Powerhouse Ministries
HOPE IS REAL. CHANGE IS POSSIBLE.
PO Box 1611, Folsom, CA 95763-1611
916.983.0658 | www.phmfolsom.org

Director of Advancement

Reports to: Executive Director

Status: Full-Time, Hourly (Non-Exempt)

Location: Folsom, CA (on-site, with local travel for donor meetings)

Compensation: $31–38 per hour Full-Time, commensurate with experience; benefits package

Position Summary

Powerhouse Ministries is a Christian non-profit that has served Folsom for more than 30 years, walking alongside people facing addiction, homelessness, abuse, trafficking, and incarceration through our residential recovery centers, Help Center, Leadership College for young adults, at-risk youth and outreach programs. Our mission is to inspire and empower people to rise above their circumstances, change their lives, and impact their community.

The Director of Advancement is a senior member of the leadership team and is primarily responsible for Powerhouse's fundraising. The immediate priority is the Future Campus Capital Campaign, a three-phase effort to build The Help Center and The Living Room at 11 and 21 Natoma Street. Phase One is complete; this role will lead Phases Two and Three, raising $750,000 for construction and equipment, and $1 million to bring the campus to debt-free occupancy. Alongside the campaign, the Director will continue to build, support, and operate the sustainable annual giving program that funds Powerhouse Ministries.

Key Responsibilities

Capital Campaign Leadership

- Partner with the Executive Director, Founder, and Board to finalize and execute the campaign strategy, timeline, and gift pyramid for Phases Two and Three
- Build and manage the campaign prospect pipeline; personally cultivate and support the closing of major gifts, and support leadership and Board members with their solicitations
- Recruit and coach a campaign cabinet of volunteer champions; develop the case for support, naming opportunities, and pledge materials
- Report campaign progress to the Board monthly

Major Gifts & Donor Relations

- Manage a personal portfolio of donors and prospects with individualized cultivation, solicitation, and stewardship plans
- Deepen relationships with partner churches, local businesses, and civic leaders across Folsom and the greater Sacramento region, including campus tours and vision gatherings
- Ensure every donor is thanked promptly and personally, and shown the impact of their gift

Annual Giving, Grants & Events

- Plan and execute the annual development calendar, including appeals, monthly giving, Giving Tuesday, signature fundraising events, and program campaigns
- Research, write, and report on foundation, corporate, and public grants aligned with recovery, housing, crisis care, and youth development
- Work with the Leadership Team to shape donor-facing storytelling across newsletters, impact reports, social media, and the website

Development Operations

- Own the donor database, acknowledgment standards, data integrity, segmentation, and reporting
- Develop the annual fundraising plan and revenue forecast with the Executive Director; track and report results against goals

Qualifications

- Five or more years of progressively responsible fundraising experience with a proven record of growing and maintaining significant fundraising efforts
- Direct experience with a capital or comprehensive campaign, ideally in a leadership role, from planning through completion
- Experience researching and applying for grants, managing grantor expectations, and ensuring consistent growth of grant-related revenue
- A relational, front-line fundraiser who is comfortable making the ask
- Excellent written and verbal communication, from a persuasive case for support to a clear grant proposal
- Proficiency with donor CRM systems and comfort using data to set priorities and measure progress
- Commitment to Powerhouse's Christian mission and statement of faith, and the ability to articulate our vision to churches, businesses, and the broader community
- Valid driver's license; available for local travel and occasional evenings and weekends

Preferred Attributes

- Experience in recovery, housing, or faith-based fundraising
- Existing relationships in the Folsom and Sacramento philanthropic and church communities
- CFRE or equivalent certification
- Familiarity with planned giving and gifts of appreciated assets

Our Culture

Powerhouse is a ministry first. Our team believes no story is beyond redemption, and many of our staff and leaders have walked the road of recovery themselves. We work hard, pray together, celebrate transformation, and treat every person who walks through our doors with dignity. As a religious organization, Powerhouse Ministries requires all staff to affirm and live in accordance with our statement of faith and code of conduct.

How to Apply

Apply to: tcornman@timothygroup.com