



**Local Initiatives Support Corporation (LISC)  
Executive Director, New York City  
Job Description**

**Background:**

Local Initiatives Support Corporation (LISC) is a national nonprofit business that works with residents and partners to forge resilient and inclusive communities of opportunity across America - great places to live, work, visit, do business and raise families.

**Strategies LISC Pursues:**

- Equip talent in underinvested communities with the skills and credentials to compete successfully for quality income and wealth opportunities.
- Invest in businesses, housing and other community infrastructure to catalyze economic, health, safety and educational mobility for individuals and communities.
- Strengthen existing alliances while building new collaborations to increase our impact on the progress of people and places.
- Develop leadership and the capacity of partners to advance our work together
- Drive local, regional, and national policy and system changes that foster broadly shared prosperity and well-being.

Over the last 40 years, LISC and its affiliates have invested approximately \$20 billion in businesses, affordable housing, health, educational mobility, community and recreational facilities, public safety, employment and other projects that help to revitalize and stabilize underinvested communities. Headquartered in New York City, LISC's reach spans the country from East coast to West coast in 32 markets with offices extending from Buffalo to San Francisco.

**Position:**

LISC seeks a dynamic and entrepreneurial leader to be the Executive Director of the flagship LISC program in New York City. The ideal candidate will be a seasoned manager, with deep knowledge of community development finance and the NYC market, and strong relationships with the public, private, philanthropic and nonprofit community. The candidate will be familiar with the communities where LISC works, adept at listening to local needs, designing responsive and scalable programs, and bringing in the needed resources to focus on community priorities and implementation.

Reporting to the LISC Executive Vice President, Field Excellence, the Executive Director will provide the strategic direction and guidance for all aspects of LISC's program in New York City. The Executive Director is responsible for raising capital and resources locally that are leveraged by National LISC's support. The position requires a strong commitment to the role of community-based nonprofit organizations as agents of positive community change as well as an understanding of and appreciation for other key public and private partners who can offer additional resources to the work of community development in New York City. The ideal candidate will have a strong understanding of social justice, be able to demonstrate cultural competency working in communities of color and have demonstrated experience in shaping real estate projects and growing organizational capacity. In addition to the reporting structure, the Executive Director is in close communication with other members of the LISC management team and its national programs and affiliates.

**Responsibilities:**

*Build and Promote Community Development Finance in New York City*

- Craft and implement a strategy to scale affordable housing production in New York City through innovative solutions and dialogue with local government, state agencies, other private and quasi-public financial institutions and intermediaries, advocacy groups, and community-based organizations.
- Develop and implement an impact investing strategy to use LISC's financial resources to catalyze a pipeline of affordable housing, economic development, small business and other real estate projects and catalytic programs.
- Bring and deploy a deep knowledge of real estate related resources and capital development strategies utilized in real estate and community revitalization efforts, including leveraging government and private sector resources.
- Lead efforts to elevate community development and have broader impact in communities across New York City.

*Public Policy Leadership and Advocacy*

- Provide leadership on housing and community development policy issues in New York City. Advocate on behalf of LISC and the policy networks at the local, state and federal levels to secure the tools necessary to advance a comprehensive redevelopment strategy.
- Establish and maintain effective working relationships at the highest levels of local and state government as well as in the corporate and foundation sectors.
- Develop and maintain partnerships with community organizations and other advocacy groups engaged in public policy issues.
- Represent New York City LISC on key community task forces, commissions and other policy bodies, as appropriate.

- Work with Buffalo LISC and other LISC staff to develop and lead a New York State policy agenda.

#### *Fundraising and Communications*

- Identify and cultivate leadership from key corporate, foundation and other prospective donor sectors who share an interest in community development.
- Work with the leadership of the Local Advisory Committee (LAC) to raise sufficient funds annually to finance New York City LISC program activities and projects.
- Seek out new and creative resource development strategies for LISC and the community development field.
- Craft and carry out an effective communication strategy to increase awareness of the impact of LISC and its community partners.

#### *Program Development*

- Assist in engaging a wide variety of community partners to help bring holistic and integrated services to targeted neighborhoods.
- Develop, lead, and maintain a shared community development agenda through dialogue with local government, state agencies, other private and quasi-public financial institutions and intermediaries, advocacy groups, and community-based organizations, and the use of data to inform decision making.
- Promote effective community development strategies to attract resources to targeted under-served populations and neighborhoods.
- Provide capacity building to local organizations via financial and personnel resources, technical assistance and organizational assistance
- Implement the pillars of the Catalyzing Opportunities national strategy locally in NYC: connect people to regional opportunity through talent development; create attractive business environments; and foster a robust and accessible entrepreneurial ecosystem.
- Identify and incorporate best practices gained from national LISC interaction into New York City program designs.

#### *Leadership and Management*

- Recruit and manage a staff to carry out LISC's strategy and operate its programs.
- Recruit and orient a diverse, skilled and broadly representative LAC membership.
- Coordinate strategic and annual planning/budgeting processes in collaboration with the LAC and LISC's program vice president.

#### *Build and Maintain Positive Relationships with National LISC*

- Participate in national LISC leadership structure and meetings.
- Bring visibility to local innovations and programs within the national LISC structure.

- Maximize the use of National LISC resources and expertise in New York City.

**Qualifications:**

- Ten years senior level experience in community development finance or related field.
- Demonstrated commitment to LISC's community development mission.
- Demonstrated ability to attract and sustain philanthropic funding.
- Demonstrated experience in shaping affordable housing through development or lending.
- Bachelor's degree in business, finance, real estate or related fields. Master's degree preferred.
- Demonstrated track record in providing leadership for the development of strategic vision.
- Ability to establish priorities that align with a strategic plan and manage multiple agendas and programs effectively.
- Strong oral and written communication skills, including experience speaking publicly in diverse forums.
- Knowledge, understanding of, and experience in community development strategies, including deep knowledge of real estate related resource and capital development strategies utilized in real estate and community revitalization efforts.
- Local market knowledge of policy.
- Fluency using and understanding data to inform decision making.
- Entrepreneurial orientation; ability to seek out creative approaches to community issues.
- Proven ability to work in culturally and ethnically diverse environments.
- Strong interpersonal skills and ability to work effectively with a wide variety of people and organizations, including senior level corporate, philanthropic, public sector representatives and community leaders; ability to inspire trust and to motivate staff and partners.
- Experience building and facilitating relationships within and among various sectors.
- Demonstrated management experience, including staff development, financial management, and office administration.
- Some travel is required.

LISC offers a competitive salary-and benefits package. All positions at LISC are filled without regard to race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, disability, HIV/AIDS status, veteran status or any other characteristic protected by law. All are encouraged to apply.

**LISC IS AN EQUAL OPPORTUNITY EMPLOYER**, committed to diversity and inclusion. For more information about LISC, visit [www.lisc.org](http://www.lisc.org).

**To Apply:**

LISC has retained the services of Harris Rand Lusk to conduct this search. Inquiries, nominations and applications may be directed in confidence to:

Anne McCarthy, COO  
Harris Rand Lusk  
122 East 42<sup>nd</sup> Street, Suite 3605  
New York, NY 10168  
[amccarthy@harrisrand.com](mailto:amccarthy@harrisrand.com)

*Please put "LISC ED NYC" in the subject line of your emailed application.*