

*This search ended with the appointment of Claire Cornell, director of federal grants for the Washington, DC, office of the Commonwealth of Puerto Rico. Previously, she had senior fundraising positions at the University of South Carolina and the University of Iowa.*

\*\*\*\*\*

### **Job Announcement**

## **National Association of Community Health Centers**

### **Director of Development**

(Posted: November 6, 2002)

The National Association of Community Health Centers, based in Bethesda, Maryland, has retained Slesinger Management Services to recruit a person with a track record in fundraising from foundations and other donors to serve as director of development. This person will create a new department—initially with no other fulltime staff—to identify prospects, cultivate relationships, write proposals, and secure grants that will benefit millions of low-income Americans who depend on community health centers as their primary source of medical care. Applications will be accepted until the job is filled.

### **The Organization**

The National Association of Community Health Centers (NACHC) is the leading national organization that serves and represents nonprofit community health centers throughout the United States. Community health centers, which originated in the 1960s as part of the Johnson Administration's Great Society programs, offer comprehensive primary and preventive health care, including medical, dental, social, and mental health services, in urban and rural areas where access to doctors and medical facilities has historically been inadequate. These centers serve predominantly low-income people, including migrant workers, people who are homeless, and families without private health insurance. Currently, there are approximately 1,000 community health centers in 4,000 locations throughout the country serving 12 million people.

Community health centers have been so successful in providing quality medical care to low-income populations that they now enjoy public and congressional support to double the service capacity of health centers over the next five years so that they can serve as many as 20 million people.

As the national association for these centers, NACHC carries out numerous programs, including legislative and regulatory advocacy on their behalf, providing technical assistance to health center staff and boards, developing education conferences and seminars, and producing publications on key issues affecting health centers. NACHC has a staff of 62, and an operating budget of \$17 million. Approximately one-third of the annual revenue comes from the U.S. Department of Health and Human Services' Bureau of Primary Health Care; the rest of the budget comes primarily from membership dues and meeting registration fees. Its president and CEO is Thomas Van Coverden.

For more information about the NACHC, go to <http://www.nachc.com>.

### **The Position and its Principal Responsibilities**

To diversify its funding base, NACHC now seeks to raise money from private foundations, corporate foundations, and government agencies besides HHS that are committed to improved health care for low-income Americans. The director of development, who reports to L. David Taylor, NACHC's chief operating officer, has one overriding responsibility: to raise money from these new sources of revenue. Key responsibilities include:

1. Developing and implementing strategies to secure grants and contracts from foundations, corporations, and federal agencies. In the past, NACHC has had development staff—but none for the past ten years—and has obtained grants from a few foundations such as Kellogg, but essentially this is a new position that requires initiating relationships with organizations that have never funded NACHC.
2. Identifying potential funders among foundations, corporations, and government agencies interested in healthcare, and cultivating relationships with key people at these organizations.
3. Producing persuasive grant proposals that are meet funding sources' objectives and are consistent with NACHC's mission and capacity. Current funding priorities would support projects that fulfill community health centers' needs for products, training and education, and technical assistance to enable them to improve health care delivery and administrative functions, and to expand the number of low-income Americans they can serve.
4. Engaging other senior staff at NACHC in the development process, including assistance in identifying prospects, developing proposals, and providing progress reports to donors.
5. Building a new department to direct NACHC's development efforts. Initially, the new development director will be the only fulltime staff member, but other staff will be hired if this start-up unit is successful in diversifying the organization's funding base.

### **Desired Skills, Experience, and Characteristics**

The ideal candidate should have:

1. A deep commitment to NACHC's mission of improving healthcare for low-income Americans, and strong support for the role of community health centers to achieve this goal.
2. At least five years of experience in fundraising from foundations and corporations. Experience raising money for healthcare or other community-based social services is especially valuable.
3. Strong skills in building relationships with donors. Having an existing network of relationships with program officers and other key staff at foundations and corporations interested in healthcare is especially valuable.

4. Strong writing skills. The development director will be expected to write proposals that must be cogent and persuasive.
5. An ability to work collegially with key staff in other departments at NACHC that create and deliver programs and services for members, and with the organization's president and CEO when it is appropriate to involve him in the fundraising process.
6. Strong organizational skills, including establishing priorities and getting work done on time.
7. An ability to travel nationwide to meet with potential and current funders.

### **Compensation**

The compensation package will include a base salary, an attractive bonus plan that is tied to results, and a generous benefits package.

### **To Apply**

Please **e-mail** (or mail): 1) cover letter, 2) resume, and 3) three-year salary history (which will be held in strict confidence) to:

Larry H. Slesinger  
Slesinger Management Services  
5016 Westpath Terrace  
Bethesda, MD 20816  
Tel.: 301-320-0680  
E-mail: [Larry@SlesingerManagement.com](mailto:Larry@SlesingerManagement.com)  
(attached files only in Microsoft Word or PDF)

(This job announcement can also be found at <http://www.SlesingerManagement.com>.)

*NACHC is an equal opportunity employer.*