



**NORTHPOINT**  
Health & Wellness Center

## **CANDIDATE INFORMATION PACK**

Advancement Officer  
NorthPoint Health & Wellness Center



# 50 YEARS OF COMMUNITY CARE

## 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 (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 provides a unique blend of programs and services that meet basic needs and help individuals and families achieve greater stability and self-reliance.

NorthPoint is co-located on the campus of NorthPoint Health & Wellness Center (NorthPoint Clinic), a Federally Qualified Health Center. Together, NorthPoint Inc. and the NorthPoint Clinic are a valued one stop resource, in the heart of the community, for high quality medical, dental, and behavioral health services along with critical human services including housing, food, education, and employment support.

NorthPoint is administered through a public private 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 and the NorthPoint Clinic share the same board of directors and CEO. The Leadership of NorthPoint is primarily people of color.

## OUR DEMOGRAPHICS

Our work targets the culturally rich, ethnically diverse north Minneapolis neighborhoods.

82% of residents in our primary service area are people of color

- 48% African American
- 18% Asian, primarily Hmong
- 10% Latinx, including many undocumented individuals

We serve our community through linguistically appropriate programs and services.



Our workforce represents the communities we serve with:

- 43% African American
- 16% Asian
- 11% Latinx

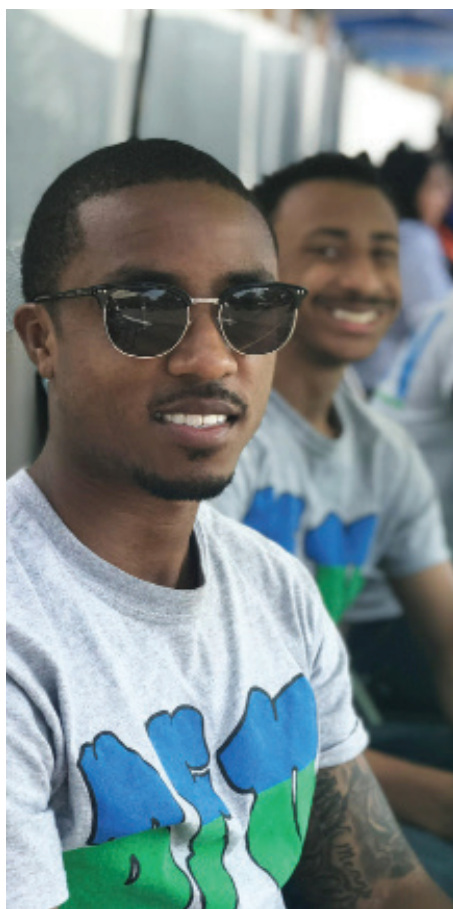
Our Board

- 66% African American
- 8% Latinx
- 16% Asian/Hmong

We are working to improve the physical and socioeconomic health of the North Minneapolis community through an integrated model of health and human services.

# 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 will supervise the Development Director and Development Association. They provide 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 ATTRIBUTES

**VISIONARY** | Someone who is aware of best practices and current trends of philanthropy and can cultivate a spirit of transparency, accountability and collaboration.

**TEAM PLAYER** | Someone who will collaborate well with staff and the board in an effort to build a culture of philanthropy throughout the organization.

**STRATEGIST** | Someone with a significant track record of success and ability to share a compelling case for NorthPoint, develop relationships with internal and external groups and the ability to convey to diverse audiences why NorthPoint is uniquely qualified for significant investment and partnerships.

**STEWARD** | Someone who is experienced and committed to maintaining responsible stewardship protocols such as timely gift acknowledgments, post-award reports submission, and excellent donor records management.



## 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.
- Familiar with and proficient with record-keeping software programs, on-line giving programs (Bloomerang, RaiseEdge, etc.) and other technologies that support fundraising 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](mailto:HR@NPIMN.ORG) by 5:00pm, CST, July 3, 2020. EOE M/F/D/V

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