

The logo for Sunwater Institute is centered on a background of vertical wooden planks. The word "sunwater" is written in a lowercase, sans-serif font, with "sun" in white and "water" in white with a blue triangle above the 'a'. Below it, the word "INSTITUTE" is written in a smaller, all-caps, spaced-out sans-serif font.

sunwater
INSTITUTE

**The Sunwater Institute
Director of Development
North Bethesda, MD & Washington, DC**

DRi Waterstone
HUMAN CAPITAL

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The Sunwater Institute

Overview & Mission

The Sunwater Institute is a nonprofit, nonpartisan public policy organization focused on improving the foundations of our social systems. The Sunwater Institute's current programs focus on improving congressional performance, preserving and advancing constitutional rights and liberties, strengthening and enlarging property rights, and exploring the foundations of group decision-making.

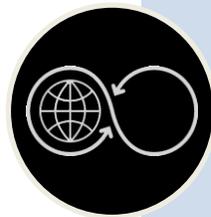
Created to strengthen the foundations of democracy through interdisciplinary science, technology, and open dialogue, Sunwater Institute envisions a society founded on the principles of individual liberty that strives toward its maximum potential.

What Differentiates the Sunwater Institute



Foundational

Sunwater seeks to understand and improve the foundational ideas that underpin individual flourishing and governance of human societies.



Long-Term

Sunwater focuses on long-term developments and solutions, and pays less attention to short-term election cycles, temporary trends and current headlines.



Interdisciplinary

Sunwater's nonpartisan, empirically based, scholarly approach to exploring ideas incorporates disciplines as diverse as law, economics, political science, business, data science, sociobiology, human evolution, and neuroscience.



Data & Technology

Sunwater leverages data and technology in ways that sustainably improve policy design, implementation, measurement, processes, and outcomes.

Focus

The Sunwater Institute is focused on long-term fundamental issues. How should the scope and definition of property evolve to better foster innovation, improve the operation of the market, and enable fair trade? How can Congress as an institution engage in a cycle of continuous improvement in order to reach its full potential? What shared values, information, and tools do voters need for democracy to thrive? What rights and liberties should we all enjoy; where do they come from; what are their limits; and how can they be protected? These and other important foundational questions, which are critical to the long-term development of human society, form the focus of Sunwater's research agenda.

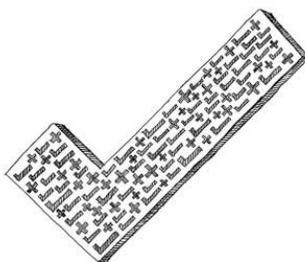
The Sunwater Institute Focus Areas



Property, Markets, and Trade



Rights and Liberties



Group Decision Making



Congressional Reform

Property, Markets, and Trade

The concept of property underpins our economy and trade. How has property evolved and how should it evolve in the future given the changing technological and social environment? The Sunwater Institute researches the evolution and enforcement of property rights over time and investigates how new technologies create opportunities, threats, and novel conceptualizations of property rights. We investigate the impact of various property regimes on trade, market structure, and innovation.

Rights and Liberties

Rights constrain the government and preserve our freedoms. As technological, economic, and social conditions change, should our rights change? The Sunwater Institute explores the evolution of rights and liberties from prehistory up to the present day from a multidisciplinary perspective, using the insights of philosophy, law, history, the natural sciences. Sunwater explores the purposes and limits of rights, the potential conflicts among rights, and the question of which rights should be protected in a changing technical and social landscape.

Congressional Reform

Congress' performance as a group decision-making institution is critical to the nation and democracy worldwide. The Sunwater Institute conducts theoretical and applied research leading to improvements in Congress' institutional knowledge, processes, decision-making, and performance measurement. Sunwater develops data and products that help Congress understand performance as an institution.

Group Decision Making

Group decision-making allows humans to transcend their isolated, vulnerable nature as individuals and collectively become something akin to super-organisms capable of incredible achievements. How do groups really make decisions and how can those processes be improved to achieve greater results? How individuals effectively work together to make decisions is not well understood, yet it is fundamental to human success and modern institutions. The Sunwater Institute conducts research on the fundamentals of formal and informal group decision-making and applies that knowledge to improve electoral system design, lawmaking, and the market.

The Sunwater Institute Location and Projects

The Sunwater Institute's interdisciplinary, long-term orientation and focus on the building blocks of social systems sets it apart as a haven for bold, fresh ideas and free, constructive dialogue. The Sunwater Institute is located in North Bethesda, MD and maintains a presence on Capitol Hill.



**Greencourt
Innovation Center**
Main Office and Conference
Center



Capitol Hill
Office, Meeting, Donors,
and Rooms



**Future Farm &
Conference Center**
Retreat and Conference Center

Sunwater Institute Projects



Property, Markets, and Trade

- Medical Process Innovation, Economics of Stealing, Economics of Property Enforcement in Trade, Pii Value Index and Trade Model, Philosophy of Property, Givings and Takings, and Trade Event.

Rights and Liberties

- Rightspedia, Federal Papers Podcast, Future of Rights Forum, and Rights Framework.

Group Decision Making

- Social Learners vs. Independent Learners, Electoral System Design, Group Decision Making Under Variable Option Information, and Universal Group Decision Making Model.

Congress

- The Good Congress, Legis1, Reforming Congress Interview Series, Committees, The Mathematics of Legislation, Events to Convene Reformers, and Member/Staff Training.

The Opportunity

The Sunwater Institute seeks a Director of Development to help establish a high-level individual investor program, maximizing support for its mission and vision. The most competitive candidates will be unafraid in seeking at least \$1M in new funding in the first year.

Reporting directly to the President of the Sunwater Institute, the Director of Development will develop long-term philanthropic relationships with donors, manage fundraising programs, plan and coordinate strategic steps to reach financial goals, oversee donor communications, manage development operations, and become a leader in the think tank community.

- ❖ Work with the President and Founder to establish organizational fundraising goals and a fundraising plan to meet those goals.
- ❖ Take responsibility for comprehensive activities designed to build and manage a pipeline of individual and institutional foundation investors with 5-7 figure giving potential.
- ❖ Develop donor strategies for relationship-building and gift solicitation and manage the forward movement of all donors.
- ❖ Write grant proposals, reports, letters, and other donor communications.
- ❖ Oversee a master communication calendar and track current, future, and pending solicitations and relationship-building activity.
- ❖ Schedule donor meetings for the President and Founder, prepare presentation materials and conduct donor research.
- ❖ Monitor and measure the effectiveness of solicitations.
- ❖ Maintain a good working knowledge of the organization's programs and funding priorities.
- ❖ Ensure that all development systems operate efficiently and effectively.
- ❖ Build a high-performing team to achieve fundraising goals.
- ❖ Work with President to develop and grow the Board of Directors.
- ❖ Support Board of Director activities.

The Candidate

The ideal candidate will have experience identifying, cultivating, soliciting, and stewarding gifts primarily from high net worth individuals and foundations. The Director of Development will be a dedicated, revenue-generating performer with a passion for Sunwater’s non-partisan mission and a willingness to work in a growth environment.

Required

- ❖ At least 5 years of experience in non-profit development or equivalent experience with proven revenue results.
- ❖ Must have closed gifts of at least \$100,000.
- ❖ Strong commitment to advancing the mission of the Sunwater Institute and a commitment to its nonpartisan agenda and pursuit of global recommendations and solutions.
- ❖ Bachelor’s degree is required.

Skills and Accomplishments

- ❖ Record of soliciting and securing major gifts.
- ❖ Ability to communicate and establish a positive rapport with key C-level executives, experienced philanthropists, charitable foundations, corporations, and senior-level individuals.
- ❖ Experience with customer tracking databases.
- ❖ Ability to work independently and embrace collaboration, teamwork, and flexible thinking.
- ❖ High degree of self-motivation and initiative, with the ability to prioritize, take the lead on major relationships and follow projects through to completion.
- ❖ Record of partnering with senior leaders and Board members to meet revenue targets and to deepen stakeholder engagement in an organization.
- ❖ Excellent communications skills necessary to discuss complex programs and initiatives with diverse audiences in each focus area (Congress, Group Decision Making, Property, and Rights).
- ❖ Integrity and judgment and a natural affinity toward making decisions, seeking advice when needed, and taking responsibility for actions.
- ❖ Intellectually curious and detail-oriented with the ability to manage multiple tasks efficiently.
- ❖ Results-oriented with a bias for action and strong organizational and management skills.



Applications should be submitted at
<https://waterstonehc.com/driwaterstonehc/position/sunwater-director-of-development/>

Doug Trout is leading this search for DRiWaterstone.
Please contact trout@driwaterstonehc.com

All first-round interviews for this position will take place via telephone/video conference.

DRiWaterstoneHC is an executive search and development consulting firm that recruits senior leaders and works with them to build talented teams, create bold strategic plans, and design powerful fundraising programs.

The Sunwater Institute is an Equal Opportunity Employer and is seeking a diverse slate of candidates for formal consideration.