

There is an exciting new opening at Homeboy Industries for a Chief Development Officer.

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Homeboy Industries provides hope, training, and support to formerly gang-involved and previously incarcerated men and women allowing them to redirect their lives and become contributing members of our community. Each year over 10,000 former gang members from across Los Angeles come through Homeboy Industries' doors in an effort to make a positive change. They are welcomed into a community of mutual kinship, love, and a wide variety of services ranging from tattoo removal to anger management and parenting classes. Full-time employment is offered for more than 200 men and women at a time through an 18-month program that helps them re-identify who they are in the world, offers job training so they can move on from Homeboy Industries and become contributing members of the community - knowing they count!

Today, Homeboy has annual revenues of \$18 million of which approximately \$10.5 million is philanthropy, \$6 million social enterprise revenue and \$1.5 million public funding and, boasts \$12 million in assets. In 2017, CCS, a national campaign consulting company, was retained to test the organization's capacity and readiness to embark on a special 30th anniversary campaign. With this assessment complete Homeboy Industries has put forward an ambitious vision to reach key aspirations, calling on the organization in a five-year period to raise over \$100 million in the form of a comprehensive campaign.

The CEO is seeking a Chief Development Officer who will lead a team and program ready for executing significant growth in revenue. With lofty yet doable goals, the new Chief Development Officer will be an innovative and accomplished visionary leader who will inspire staff, board and volunteers. He/she will have a demonstrated track record of successfully growing a fund development program with a heavy emphasis on major gifts and capital campaigns. The Chief Development Officer will oversee a staff of 10, with direct reports in development and marketing.

To be confidentially considered for the opportunity, or to make a recommendation, please contact: Sarah Agee (714) 433-7040, or Nicole Seipel (310) 774-0099 or email us at info@sterlingsearchinc.com

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