



FOR YOUTH DEVELOPMENT®
FOR HEALTHY LIVING
FOR SOCIAL RESPONSIBILITY

CENTRAL CONNECTICUT COAST YMCA POSITION ANNOUNCEMENT July 2024

Job Title: **Capital Campaign Director**

Reports To: Director of Development

Annual Salary: \$95,000 - \$110,000

FLSA Status: Full-Time, Exempt

Leadership Level: Team Leader

Department: Development

POSITION SUMMARY:

The Capital Campaign Director will lead the Y's property development program to assure capital assets are fulfilling the mission of the Y in the best possible way and to achieve a smooth and successful development of funding streams to meet ongoing operational needs. The Capital Campaign Director is responsible for all day-to-day campaign operations; campaign coordination; the identification, research and analysis of major gift donor prospects; coordination of prospects assigned to staff and volunteer leadership; donor solicitation as assigned; donor events; and the creation of all campaign materials.

LEADERSHIP COMPETENCIES:

Engaging Community: Forge connections and inspire action within the community

Philanthropy: Cultivate relationships and secure support for our mission-driven initiatives

Communication & Influence: Analyze information and make strategic decisions to drive success

Program/Project Management: Lead initiatives that make a tangible difference in people's lives

Collaboration: Foster teamwork and partnerships to achieve shared goals

QUALIFICATIONS:

- Develop and implement strategies to cultivate, solicit and secure major gifts for Association capital campaigns.
- Execute day-to-day management of the campaigns providing timely and accurate campaign records and reports.
- Build relationships seeking new donors through prospecting using a variety of sources; maintain ongoing relationships with existing donors.
- Develop and present funding proposals for foundations, individual major gift supporters, and other major funding sources.
- Actively cultivate and solicit prospects for campaign gifts.
- Strategize and develop recognition events to ensure that cultivation and stewardship targets are maximized.
- Analyze and assess information drawn from wealth screenings to prepare profiles of current and prospective donors.
- Draft, revise, and coordinate the production of all campaign materials, including plans, manuals, and training materials.
- Provide support for campaign leadership and volunteers.
- Collaborate with the Director of Development to coordinate activities that best engage and cultivate donors.



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EFFECTS ON END RESULTS:

This position strongly impacts the effectiveness with which the Central Connecticut Coast YMCA accomplishes its mission. The role requires that the Capital Campaign Director be committed to delivering high quality results, building positive relationships, maintaining a safe environment, and fostering a healthy community for all.

- Meaningful connections are fostered amplifying our fundraising efforts.
- Capital Campaign goals are met or exceeded.
- Effective communications and high morale achieved toward fundraising goals.

BENEFITS:

- YMCA family membership and program discounts
- Medical, dental, and vision coverage; long-term disability and life/accidental death insurance
- Employee Assistance Program (EAP) offering free confidential services, resources, and counseling
- YMCA Retirement Fund with full contributions made by the Central Connecticut Coast YMCA
- Optional enrollment in 403(b) tax-deferred savings account
- Paid time off, sick time, paid holidays and salary continuation
- Training, certification, and professional development opportunities
- Tuition reimbursement and scholarship partnerships with Springfield College and Post University

OUR CULTURE:

The Y is the nation's leading nonprofit committed to strengthening communities by connecting all people to their potential, purpose and each other. Our mission and core values are brought to life by our culture. **We are welcoming:** we are open to all. We are a place where you can belong and become. **We are genuine:** we value you and embrace your individuality. **We are hopeful:** we believe in you and your potential to become a catalyst in the world. **We are nurturing:** we support you in your journey to develop your full potential. **We are determined:** above all else, we are on a relentless quest to make our community stronger beginning with you.

ASSOCIATION PROFILE:

With an operating budget of \$29M, the Central Connecticut Coast YMCA (CCCY) is a YMCA North American Network Y (one of the 60 largest Ys in North America) and delivers a full-range of youth development, healthy lifestyle, and aquatic programs at our 5 full-facility branches and 2 youth centers in the Greater Bridgeport and New Haven areas, as well as at our resident camp in the Berkshires of Massachusetts. Through our Alpha Community Services branch, we lead the way in affordable supportive housing initiatives in Bridgeport and New Haven. Additionally, the CCCY is a partner in multiple low-income affordable housing properties and developments, with assets totaling over \$48M. Over 2,400 committed volunteers donated 36,000 hours of service in 2023 and the Association employs 150 full-time and 900 part-time staff.

HOW TO APPLY:

Click [HERE](#) to view the full job posting and apply. Please direct questions to Meg Schmitt, Human Resources Manager at mschmitt@cccymca.org.