



OVERVIEW

Sprouting Farms Corp, a 501c3 charitable organization, seeks an Executive Director with vision and passion to lead the organization in its service to the food and agriculture community in West Virginia. The organization provides farm business training and resources and builds the regional markets necessary to launch, support, and enable farm businesses. The farm in Talcott, WV is an 80-acre diversified specialty crop farm, operating year-round in over 30 high tunnels, greenhouses, and several acres in seasonal field production.

We believe that long-lasting impact is created by training new farmers in quality and sustainable production techniques, and by providing shared resources and educational opportunities to the whole farm community. Our programs provide farmers with sound business management and production skills, hands-on training and mentorship, and the land and resources necessary to launch and refine their farm businesses. In addition, we strive to improve food access within the community through the operation of a farm store and mobile market, accepting EBT and participating in SNAP Stretch, as well as on-farm workshops and activities to promote the use of healthy fruits and vegetables in WV homes.

To further advance our mission of developing a more sustainable and equitable food system, Sprouting Farms also spearheads and manages several innovative agricultural enterprises, including Turnrow Appalachian Farm Collective, a team of farmers, businesses, organizations, and nonprofits— working together to market, sell, and distribute local products for customers throughout the region, along with an aquaponics and processing kitchen, currently in various phases of development.

JOB DESCRIPTION

Sprouting Farms' Executive Director should have a strong understanding of sustainable agriculture, food system development, food justice challenges and initiatives, economic development, and multi-sector collaboration that are emphasized within our programs. This highly visible position requires extensive experience in public speaking, fundraising, grant management, strategic planning, and supervisory roles. Additional responsibilities include but are not limited to:

- Oversee strategic planning and operations of the organization, its staff, and Board of Directors



- Oversee the fiscal integrity of Sprouting Farms Corp, to include submission to the Board of a proposed annual budget and quarterly financial statements, which accurately reflect the financial condition of the organization
- Fiscal management of the organization that generally anticipates operating within the approved budget, ensures maximum resource utilization, and maintenance of the organization in a positive financial position
- Lead fundraising and developing other revenues necessary to support Sprouting Farms' mission, including identifying and applying for grants, leading general fundraising campaigns to include in-kind and cash donations, and developing and maintaining relationships with key donors and sponsors
- Serve as the point of contact for grant reports, follow-up and relationship maintenance
- Develop and maintain relationships and strategic partnerships with individuals, associations, and businesses related to sustainable agriculture and food system development
- Speak at/attend conferences, major events and other gatherings within the food and agriculture communities
- Helping to oversee Sprouting Farms' major events and host VIPs
- Serving as the media representative for the organization on key/major issues
- Identify and develop new initiatives and partnerships aimed at expanding the Sprouting Farms' reach
- Represent Sprouting Farms on industry-related boards and committees

This is a full-time position that requires a heavy presence in West Virginia. The successful candidate will have at least five years of combined experience in the designated responsibility areas, and be willing to travel on behalf of Sprouting Farms approximately 10 percent of the time. They are someone who works well within a team and is adaptable to working as a part of a geographically diverse group of highly motivated and dedicated employees. The salary range for this position is commensurate with experience and includes a benefits package. Applicants should submit a cover letter expressing interest and qualifications for the position, along with a Resume with at least three reference contacts. The deadline for applying for this position is April 30, 2022. Please send materials to sproutingfarmsboardofdirectors@gmail.com.