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## IFF CHIEF FINANCIAL OFFICER

### The Organization

IFF is a 22-year old community development financial institution serving nonprofit corporations in low-income communities in Illinois, Indiana, Iowa, Missouri and Wisconsin. Its primary business units are lending, real estate consulting and development. IFF's core business model is to obtain below-market investments, typically from banks, and re-lend funds through a long-term real estate mortgage product. Current assets are \$165 million. IFF has a staff of 50, with headquarters in Chicago and offices in Milwaukee, Springfield and St. Louis. [www.iff.org](http://www.iff.org)

### Background

IFF has an effective and well-coordinated leadership team. Founder Trinita Logue has a stellar reputation, and a robust network of public and private funders and investors, community leaders and advocates. Highly skilled subject matter experts manage Operations and Real Estate, and will work collaboratively with the new CFO.

IFF's mission, and the CFO's role, both reflect the hybrid nature of this field. IFF mixes public funding and private investment, where the incentive is to achieve good works and a responsible ROI. Similarly, the CFO will need to continue the pursuit and growth of IFF's network of private investors and public funders. At the same time, s/he must maintain exemplary financial planning and reporting in a non-profit, modestly staffed environment. Each IFF officer must be strategic, focusing on larger goals, motivating staff performance, and also shouldering maintenance and day-to-day performance duties.

IFF has grown from a statewide organization to a leader in the Midwest region. The institutional history, culture, subject matter expertise and effective governance of this organization underlie the promise of continued growth and an expanded mission. A finance professional with a strong background in investor relations and financial institutions, who will join with the mission and values of this organization, will experience a substantive, stimulating and meaningful professional experience.

### Responsibilities of the Position

The CFO will lead business growth and address business trends, changes and opportunities that may affect IFF. The CFO develops, monitors and implements IFF's Financial Forecast, analyzing and recommending changes in assumptions as needed. This person will manage investor relationships and must continually develop new investors and develop new strategies and implement plans for obtaining new capital and diversifying capital sources.

As a member of the senior leadership team, the CFO advises IFF's business units, evaluating and assisting them with their financial plans and economic modeling.

Reporting to the Chief Executive Officer, the CFO manages the Finance Department. The Department includes accounting and compliance, budgeting, cash management, investments, and the annual audit.

Specific responsibilities include but are not limited to:

- Monitor organizational performance against both the annual budget and IFF's long-term plans. Provide critical financial and operational information to the CEO and managers and make recommendations on strategy and operations.
- Work with the Board of Directors' Financial Strategy and Audit committees on oversight of the forecast and operating budget. Assist in establishing committee objectives and meeting agendas and preparing information and materials for board and committee meetings.
- Manage investor programs and work with the CEO to develop new financing plans and opportunities. Negotiate agreements with efficiency and to achieve IFF priorities.
- Participate in or lead relationship management of all funding and financing relationships.
- Manage and advise on investment policy.
- Manage Finance Department staff of five, implement staff development programs for professional growth.

#### **Desired Skills and Experience**

- Minimum ten years experience in increasingly responsible position in a CFO role.
- Background or involvement in the nonprofit sector; knowledge of or experience with community development.
- Excellent management skills and demonstrated ability to manage and evaluate staff against performance goals.
- Experience working with nonprofit Boards of Directors and nonprofit accounting.

#### **Education**

MBA required; the addition of a CPA is desirable.

**Contact**

IFF is an equal opportunity employer. To apply, submit a cover letter, resume and qualifications to:

Ford Webb Associates  
60 Thoreau Street  
Concord, MA 01742

Or

[IFF@fordwebb.com](mailto:IFF@fordwebb.com)