



Director of Philanthropy

Full-Time (FLSA: Exempt) | Los Angeles, CA | Hybrid | Reporting Relationship - Executive Director

Salary: \$140,000: At the Center, we practice salary transparency as part of our commitment to equity. For that reason, salaries are set and not subject to negotiation.

All Applicants Need to Apply Here: [Application for All Applicants](#)

All Applicants Will Need to Take This Culture Survey: [Link for Culture Survey \(for all Applicants\)](#)

About The Center in Hollywood

The Center in Hollywood is a nonprofit organization ending isolation and breaking the cycle of homelessness through *radical hospitality*. We are an inclusive space for anyone experiencing homelessness to feel welcome, safe, and connected to services.

We connect people to community, healthcare, and housing—with dignity.

Our Vision: An equitable world where the power of community prioritizes the health, housing, and dignity of every person.

Our Mission: To break the cycle of homelessness through radical hospitality, creating safe and supportive communities.

Rooted in a legacy of social justice dating back to the 1920s, The Center continues a proud tradition of compassion and inclusion—now seeking a visionary leader to carry that forward through philanthropy.

Position Summary

The Director of Philanthropy will be The Center's first full-time development leader, stepping into a culture defined by care, collaboration, and purpose. **This role offers the opportunity to *build something beautiful*—a fundraising program grounded in the original meaning of “philanthropy” ... love of humanity.**

The Center's team is seeking a relational fundraiser who finds genuine *joy and energy* in being externally engaged—someone who loves connecting with people, building authentic relationships, and facilitating partnerships rooted in generosity, dignity, and mutual respect. Working closely with the Executive Director and Board of Directors to develop authentic, meaningful relationships with individual donors, corporate partners, and foundations. The right candidate will bring both *strategic vision* and *grassroots-energy*, partnering with a passionate, ready-to-learn team to deepen connection, expand impact, and sustain The Center's mission for years to come.

The Director of Philanthropy will lead, inspire, and guide a talented team—comprising a Grants Management Specialist, Development Coordinator (Events & Communications), and Volunteer Coordinator—to design and execute a comprehensive, values-based fundraising and stewardship strategy. Together, this team will nurture existing relationships, invite new supporters into The Center's mission, and strengthen the culture of radical hospitality that defines every part of our work.



The ideal candidate will bring a high level of emotional intelligence and the ability to *compassionately adapt* across a wide range of stakeholders—from our neighbors experiencing homelessness, to our deeply dedicated staff of programmatic and compassionate experts, to a diverse funding community that includes monthly donors, foundation partners, corporate sponsors, and high-net-worth individuals.

Key Responsibilities

Leadership & Strategy

- Design and implement an annual development strategy to grow private philanthropy (individuals, corporations, and foundations).
- Partner with the Executive Director to engage and support the Board of Directors in fundraising and relationship building.
- Lead and mentor a small, motivated team in donor communications, events, grants management, and volunteer engagement.
- Establish systems, reasonable metrics, and workflows that support sustainable fundraising growth.
- Champion The Center's mission and values of radical hospitality in all donor communications and relationships.
- Advisory Board Management ...

Fundraising, Messaging, & Relationship Building

- Cultivate and steward relationships with individual donors, with an emphasis on deepening engagement and growing a base of loyal, values-aligned supporters.
- Partner with foundation program officers and corporate partners to maintain and expand funding through authentic, trust-based relationships.
- Create & oversee giving campaigns, peer-to-peer events (such as *The Center's hiking event*), and other creative fundraising initiatives that invite community participation.
- Ensure accurate donor tracking, acknowledgement, and reporting through effective CRM management, cross-department collaboration, and transparent communication.
- Craft and steward messaging that reflects The Center's ethos of *radical hospitality*, telling stories that honor the dignity and humanity of participants, staff, and donors alike.
- Partner with the Development Coordinator to ensure that all written and visual communications—such as appeals, newsletters, social media, and event materials—reflect consistent, mission-centered storytelling and authentic gratitude.
- Collaborate closely with the Executive Director and leadership team to align philanthropic messaging with organizational priorities and community impact.

Team Development & Culture

- Provide mentorship and coaching that supports professional growth and collaboration.
- Model The Center's values of dignity, empathy, and partnership.
- Foster a culture of joy, inclusion, and shared purpose—where staff look forward to coming to work, even on hard days.



Current Funding Overview

The Center in Hollywood's projected operating budget for **Fiscal Year 2026 (July 1, 2025 – June 30, 2026)** totals **\$3.94 million** reflects a strong foundation of partnership and impact across Los Angeles. Our current funding composition illustrates a history of trusted relationships with public agencies and private foundations—and a growing opportunity to expand philanthropy that is rooted in community care, shared values, and local engagement.

- **Government Contracts:** \$2,324,936 (≈59%)
Public funding remains a significant driver of The Center's work, supporting critical services that address homelessness and housing insecurity. However, this area is increasingly unpredictable, underscoring the importance of broadening and balancing our revenue sources.
- **Foundation Grants:** \$928,000 (≈24%)
Philanthropic foundations continue to invest in The Center's compassionate, evidence-based approach to radical hospitality. There is strong potential to deepen these relationships and invite new partners into our mission.
- **Special Events Revenue:** \$290,000 (≈7%)
Events provide not only essential funding but also vital moments of connection and shared purpose within the community.
- **Corporate Support:** \$190,000 (≈5%)
Corporate giving and sponsorships reflect the alignment between The Center's mission and values-driven businesses in Los Angeles. This is an emerging area with room for strategic growth and community collaboration.
- **Individual Contributions:** \$111,000 (≈3%)
Individual giving—largely from loyal supporters and grassroots events—represents a meaningful and underdeveloped opportunity for growth. With intentional stewardship and storytelling, The Center is well-positioned to expand this base of support.

The Opportunity Ahead

The Center in Hollywood is ready to build on a foundation of success, entering a new season of growth and imagination. With many core partnerships in place, the organization seeks to diversify its funding and grow more sustainable and flexible revenue streams—ensuring the mission can thrive, adapt, and endure in the years to come.

This next chapter calls for thoughtful stewardship: caring deeply for our existing supporters while expanding our reach to new donors, foundations, and corporate partners across Los Angeles. The Director of Philanthropy will play a key role in this evolution—grounding fundraising in *love of humanity* and cultivating a philanthropic community that shares The Center's vision of belonging, dignity, and radical hospitality.

Qualifications

- 7+ years of progressive experience in fundraising and development, with a track record of building and sustaining donor relationships.
- Demonstrated success in cultivating and stewarding individual donors, foundations, and corporate partners.



- Proven desire and ability to lead, mentor, and inspire a team toward shared goals and collective impact.
- Strong strategic and entrepreneurial mindset, with the creativity and perseverance to build systems, processes, and culture from the ground up.
- Excellent and ethical communication and storytelling skills, with the ability to translate program impact into compelling donor engagement.
- Deep commitment to equity, dignity, and The Center's mission of radical hospitality, with an understanding of trauma-informed and community-centered approaches.
- Experience managing and leveraging donor management systems and fundraising software (e.g., Bloomerang, Salesforce, or similar).
- Bachelor's degree or commensurate experience required.
- CFRE certification preferred.

Compensation & Benefits

The Center offers a competitive salary commensurate with experience and an exceptional benefits package designed to support well-being, balance, and professional growth:

Paid Time Off (PTO)

- Vacation: 80–160 hours per year (based on years of service)
- ½ Day Fridays: Every Week
- Sick time: 56 hours (7 days) per year
- Personal time: 16 hours (2 days) per year
- 12 paid holidays

Health Benefits

- Medical: Multiple Blue Shield and Kaiser plans
- Dental and vision coverage options
- Basic life and AD&D insurance (\$25,000 policy)

Financial Benefits

- 401(k) with company match (up to \$500 after 3 months)
- Student loan repayment assistance (up to \$2,000/year)
- Tuition reimbursement (up to \$2,000/year)

Professional Development

- Educational stipends for degree holders (\$500–\$1,500 annually)
- Professional development fund (up to \$2,000/year)
- Career laddering and advancement programs

Work-Life Balance & Perks

- Summer Fridays (4 hours PTO June–August)
- Paid family leave (up to 100% salary)
- Employee Assistance Program (EAP) and free counseling
- Linguistic stipend for multilingual employees
- “Empleado Fabuloso” monthly recognition program (8-hour vacation bonus)



- Sabbatical: 1 month paid after 5 years, 3 months after 7 years
- Committees for Justice, Equity, Diversity & Inclusion (JEDI) with stipends

Application Process

Interested candidates should submit a **resume** and **cover letter** describing their alignment with The Center's mission and their approach to people-centered philanthropy.