



LOCAL INITIATIVES SUPPORT CORPORATION
Job Description

POSITION TITLE: Director, Puget Sound (emphasis on Seattle and Tacoma)
REPORTS TO: West Region Program Vice President
JOB CLASSIFICATION: Full Time / Exempt
LOCATION: Seattle, WA Area

THE ORGANIZATION:

What We Do

With residents and partners, LISC forges resilient and inclusive communities of opportunity across America – great places to live, work, visit, do business and raise families.

Strategies We Pursue

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 39 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. Visit us at www.lisc.org.

LISC has had a programmatic and financial investment presence in Puget Sound for over 23 years, initially with locally based staff, and then through coordination with local partners and consultants. LISC is seeking a Market Manager to re-establish an 'on the ground' presence for LISC in Puget Sound. This position will report to the Program Vice President for the West Coast.

LISC and its affiliates have served Washington State since 1995. We have provided \$712 million in grants, lending, and equity investments, which have leveraged an additional \$3.9 billion in investment. We have assisted 357 local organizations, helped create over 33,000 affordable homes, and financed 4.3

million square feet of retail and community space. LISC's national programs are at work in Washington, including:

Sports and Recreation- Through our partnership with the NFL Foundation, we have invested \$1.6 million to build or refurbish neighborhood football fields.

Family Income and Wealth Building- LISC partners with the United Way of Pierce County to operate three Financial Opportunity Centers (FOC) in Tacoma, connecting residents to the economic mainstream. The first year of FOC operations in the state, nearly 500 people were provided with employment, credit and income supports counseling.

Health- Financing to support the relocation and expansion of the Family Health Centers in rural Omak, WA, a Federally Qualified Migrant and Community Health Center, and is expected to increase the center's capacity by more than 5,000 patients.

Safety- LISC recently closed out work with the Seattle Neighborhood Group on a youth-focused crime and violence reduction effort in the Reiner Beach neighborhood.

The Director's role includes providing strategic leadership and direction, and is responsible for re-establishing LISC's role, on the ground, as an important part of advancing economic inclusion in the Puget Sound area, with a focus on Seattle (King County) and Tacoma (Pierce County). Our priority will be to add value to an established community development environment by working closely and collaboratively with funders and community development organizations, and bringing into the Puget Sound area LISC's national expertise and the financial resources of LISC and its affiliates.

Based upon the strategic framework the Director will have the following major responsibilities:

1. Community Development Support; Strategic Program Development and Investment

- Bridge, expand and strengthen 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.
- Promote effective community development strategies to attract resources to targeted under-served populations and neighborhoods.
- Identify and incorporate best practices gained from national LISC interaction into Puget Sound program designs.
- Find and implement opportunities for investment (grant, equity, debt) by LISC and its affiliates, to fill market gaps and otherwise facilitate community development projects and programs, with a focus on economic development and affordable housing.
- Craft and implement a strategy for expanding affordable housing in Puget Sound and Tacoma, through dialogue with local government, state agencies, other private and quasi-public financial institutions and intermediaries, advocacy groups, and community-based organizations.
- Develop and implement a strategy to use LISC's financial resources to catalyze a pipeline of affordable housing and other real estate projects and catalytic programs.

2. Fundraising and Communications

- Primary responsibility (with significant support from the Program Vice President and other National LISC officers) for raising sufficient operating and program funds to achieve Puget Sound LISC's strategic objectives.

- Identify and cultivate leadership from key corporate, foundation and other prospective donor sectors who share an interest in community development.
 - Work with the Local Advisory Committee (LAC) to raise sufficient funds annually to finance Puget Sound 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.
3. *Public policy leadership and advocacy; Strong Network of Relationships*
- Champion housing and community development policy issues in Puget Sound. Advocate on behalf of LISC and the policy networks at the local, state and federal levels, bringing relevant experience elsewhere to assist local efforts 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 Puget Sound LISC on key community task forces, commissions and other policy bodies, as appropriate.
4. *Leadership and management*
- Recruit and orient a diverse, skilled and broadly representative Local Advisory Committee (LAC) membership [LAC provides civic leadership, strategic guidance, and financial support to the local program].
 - Coordinate strategic and annual planning/budgeting processes in collaboration with the LAC and LISC's West Coast Program Vice President.
 - Work closely with the West Coast Program Vice President and the West Coast Senior Program Officer to manage public and private resources effectively, including oversight over the allocation of Section 4 resources and the management of such resources, and raising and being accountable for additional public and private funds.
5. *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 Puget Sound.
6. *Other duties as assigned*

II. Required Qualifications:

- Bachelor's degree from an accredited college or university in business, finance, real estate or related fields. Master's degree preferred.
- At least ten years of senior level experience in community development 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.
- Demonstrated experience in community development sector, including economic development.

III. Critical Qualities:

- Experience building and facilitating relationships within and among various sectors.
- 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.
- Knowledge, understanding of, and experience in community development strategies, including working knowledge of real estate related resource and capital development strategies utilized in real estate and community revitalization efforts.
- 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.
- Strong oral and written communication skills, including experience speaking publicly in diverse forums.
- Entrepreneurial orientation; ability to seek out creative approaches to community issues.
- Proven ability to work in culturally and ethnically diverse environments.
- Local market knowledge of policy.
- Fluency using and understanding data to inform decision making.
- Ability to work independently, and manage multiple transactions at various stages.

IV. Supervision and Compensation:

- The Market Leader reports to the LISC West Coast Program Vice President
- LISC offers a competitive salary and benefits package.

Send RESUMES and COVER LETTERS via email to:

Vicky Rodriguez, Program Officer West Region
 Local Initiatives Support Corporation
vrodiguez@lisc.org

No phone calls please

We thank all applicants for their interest, however only those candidates selected for interviews will be contacted.

**LISC IS AN EQUAL OPPORTUNITY EMPLOYER
 COMMITTED TO DIVERSITY AND INCLUSION**