

MIDDLE GEORGIA COMMUNITY Food Bank

VISIT MGCFB.ORG TO LEARN MORE.



Inviting Applications and Nominations for

Director of Development



MYERSMcRAE
EXECUTIVE SEARCH AND CONSULTING

Middle Georgia Community Food Bank, a dynamic and much-needed nonprofit organization headquartered in Macon, Georgia, seeks a Director of Development to lead donor acquisition and fundraising for its budget to feed food-insecure individuals and families in its 24-county area.



ABOUT MGCFB

With its goal to end hunger, Middle Georgia Community Food Bank provides more than 800,000 pounds of food each month to food insecure neighbors. Through its partner agencies, Backpack and Senior Brown Bag programs, Mobile Food Pantry, and SNAP Outreach, Middle Georgia Community Food Bank touches families, students, and those most food insecure throughout its 24-county region.

A member of Feeding America and Feeding Georgia, Middle Georgia Community Food Bank's mission is to help its neighbors thrive by providing equitable access to nutritious foods with community partners that include soup kitchens, food pantries, senior programs, and much more.

In 1982, the Macon Area Food Bank—now Middle Georgia Community Food Bank (MGCFB)—was incorporated. In 1993, MGCFB became a certified affiliate with Feeding America, the nation's food bank, which led to increased food supplies and funding. Through the ensuing years, MGCFB has continued to grow to meet the needs of the Middle Georgia area. In 2020 Middle Georgia Community Food Bank and its partners distributed a record-breaking 12 million

pounds of food. This provided over 10 million meals for its community neighbors in dire circumstances during an unprecedented level of need associated with the COVID-19 pandemic. Since that time, food distribution has been well above pre-pandemic levels. In the first seven months of 2024, food distribution is up 15% over the same period last year.

While many individuals, families, and groups give money and/or food, other volunteers give graciously of their time and expertise. MGCFB's strategic plan is to provide more people with access to healthy food, optimize partnerships that are integral to its success, and grow organizational vitality and sustainability.



OUR MISSION

MGCFB's mission is to
help our neighbors thrive
by providing equitable access
to **nutritious foods** with
community partners.

Helping Neighbors Thrive Since 1981

MIDDLE GEORGIA
COMMUNITY
Food Bank



THE OPPORTUNITY

Middle Georgia Community Food Bank, a dynamic and much-needed nonprofit organization in Macon, Georgia, seeks a Director of Development to lead donor acquisition and fundraising.

Major Duties and Responsibilities

Include, but are not limited to the following:

- Appropriately represent MGCFB to donors, prospects, and the public.
- Build and cultivate relationships with donors, foundations, businesses, and the media.
- Manage a portfolio of major donors by cultivating, soliciting, and stewarding their philanthropic contributions.
- Partner with the President and CEO to establish and achieve annual SMART goals for fundraising and marketing work.
- Direct writing of grant proposals for resources needed to support or expand the impact of the organization.

MGCFB's mission is to help our neighbors thrive by providing equitable access to nutritious food with community partners.



- Ensure grant funds are spent in accordance with awards and accurate reports are submitted in a timely fashion.
- Manage direct mail efforts to solicit donors, ensuring accurate contact information and donor giving records are maintained.
- Lead all fundraising activities, including competition events for various professional groups.
- Lead social media posting and advertising activities to share stories about the need addressed by MGCFB and impact of the organization's work.
- Coordinate with other MGCFB staff members to ensure that messaging and funding requests are in concert with current and future needs and capabilities of the organization.
- Ensure fundraising and advertising costs are within budgeted expense levels.
- Perform other duties as requested or assigned.

Requirements

- Bachelor's degree or an equivalent combination of training and experience is required.
- Applicants must have five years of experience in a fundraising role.

Knowledge, Skills and Abilities

- Strong organizational skills, including the ability to successfully manage multiple priorities and projects to consistently meet deadlines
- Strong attention to detail and ability to work with a high degree of accuracy
- Ability to appropriately interact with people
- Ability and willingness to meet with donors and solicit financial gifts
- Proficiency with basic software programs such as MS Word and Excel
- Excellent verbal and written communication skills
- Ability to be flexible and quickly adapt to changing priorities
- Ability to work effectively under periodically stressful conditions
- Good problem solving skills
- Self motivated with the ability to interact in a team environment
- Positive and professional attitude and demeanor
- Ability to pass a background check
- Ability to pass random drug testing



Our Vision

A community where no one goes to bed hungry.

Our Goals

- Distribute more high-quality food.
- Upgrade facilities, technology, skills, and support to increase capacity.
- Increase awareness of food insecurity and solutions.
- Build new and fortify existing collaborations.
- Incorporate equity, diversity, and inclusion in all aspects of business.
- Strengthen robust agency network.

Our Values

- We believe a healthy community starts with food for all.
- We are driven by our commitment to compassionate service.
- We honor diversity and treat everyone with respect and dignity.
- We value and invest in our staff, partners, and volunteers.



MGCFB PRESIDENT AND CEO



Kathy McCollum

As President and CEO of the Middle Georgia Community Food Bank, Ms. McCollum oversees the staff, volunteers, administration, and programs of MGCFB. In her annual update to the community, Ms. McCollum said more than 100,000 Central Georgians are in need and that food insecurity in the area has increased by 25% since 2023. Ms. McCollum is a leader in corporate and small business settings with proven success through analyzing and improving processes, motivating employees to work toward common goals, tracking performance, and recognizing progress. She is an experienced executive with a history of effective financial and operations management as well as a compassionate heart for everyone in the Central Georgia community who suffers from food insecurity.

Over the past four years, MGCFB has improved financial recordkeeping and food product inventory tracking. Investment in training for employees and its Board of Directors has yielded a defined focus on goals and new skills. A recent 4,594 square foot building addition, along with renovation of previous office space and warehouse and entry improvements, provides capacity to expand our staff and service to the community.

Improving the fundraising performance of the organization has been a priority in 2024. With guidance from a professional fundraising consultant, the organization developed a Brand Identity Statement and Case for Support, subscribed to a wealth screening tool to gain insight into current and prospective donors, and selected donors for portfolios to be managed by development and executive staff members. With a database of over 17,000 donors, an active direct mail partner, and a growing social media audience, the stage is set for growth in fundraising for Middle Georgia Community Food Bank.

Middle Georgia Community Food Bank is an Equal Opportunity Employer.



Macon-Bibb County

Known as “The Heart of Georgia,” Macon is centrally located in Georgia on the Ocmulgee River, a major river in the city, which is on the fall line between the hilly lands of the Piedmont plateau and the flat terrain of the coastal plain. Only 85 miles southeast of Atlanta, Macon has a population of 150,000 and is known for its musical heritage and many parks, tourist attractions, historic downtown, and festivals.

The city is also known for its historic district, Amerson River Park, The Allman Brothers Band Museum, Capricorn Studios and Museum, Ocmulgee Mounds National Historical Park, Hay House, Museum of Arts and Sciences, and the Tubman Museum. Festivals include the Macon Film Festival, the Ocmulgee Indigenous Celebration, Macon Beer Festival, Macon Christmas Light Extravaganza, and, of course, the International Cherry Blossom Festival which has achieved numerous regional and national awards.

Aerospace, advanced manufacturing, food processing, healthcare, professional services, and warehouse and distribution industries drive the economy in Macon-Bibb County.

Longstanding large private employers include Mercer University, GEICO’s Southeast Corporate Headquarters, YKK USA, and Norfolk Southern Railway’s Brosnan Yard. The largest hospital in Macon is the Atrium Health Navicent, including the Beverly Knight Olson Children’s Hospital. Macon is also home to the Piedmont Macon Medical Center, Piedmont Macon North Hospital, and the Central Georgia Rehabilitation Hospital.

The Macon-Bibb County School District includes 21 elementary schools, six middle schools, six high schools, and two specialty schools enrolling 22,000 students. The Georgia Academy for the Blind is located in Macon as are six private schools and two state charter schools.

Application & Nomination Process

Confidential inquiries are welcomed, and nominations are invited.



MYERSMCRÆ
EXECUTIVE SEARCH AND CONSULTING

(478) 330-6222 MyersMcRae.com

Applications

- 1) All application packets must include the following:
 - a) A letter of application that addresses the responsibilities and qualifications of the position
 - b) Current curriculum vitae or résumé
 - c) At least three references with full contact information including e-mail (*References will not be contacted without consent from applicant.*)
- 2) Submit application materials (preferably as PDFs) online. **Apply here.**
- 3) Additional information is requested with the submission of materials. **Applications will be reviewed as they are received. Preferred start date is November 1.**

Nominations

Submit nominations with complete contact and e-mail information for the individual being nominated.

Nominate here.

Consultant

Jennifer Barfield, Executive Vice President of Myers McRae Executive Search and Consulting, is the lead consultant for this search. **Request a conversation regarding this search at JenniferBarfield@myersmcræ.com.**