



NORTHPOINT
Health & Wellness Center

CANDIDATE INFORMATION PACK

Advancement Officer
NorthPoint Health & Wellness Center

FIFTY YEARS OF COMMUNITY CARE

Thank you
very much for
your interest in
NorthPoint Health
& Wellness Center

OUR MISSION

Partnering to Create
a Healthier Community

OUR VISION

NorthPoint Health & Wellness Center sets a standard of excellence in providing culturally responsive, integrated, holistic primary health and social services that strengthens our community and the lives of the people we serve. We are leaders and partners in a shared vision of a healthy, environmentally safe, and economically stable, self-reliant community.

NorthPoint is a multi-specialty medical, dental and mental health center and human service agency located in North Minneapolis.

It is administered through a partnership between Hennepin County and a Community Board of Directors comprising NorthPoint's patients and people who live and/or work in the community.

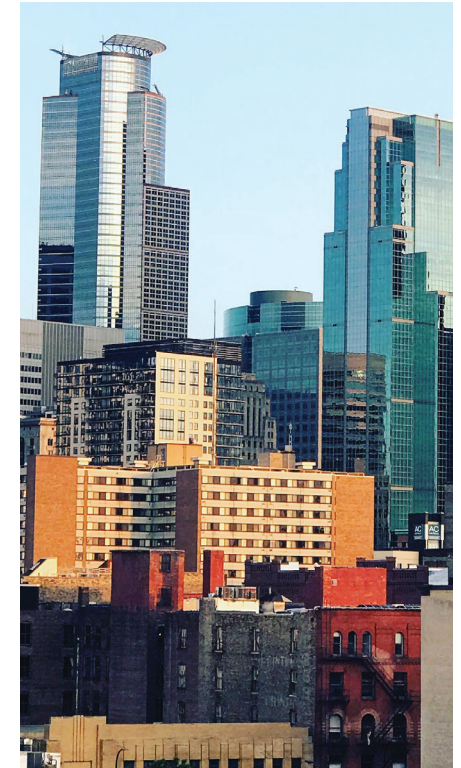
NorthPoint strives to improve the physical and socio-economic health of the North Minneapolis community through an integrated model of health and human services.

NorthPoint (formerly Pilot City) is a private non-profit health and human services agency serving North Minneapolis residents. It is one of the original 13 Neighborhood Service Programs (NSP) started across the country in 1967 as part of the Johnson Administration's War on Poverty. In the midst

of blatant racial disturbances in urban communities, these multi-purpose service centers were established to provide accessible comprehensive social services to meet the needs of low-income and disenfranchised communities.

Today, as the sole survivor of the NSP centers, NorthPoint not only aims to offer emergency services to families in crisis, NorthPoint continues to develop programs and services that empower clients. Avoiding the band-aid approach to solving problems and treating the symptoms, NorthPoint is working toward treating the problems through intervention, prevention and targeted outreach.

NorthPoint will continue its legacy and vision as we move forward in charting our future in partnership with our patients, clients, community partners and the North Minneapolis community.



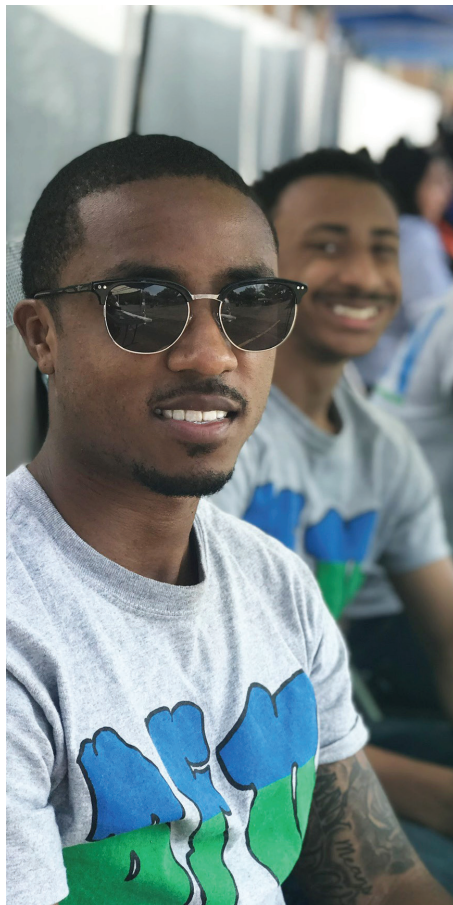
MINNEAPOLIS, MINNESOTA

- 3 professional sports teams
- 22 lakes, 180 park properties
- Vibrant theater community
- Diverse dining experiences
- Median HH Income: \$78,553
- Median Home Price: \$284,000

NorthPoint is located in North Minneapolis. This culturally diverse community is located just outside the heart of downtown and possesses a sense of unity and pride that makes it special and unique.

THE OPPORTUNITY

You'll be working in the heart of a vibrant & culturally diverse community.



The Advancement Officer collaborates with the Chief Executive Officer, Community Board of Directors and Chief Operations Officer to shape NorthPoint Health & Wellness Center, Inc.'s (NorthPoint) development strategy. The Advancement Officer provides administrative oversight and direction for the overall fund development and will design and implement a comprehensive fundraising and development program that will include: long-term and short-term strategic individual and major giving, corporate and foundation giving, annual giving and direct mail campaigns and the research of grants and requests for proposals that result in the financial sustainability of the organization. The Advancement Officer also serves as the Capital Campaign Manager, overseeing all aspects of current and future campaigns, including day-to-day operations, hiring and management of staff



involved in direct fundraising activity, the coordination and implementation of fundraising operations and ongoing coordination of the campaign. This responsibility also includes creating and managing budgets. The Advancement Officer will be engaged in all relevant leadership opportunities within NorthPoint.

Key responsibilities

- Serve as the Capital Campaign Manager overseeing all aspects of current and future campaigns.
- Proactively develop and administer a comprehensive program designed to increase philanthropic support for NorthPoint.
- Build and maintain a prospect management system that relates directly to the campaign goals and targets for the development team.

The passion and dedication of our employees makes this a great place to work!

MINIMUM QUALIFICATIONS

- Bachelor's degree in communications, marketing/public relations, journalism or related field, required. Master's degree in nonprofit management, public relations, fundraising, or business administration is preferred.
- Certified Fund Raising Executive (CFRE) preferred.
- Five years of experience leading and managing a development department of a nonprofit and/or human services community organization. Must understand advanced fundraising techniques and concepts.
- Experience in planning and leading innovative and

successful development efforts including capital campaigns of \$5 million or more, developing sources for contributions, relationship management, and cultivation of donors/sponsors.

- Advanced analytical skills necessary to determine effective fund development strategies, identifying potential sources of contributions, and develop short- and long-term development goals and objectives for the organization.
- Exceptional interpersonal and team skills to engage organizational teams in regular opportunities to benchmark and build best practices for the development efforts of the organization. Excellent listening skills, detail oriented, comfortable receiving input from many sources, analyzing disparate information to synthesize a well-organized plan.
- Experience with staff and board management, engagement and development.



APPLY NOW

At NorthPoint, we value diversity and we seek a workforce with a wide range of perspectives and experiences. We encourage diverse candidates to apply. NorthPoint Health & Wellness Center, Inc. offers a comprehensive and competitive compensation and benefit package that includes: Medical, dental, life insurance, short-term and long-term disability insurance, vision, 401(k) retirement savings plan, paid sick and vacation time.

The passion and dedication of our employees makes this a great place to work! If you are seeking a rewarding and challenging position that makes a difference in the community. Send your cover letter and resume with salary requirements to HR@NPIMN.ORG by 5:00pm, CST, March 13, 2020. EOE M/F/D/V

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