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## Board and Leaders

**John P. Schaefer - Honorary Chairman**  
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Betsy Bolding – President  
Sharon O'Neal - Treasurer  
Antonio Ramirez - Secretary  
Paula D. Johnson – Past President  
Kathleen Bethel - CEO  
Bruce Bayly  
Mary Fosdick  
Alan Goldberg  
DaNel Hogan  
Larry Lebofsky  
Doug Nutter  
Ravishankar Palanivelu  
Kasho Santa Cruz  
Rajendran Subramaniam  
Margaret Wilch  
Liz A. Baker – Deputy Director  
Brooke Meyer - Dir. Programs

### Sponsors

**Stephen Hawking (\$50,000+)**  
Arizona Public Service  
Wallace Research Foundation

**Hypatia of Alexandria (\$25,000+)**  
Marshall Foundation  
Raytheon Missile Systems  
IBM  
Social Venture Partners – Tucson  
Tucson Electric Power/UniSource

**Darwin (\$10,000 +)**  
UA College of Engineering  
UA College of Admissions Stu. Affairs  
AAUW Foundation  
Arizona Daily Star  
Cox Communications, Cox Charities  
Community Foundation for S. Arizona  
Deena Jo Heide-Diesslin Foundation  
Fiesta Bowl  
Freeport-McMoran Sierrita Operations  
Gutenstein Foundation  
Haehn Foundation, Inc.  
Intel Foundation  
Lester & Roberta Smith Foundation  
Pima Community College NW  
Social Venture Partners  
Texas Instruments

**Da Vinci (\$5,000)**  
UA College of Science  
UA VP for Research  
UA College of Medicine  
UA Animal Care  
Blue Cross Blue Shield of Arizona  
Catalina Rotary  
O'Reilly Family Foundation  
Phoenix Suns  
Research Corporation  
Sanofi  
Southwest Gas Corporation  
Ventana Medical

**Rachel Carson (\$2,500 +)**  
UA College of Optical Sciences  
Arizona Diamondbacks  
ASARCO, LLC  
Caterpillar Foundation  
DaNel Hogan  
First River and Storage (In-kind)  
Fredrick Cottrell Foundation  
GreaterGood.com  
Health Information Management Systems  
H.S. Lopez Foundation  
Long Realty Cares Foundation  
Sundt Foundation  
Tucson Gem and Mineral Society  
Visit Tucson  
WM Symposia

**Newton (\$1,000)**  
UA College Social Behavioral Science  
UA College of Education  
UA College of Pharmacy  
UA Eller College of Management  
UA College of Agriculture & Life Science  
Betsy Bolding  
Brian Ellerman  
DeConcini McDonald Yetman & Lacy  
Desert Diamond Casinos Entertainment  
Greg Johnson Graphic Design  
Edgar McCullough  
Jeff and Donna Goldberg  
John and Helen Schaefer  
Family of Martha Van Gorder  
Mini-Time Machine  
PICOR Charitable Foundation  
Pima Community College Foundation  
Office Depot Foundation  
Sharon O'Neal  
Sonoran Schools, Inc.  
S. AZ Environmental Management  
William and Kathleen Bethel



## JOB ANNOUNCEMENT Director of Philanthropy October 2016

The Director of Philanthropy is responsible for researching, developing and managing corporate and foundation gifts. This is a full-time, exempt position reporting to the CEO.

The director of philanthropy and CEO work very closely on all aspects of fund development for Southern AZ Regional Science and Engineering Foundation (SARSEF). The responsibilities of raising needed funds are a shared responsibility, and there is a strong partnership among all employees to ensure success in seeking funds from the public and private sectors.

SARSEF is a 61-year-old organization in Tucson, AZ serving 95,000 throughout southern Arizona. The annual budget is \$770,000 with 70% of revenue coming from corporate and foundation grants. The staff and board want to grow and expand the revenue streams. This is a new position at SARSEF. Currently there are four full-time employees.

**To apply send resume, cover letter and three references to:**  
**[director@sarsef.org](mailto:director@sarsef.org). Position will be open until filled. Please no phone calls.**

### Responsibilities

- Oversee and manage the fund development plan for the organization. Update the plan and develop new plans as needed – annually
- Write compelling proposals
- Work closely with the CEO and board members strategizing about prospects
- Conduct research on local, state and national funders
- Work with the operations specialist, maintain, track and establish records for all donors
- Thank all donors
- Work with program staff to gather information needed for each proposal
- Collaborate and partner with staff and others to ensure quality work
- Create sponsorships (in-kind and cash), events and other opportunities for donors
- Create opportunities for donor engagement and recognition
- Develop policies and procedures for the development department
- Meet with donors as needed

- Provide monthly reports to the CEO and board on progress and challenges
- Assist in developing and supporting the development committee
- Attend seminars and trainings as needed
- Attend supervision and staff meetings
- Evening and weekends hours may be required
- Other duties as assigned

## **Qualifications**

- Five years of work experience in development within a nonprofit organization
- Bachelor's degree
- Excellent written and oral communication skills
- Proven success in fund development
- Ability to work independently and with a small team of employees
- Ability to self-direct
- Strong organizational skills
- Experience with donor software, word and excel
- The ability to think critically and have a vision for the organization as it relates to fund development

Compensation: \$60,000/year plus benefits