Lutheran Senior Services (LSS) invites applications for the position of Vice President of Advancement. This new leader will take LSS and its Living Foundation to new levels of philanthropic support. The Vice President will work closely with an experienced President/CEO, administrative team, committed foundation/stewardship staff, supportive clinical and operational staff, and a Board of Directors committed to furthering the mission and goals of Lutheran Senior Services.

Senior services is one of the highest growth markets and Lutheran Senior Services of St. Louis is one of the fastest-growing and most successful models in the country. The mission of Lutheran Senior Services is: **Older Adults Living Life to the Fullest.**

Lutheran Senior Services is a faith-based, mission-driven not-for-profit network that specializes in enhancing life for seniors, ages 62-plus. With 21 locations in Missouri and Illinois, LSS offers quality choices and exceptional support for retirement living. Through affordable housing sites, home & community based services, and senior living communities, LSS provides a person-centered approach to a comprehensive continuum of life choices. Building upon a tradition of excellence for more than 150 years, Lutheran Senior Services is fulfilling its Christian mission to help older adults live abundant lives (as we are called to do in John 10:10).
About Lutheran Senior Services

Dating back to 1858 when Rev. Johann Friedrich Buenger founded the first Protestant hospital in St. Louis, LSS has grown from a single convalescent home to today serving more than 3,300 residents in eight full-service Continuing Care Retirement Communities (CCRCs), one free-standing care center, and one free-standing assisted-living site. An additional 800 residents live in affordable housing communities. LSS also serves 4,700 clients in In-Home Service programs. The service area spans the St. Louis metropolitan region, and includes central Missouri and central Illinois as well.

Levels of living in the CCRC’s includes independent patio homes and apartments; residential care and assisted living apartments; memory care (assisted living and advanced stage); 24-hour skilled nursing and REACH Short Stay rehabilitation. Lutheran Senior Services extends its ministry by serving individuals of all beliefs and faith backgrounds. LSS strives to meet the physical, social, emotional, mental and spiritual needs of those in its care. LSS has 18 chaplains on its staff and offers Clinical Pastoral Education (CPE), training ministry workers for the Church at large for this unique form of ministry.

Current strategic imperatives for the organization are:

1) People – Recruit, develop, and retain people with the goal of a stable, productive, and compassionate workforce.
2) Quality & Value – Provide quality and value to those we serve.
3) Ministry Expansion – Touch more lives in the form of new locations or additional services.
4) Stewardship – Manage resources, maintain financial stability, and maximize benefits to those we serve.

LSS is the largest service non-profit in the St. Louis region and has received numerous awards including several citations as a Best Place to Work. Its communities are consistently lauded for their high quality outcomes and high patient/resident satisfaction scores. LSS employs more than 3,000 persons and engages more than 1,000 volunteers in its programs. With growing numbers of baby boomers entering retirement and continuing trends toward longer life expectancy, the services LSS provides will continue to grow.

Lutheran Senior Services Leadership

BOARD OF DIRECTORS

Lutheran Senior Services is a non-profit 501(c) (3) organization providing ministry to older adults on behalf of 104 Lutheran member congregations. It is governed by a fifteen member voluntary Board of Directors representing these congregations. Board membership comprises persons from a wide array of professions, including healthcare management, nursing, human resources, finance, law, banking, construction, insurance and Church administration. Nine committees and two sub-committees are responsible for driving the strategic direction and oversight of the organization.
CURRENT PRESIDENT/CEO

John Kotovsky serves as President and Chief Executive Officer of Lutheran Senior Services, a role he assumed in September 2007. With a blend of business acumen and pastoral ministry, he is uniquely qualified to build on the organization’s 158-year legacy of mission and lead it into the future with stability and strength. Before joining Lutheran Senior Services, John was President and Chief Operating Officer for the real estate development and management company Koch Development Company, Inc. Previous to that, he served as Chief Financial Officer of The Sansone Group, Inc. and Senior Accountant for Arthur Andersen & Co. Also a Lutheran pastor, John served as Pastor of Administration and Christian Education for Community Church of Joy in Phoenix and Chief Financial Officer of the Joy Company. A graduate of Washington University in St. Louis, John also holds a Master of Divinity degree from the Lutheran School of Theology at Chicago. Over the years, he has also shared his heart for servant leadership through various professional and ministry boards.

The Service Region

Lutheran Senior Services is based in St. Louis. With a population of 2.8 million, the St. Louis metropolitan area is the 19th largest in the nation. St. Louis is on the eastern border of Missouri along the banks of the historic Mississippi River. As it pertains to the senior living industry, St. Louis is ranked as one of the fastest growing senior populations, ranking sixth out of the top 30 cities.

The St. Louis economy relies on service, manufacturing, trade, transportation of goods, and tourism. The region is home to several Fortune 500 companies: Express Scripts, Emerson Electric, Centene, Monsanto, Peabody Energy, Ameren, and Graybar Electric; and Enterprise Holdings and WorldWide Technology are among the nation’s largest private companies. Other notable companies include Anheuser-Busch, Edward Jones Investments, Energizer, and Scottrade.
Two highly ranked teaching and research universities – Washington University and St. Louis University – among others – keep St. Louis in the vanguard of academic learning, research, health, and innovation. There are many outstanding public and private schools from which to choose. Six of the top ten public schools in Missouri are in St. Louis, and there are more than fifty private schools to consider as well.

St. Louis offers the amenities of a large city, yet feels like a much smaller community. Life in St. Louis is easy and pleasurable. Residents enjoy smaller than average commutes and it is often said you can get anywhere in the metropolitan area in 20 minutes or less. St. Louis offers hundreds of affordable, attractive, and historic neighborhoods, and features an outstanding cost-of-living environment. World-class cultural organizations are prevalent, many of them with little or no cost for entry. They include the St. Louis Art Museum, St. Louis Zoo, St. Louis Science Center, the Missouri Botanical Garden, Opera Theatre of Saint Louis, the Repertory Theatre of Saint Louis, Jazz St. Louis, Forest Park, the MUNY, the Fox Theatre, and Saint Louis Symphony Orchestra (among many others). St. Louis is number 2 in the country in music venues per capita.

The region features excellent professional and recreational sports: the St. Louis Cardinals – with their 11 World Series titles and 19 National League Pennants – are passionately supported and widely regarded as one of the finest professional sports franchises in the country. The St. Louis Blues Hockey Club also incites strong loyalty and is a regular playoff team. Recreational opportunities abound. In a recent survey, St. Louis was ranked in the top 10 cities in the country for recreation. Famed Forest Park, at 1,293 acres, is one of the largest municipal parks in the country and approximately 500 acres larger than Central Park in New York.

St. Louis features ample and excellent shopping and culinary opportunities as well. In addition to its Italian food tradition, many world-class chefs are located in or are bringing their talents to St. Louis. The 2015 winner of the James Beard Midwest Chef prize is Gerard Craft – owner of several fine restaurants and leader of a strong culinary trend in the area.

**Vice President of Advancement**

Reporting to the President/CEO of Lutheran Senior Services, the Vice President of Advancement serves as a member of the Home Office Leadership Team and provides leadership and direction for the philanthropic program and the LSS Living Foundation. The advancement/stewardship team includes seven directors deployed amongst the LSS communities and support staff.

In recent years, LSS and its advancement/stewardship team have created and developed a highly successful home conversion program. In this program, prospective residents transfer the tasks associated with liquidation of their home to LSS and fund a charitable gift annuity for the home’s full appraised value, giving them significant tax deductions and a favorable lifetime income stream. The LSS home conversion program has become a national model that helps increase occupancy while generating significant charitable support.

Regarding other philanthropic efforts, current giving has more than doubled in the last five years, with strong growth in giving from residents and staff. Similarly, there has been an upward trend in planned
and estate giving as well. Last year, LSS provided $6.8 million in benevolent care support to seniors in need. This number is anticipated to continue to rise as demand for services continues to grow.

The Vice President will plan, design and execute annual and long-term strategies for the identification, cultivation, solicitation, and donor stewardship of annual, major gifts, grants, and planned gifts from individuals, corporations, and foundations.

The new Vice President must have considerable experience in all phases of philanthropic engagement and will be capable of serving as a mentor to Advancement/Stewardship staff. Additionally, the VP will build sufficient development operation infrastructure to support a successful multi-site philanthropy program.

Propelling philanthropic success through a more dynamic external effort that grows the base of support and meaningfully engages residents, staff, and the community will be a primary focus going forward. Building a strong and engaged Foundation Board to serve this next phase of philanthropic growth is also a priority.

The successful candidate must display a passion for the Christian mission and heritage of the organization, and for providing seniors with comprehensive, high-quality care. For more information about this position, please view the detailed job description here: Vice President of Advancement

Salary and benefits for this position are competitive and commensurate with experience. Confidentiality will be maintained and no provided references will be contacted until later in the process and only with prior approval of the candidate. Review of applications will begin immediately and continue until the position is filled. Applicants should electronically send a letter of application, résumé or curriculum vitae, and the names and contact information of five (5) persons who could serve as references to Robert Driver, Executive Director, Gonser Gerber Search, via email at rdriver@gonsergerber.com.

For more information about Lutheran Senior Services, visit the following link: http://lssliving.org/

Lutheran Senior Services values diversity and seeks a diverse candidate pool. Women and minorities are encouraged to apply.