

