



Fresh Lifelines for Youth

**Position Title:** Director of Government Affairs

**Reports To:** Chief Operating Officer

**Status:** Exempt, Full Time

**Compensation:** Commensurate with experience. Full benefits. Flexible work schedule. Opportunity to work some hours remotely.

**Location:** Based primarily in our Santa Clara County office (Milpitas) with some presence in San Mateo and Alameda Counties

#### **ABOUT FRESH LIFELINES FOR YOUTH:**

Fresh Lifelines for Youth (FLY) is currently operating in Santa Clara, San Mateo and Alameda counties. Working with juvenile justice youth and those at-risk of entering the system, FLY's mission is to prevent juvenile crime and incarceration through legal education, leadership training and one-on-one mentoring.

At FLY, we believe that all our children deserve a chance to become more than their past mistakes. However, many children who end up in the juvenile justice system often do not get that chance and they do not have the knowledge, skills or support they need to lead productive lives. They often believe that by the time they are 18, they will be in prison or dead. But, it doesn't have to be this way. FLY provides legal education, leadership development and mentoring to youth, builds a community who will support their healthy development and helps our juvenile justice systems be more effective and humane. As a result, FLY works collaboratively with all our system partners to actively engage in system reform efforts, and FLY is often asked to take a leadership role in local detention reform work. Together we inspire our at-risk youth and give them a chance to transform from juvenile delinquents into positive community leaders, creating a safer, healthier and happier community for us all. For more information about Fresh Lifelines for Youth please go to:

[www.flyprogram.org](http://www.flyprogram.org).

#### **THE DGA POSITION:**

The new DGA will be a rigorous, articulate and results-oriented leader with strong relational skills who will lead and manage FLY's political, policy, and business development strategy for public systems relationships across multiple jurisdictions to advance the agency's mission and goals. S/he will identify government sources of funding for all agency programs across multiple jurisdictions at the local, state, and federal levels. The DGA works closely with the Chief Operating Officer (COO) to design and implement a strategy to support FLY programs through appropriate public funding and generate new government funding streams. The DGA will serve as the organizational lead for all government relations, represent FLY in public systems collaboration efforts, and leverage engagement of FLY's COO, Chief Development Officer (CDO), and Chief Executive Officer (CEO) as is necessary and effective to advance FLY's framework for systems change (including developing and advancing a policy agenda).

The DGA will play a key role in achieving FLY's strategic vision, serving as leader of the agency's business development efforts to secure public funds to support its plan of scaling to four jurisdictions in the next five years. The DGA is responsible for identifying, securing, and enhancing all sources of government funding, serving as lead strategist for the agency's response to RFPs, and identifying other possible business opportunities through the cultivation of key public systems partnerships. The DGA has a dotted reporting line to the CDO and will collaborate closely with members of the Development Department to meet FLY's overall funding goals on an annual basis, with a focus on increasing the agency's fundraising capacity each year. Finally, the DGA will monitor the government policy landscape and leverage FLY's reputation and position as a high performing organization to lead local, state, and eventually national juvenile justice system reform efforts. The DGA will serve as FLY's policy expert and advisor to agency leadership to inform programmatic efforts and agency priorities.

**KEY QUALIFICATIONS:**

- At least three or more years of nonprofit fund development experience with demonstrated success writing and securing grants from state and federal government sources. Demonstrated understanding of cost analysis and budget development, as well as experience with the intersection of funding and programming.
- Politically informed and savvy to analyze key partnership and funding opportunities as they arise. Possess the ability to research, identify and prioritize applicable government funding opportunities to support FLY programs and administrative needs.
- Must be willing and eager to serve as the lead with government and public leaders to build effective relationships that foster recognition and utilization of FLY program models, as well as position FLY to impact system reform.
- An adaptive, charismatic and confident leader who demonstrates the capacity to partner with youth, public leaders and board members with equal excitement and respect, engaging stakeholders at all levels to invest in FLY toward the achievement of our strategic plan.
- Will welcome the opportunity to become an integral part of the FLY community and its ecosystem of youth, public system partners, volunteers and supporters, taking an active role in FLY activities and events.
- Advanced academic experience - BA required; MA/MBA/MPA or JD strongly preferred.

**HOW TO APPLY:**

FLY's Director of Talent and Administration Michelle Sambrano, COO Ali Knight and CDO Lisa Breen Strickland are leading this search.

Please submit your resume and a cover letter outlining your interest and the reasons why you are best suited for the position and would be a great addition to the FLY team.

Applications along with where you learned of the position (and salary history) should be sent to: [jobs@flyprogram.org](mailto:jobs@flyprogram.org).