



Opportunity Profile

EXECUTIVE DIRECTOR
MORE THAN A ROOF FOUNDATION

NELSON/KRAFT
AND ASSOCIATES

EXECUTIVE SUMMARY

More Than A Roof Foundation is searching for a fundraising professional and networker to join their team as Executive Director.

The Executive Director provides leadership and strategic development to More Than A Roof Foundation by overseeing the functions and tasks that operationalize the vision and mission, fostering positive relationships with key stakeholders, and consistently achieving More Than A Roof Foundation's mission and financial objectives. The Executive Director will work closely with the Board Chair, the CEO of More Than a Roof Group and other related individuals to plan and execute resource development strategies and monitor progress towards achieving annual financial goals.

If you are an executive leader with a background in strategic planning and fundraising, and you have values and convictions that align with More Than A Roof Foundation, we would love to connect with you.



WHO WE ARE

Founded in 2005, More Than A Roof Foundation is a Christian faith-based charity.

As the philanthropic arm of More Than a Roof Group of Societies, we began seeking affordable housing solutions for individuals and families at risk of homelessness.

With the help of partners like the City of Vancouver, Vancouver Coastal Health Authority and the Province of British Columbia, we started building small suite communities with onsite health services for individuals facing mental health and addiction challenges.

We believe that education is vital to lasting change, so we partnered with many organizations to provide financial literacy education, food security programs, community gardens, as well as physical, mental and spiritual wellness programs.

Our history is rooted in compassion for the most vulnerable members of our society.

Until recently, the principal investor in More Than A Roof has been the BC Government through BC Housing. With shifting economies and changing times, More Than A Roof sees an opportunity to increase the number of units under management and help to expand its unique programs to assist more individuals and families desperate to find affordable housing. As a result, More Than A Roof Foundation is now taking an active approach to growth over the next few years.

Emerging trends like corporate social responsibility and tax-advantaged impact investing are gaining traction. However, BC Housing will continue to be the primary funder of our communities.

More Than A Roof wants to lessen dependence on public funding while understanding how it might better meet the growing needs in the affordable housing sector. Our firm belief is that we can do more and continue to find practical solutions for those in need.

In 2022, we received a generous family endowment which will help us continue our activities in perpetuity. Today our founder-led mission has expanded even further. With strategic capital project acquisitions, we can extend our reach and expand our mission of compassion and care across an ever-growing population. Our aim is to equip everyone in our communities with the resources, knowledge and hope they need to move forward in life.



OUR VISION

We transform lives, break cycles of poverty and end homelessness by funding innovative approaches to holistic community building.

OUR MISSION

We empower individuals and communities by providing lasting resources for safe, affordable housing.

OUR MANDATE

We believe that access to the right resources can lead to social equity, inclusion and better health outcomes, so we go beyond just providing a roof over someone's head – we equip and resource our communities for long-term success.

KEY RESPONSIBILITIES

Leadership

- Develop and implement policies and strategic decisions to promote the growth of the Foundation.
- Work closely with the Foundation Board and the CEO of the More Than a Roof Society in the effective operation of all fundraising development activities in connection with the strategic plan and short and long-term goals.
- Ensure proper metrics are in place to evaluate Foundation activities, while identifying opportunities to improve results.



Strategic Planning

- Research and analyze individual, corporate, foundation and governmental agencies' data and recommend solicitation strategies.
- Provide leadership and direction for various fundraising projects and activities such as major gifts, annual gifts, planned giving, endowment gifts, social media and special events.





Fundraising

- Assume primary responsibility for all aspects of institutional advancement including development, fundraising and philanthropic initiatives.
- Grow a fundraising strategy/plan with input from the CEO of More Than A Roof Foundation and the Foundation Board, including foundations, individual donations, corporate donations and multiple fundraising events throughout the year.
- Lead the Foundation's campaigns and drive its overall fundraising programs, including endowment, capital and annual fundraising activities.
- Lead in the identification, cultivation, solicitation and stewardship of individuals, corporations, businesses and foundations to obtain maximum financial support.

Resource Management

- Participate in the development, implementation and monitoring of the annual budget; controlling expenditures within budget and maintaining donor and financial records in accordance with appropriate standards and CRA requirements.
- Ensure the Foundation is an outstanding steward of all gifts and gives acknowledgement in a timely and appropriate manner per operational policies and procedures.
- Monitor and present regular fundraising and special campaign progress reports to the Foundation Board.

Board Development

- Support the Foundation Board in developing and defining fundraising responsibilities.
- Educate the Foundation Board on appropriate aspects of philanthropy, as well as non-gift revenue opportunities.
- Provide resources and timely feedback to all appropriate constituents.
- Engage in the identification and recruitment of potential board members.
- Develop and conduct new board member orientations.
- Represent the Foundation at community events.



QUALIFICATIONS

- Bachelor's degree, required.
- Five years of experience, preferred; including three years of non-profit leadership experience.
- Fully aligned with the vision, mission, mandate and convictions of the organization.
- Trustworthy, collaborative and a team player.
- Passionate and mission driven with an approachable style.
- Demonstrated ability to establish highly confidential relationships.
- Able to identify, cultivate new donors and retain existing donors.
- Successful at organizing, coordinating and managing fundraising operations, campaigns and marketing efforts.
- Demonstrated major gifts results at various levels.
- Success working collaboratively with boards, donors, internal and external stakeholders and the community at large.
- Able to manage budgets, review financial data and present financial concepts effectively to different constituents inside and outside the organization.

QUALIFICATIONS CONTINUED

- Knowledge of Canada Revenue Agency receipting regulations and required documentation.
- Knowledge of fundraising techniques, planned giving and sources of funding for non-profit agencies and organizations.
- Knowledge of donor database programs.
- Excellent communication skills.
- Entrepreneurial nature and a self-starter, with the ability to prioritize and manage multiple assignments.
- Results oriented and a strategic thinker who thinks tactically in a responsive manner.
- Valid BC driver's license.

OUR SEARCH TEAM



mark@nelsonandkraft.com
778.982.4427

MARK KRAFT LEADING THE SEARCH

Mark is a trusted and sought-after executive search leader, with over 20 years of combined experience in the public and private sectors. Bringing a deep level of care and commitment to his clients, Mark has successfully led over 100 executive talent searches across Canada, for roles ranging from CEO to CFO, to COO. With his breadth and depth of experience, Mark has become a respected advisor and go-to expert for non-profit, charity, and faith-based organizations looking to source top executive talent.



shawn@nelsonandkraft.com
604.614.2665

SHAWN PLUMMER SUPPORTING THE SEARCH

Shawn is a senior executive who, after 22 years in international relief and development, most recently served as President & CEO of Food for the Hungry Canada. With invaluable program and leadership experience, a history of managing large teams, as well serving as a board member himself, Shawn is well equipped to come alongside your organization to ensure you have the right leadership team in place to drive your future success.



matt@nelsonandkraft.com
613.355.1412

MATT ROBBERSTAD SUPPORTING THE SEARCH

Matt is an accomplished Talent Acquisition Manager with a strong background in the non-profit sector. With over a decade of leadership experience in recruitment and retention, he has a proven record of success. Matt has effectively managed end-to-end recruitment processes for a wide range of positions at Christian Horizons, a major faith-based developmental service organization in Canada. His extensive expertise in recruitment and selection enables him to identify the ideal candidates for various organizational roles.

ESTIMATED SEARCH TIMELINE

While every search is dynamic and time frames are hard to predict, the following is an overview of the expected timeline and details for this search:

Location: Vancouver, BC

Application Deadline: March 8, 2024

Short List Interviews: April 2024

Start Date: TBD

Salary Range: \$130,000 - \$170,000

HOW TO APPLY

Apply online at nelsonandkraft.com/jobs with your cover letter and resume. You must be eligible to work in Canada.

Nelson/Kraft & Associates Inc. is an executive consulting firm that specializes in working with not-for-profits and for-profit businesses across Canada, assisting them in the placement of senior executives and directors.

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Nelson/Kraft & Associates Inc. also welcomes and encourages applications from candidates with disabilities. Accommodations are available on request for candidates taking part in the selection process. If you require disability-related accommodation during the recruitment process, please contact us.