

Looking For Board Members!

Corporate Donor Chair of the Board of Directors Backpack Buddies Foundation of Loudoun



BACKPACK BUDDIES
FOUNDATION
OF LOUDOUN

Mission Statement

The Backpack Buddies Foundation of Loudoun is committed to act as a fundraising and grant writing organization committed to ensuring that all food insecure children in Loudoun County have meals that the Board of Directors sees fit.

Overview of Position

The Corporate Donor Chair of the Board of Directors is a strategic leadership role focused on identifying, cultivating, and strengthening relationships with corporate donors, business partners, and community sponsors. This position plays a key role in expanding BBFL's fundraising reach, increasing corporate engagement, and supporting the financial sustainability of the organization.

Responsibilities

1. Corporate Donor Strategy:

- Develop, implement, and oversee a corporate donor outreach strategy aligned with the Foundation's mission and fundraising goals.
- Identify potential corporate donors, sponsors, business partners, and workplace giving opportunities throughout Loudoun County and the surrounding region.
- Work with the Board of Directors to establish annual corporate giving goals and sponsorship priorities.
- Create opportunities for businesses to support BBFL through donations, sponsorships, matching gifts, employee giving, event partnerships, and in-kind support.

2. Corporate Relationship Management:

- Cultivate and maintain strong relationships with corporate donors and business partners.
- Develop personalized engagement strategies to steward corporate supporters and encourage long-term partnership.
- Serve as a primary point of contact for corporate donors, helping ensure clear communication, follow-up, and recognition.

3. Sponsorship Development:

- Support sponsorship outreach for BBFL events, including the FriendsGIVING Back Gala, golf tournament, fundraising campaigns, and other community events.
- Help create and promote corporate sponsorship opportunities that align with donor interests and BBFL's mission.
- Track sponsorship prospects, commitments, benefits, and follow-up needs.

4. Community Engagement:

- Represent BBFL professionally in the business community.
- Attend networking events, chamber gatherings, community meetings, and other opportunities to build awareness of BBFL's mission.
- Help open doors to new business relationships, strategic partnerships, and donor opportunities.
- Promote a culture of corporate philanthropy around the issue of childhood hunger in Loudoun County.

Qualifications

- Commitment to BBFL's mission of helping eliminate childhood hunger in Loudoun County.
- Experience in corporate relations, fundraising, sponsorships, or community engagement.
- Strong interpersonal and relationship-building skills with excellent written and verbal communication abilities.
- Comfortable making introductions, asking for support, and communicating BBFL's mission to business leaders.
- Ability to think strategically and creatively to meet fundraising and partnership goals.
- Organized, proactive, and comfortable tracking outreach, follow-up, and donor commitments.

Commitment

- The Grant Writing Chair is expected to dedicate approximately 5-8 hours per month to fulfill the responsibilities of the position.
- All Board of Directors members are required to financially contribute a minimum annual investment of \$1,000 and secure a minimum of \$5,000 in overall sponsorships.

Term of Office

The term of office for the Grant Writing Chair is 1 years, with the possibility of reappointment based on performance and board approval.