

Jeff Kositsky

— Montcalm Street

San Francisco, CA 94110

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Professional Summary

A dynamic senior executive committed to social and economic justice, I have led nonprofit organizations for over 25 years. As Executive Director, I managed the turnaround of a struggling organization that became a nationally acclaimed provider of housing and services for extremely low-income adults and families. My experience includes social enterprise, economic development, affordable housing, social services, public policy, and community organizing. I am a hands-on manager with experienced in directing programs, departments, and organizations with staff ranging from 2 to 220. During my career I have become proficient in all aspects of nonprofit management including fundraising, finance, contracts management, strategic planning, board development, human resources, service delivery, and program evaluation.

Career History

Executive Director, Hamilton Family Center, San Francisco, California, October 2013 – Present

Lead a nonprofit organization working to end family homelessness in San Francisco. Responsible for all aspects of managing this agency that currently has 72 staff and a budget of \$6.2 million. Hamilton Family Center operates six programs in four facilities throughout San Francisco. Over 80% of the 1,400 people served each year find and maintain permanent housing. Work closely with the senior staff and Board of Directors on daily operations, strategic planning, advocacy and fundraising.

Highlights:

- Refreshed the organization's strategic plan by clarifying outcomes and metrics for success
- Reduced the organization's budget deficit nearly 50% by improving financial management
- Launched a major giving campaign to increase individual giving by over \$300,000 in 12 months
- Increased private fundraising by 32% over the previous year
- Developed a plan to double the number of homeless families who find and maintain permanent housing

Chief Operating Officer, Green For All, Oakland, California, January 2013 – September 2013

Manage the day-to-day operations of a highly visible national organization dedicated to building a green economy strong enough to lift people out of poverty. Work in collaboration with business, government, labor, and community leaders to create quality job opportunities in green industries. Oversee fundraising, financial management, human resources, and six major initiatives. Lead the senior management team and work closely with the Board of Directors and Chief Executive Officer. Green For All has a budget of \$4 million raised from private donations, grants, and fee-for-service contracts. The 25 member staff works out of four offices.

Highlights:

- Initiated a strategic planning process to better focus work while creating clear and measurable goals
- Implemented a new budgeting system and helped cut costs by over 20%
- Established new relationships with national funders supporting environmental justice
- Launched two pilot programs to create new jobs through public-private partnerships in California
- Work closely with Members of Congress and Mayors of major cities on green infrastructure projects

Consultant, Self-Employed, Nicaragua, Peru, and California, August 2010 - December 2012

Provided support to the leadership of 9 nonprofit organizations in the United States and Latin America while living overseas during an extended family sabbatical. Projects included work in the fields of organizational development, social enterprise, affordable housing, social services, and fundraising.

Highlights:

- Developed a program to assist families at-risk of losing their housing and secured funding the project
- Created and implemented a fundraising campaign that earned over \$200,000 for general support
- Designed a volunteer program for a community development corporation in San Francisco
- Wrote a business plan for a social enterprise and secured a \$450,000 grant to launch a new product line
- Prepared 2 reports on job creation and social enterprise in the property management industry
- Advised 2 international nonprofits on board development, human resources, and fundraising
- Conducted a feasibility study for a nonprofit organization planning to purchase an office building
- Served as the interim Director at Finca Esperanza Verde, an organic farm and eco-lodge in Nicaragua

Executive Director, Community Housing Partnership, San Francisco, California, Dec. 2001 - March 2010

Led a complex and fast-paced nonprofit organization that provides housing, social services, community organizing, and job training to over 1,500 formerly homeless adults and families in San Francisco. Responsible for managing an agency with 785 units of housing and 8 programs. Oversaw an operating budget of \$18.2 million and a capital budget of over \$50 million. Led a staff of 220 – half of whom were once homeless. Directed activities related to public policy, communications, resource development, property acquisition. Responsible for strategic, business and program planning. Collaborated with numerous service providers to better meet tenants' needs. Worked closely with a 20 member Board of Directors. Supervised a cohesive and effective management team of 9 senior staff that had very little turnover.

Highlights:

- Achieved a 98% housing retention rate among formerly homeless tenants – among the highest in the US
- Won local, state and national awards in the fields of housing and community development
- Developed new housing, programs, and services which resulted in a 400% expansion in staff and budget
- Increased annual foundation grants and donations from \$175,000 to over \$950,000 in less than 6 years
- Secured over \$10 million in new funding from government contracts and other sources of earned income
- Increased the organization's net assets and cash reserves annually
- Initiated and oversaw the development of 6 new apartment buildings and the rehab of 2 existing sites
- Launched a thriving social enterprise that creates jobs for formerly homeless adults
- Developed new programs for substance abuse treatment, youth development, and job training
- Created a community organizing program focusing on tenant empowerment and leadership development
- Led 2 strategic planning efforts that facilitated major improvements in organizational performance
- Managed a redesign of the accounting, human resources, administrative, and evaluation systems
- Developed and maintained relationships with local leaders, government officials and business executives
- Negotiated a collective bargaining agreement and maintained an excellent relationship with SEIU 1021

Project Manager, El Porvenir, Estelí, Nicaragua, October 1999 - April 2001

Served as the manager for multiple self-help community projects in rural Nicaragua and assisted staff and Board with the development of new administrative systems.

Highlights:

- Organized potable water, latrine, and reforestation projects in over 20 rural communities
- Helped small villages organize committees responsible for project development and maintenance
- Raised revenue for community projects through grant writing and donor development

Director of Resident Services, Rural California Housing Corporation, Sacramento, California, February 1996 - August 1999 (part of Mercy Housing since 2000)

Created and directed on-site programs for residents of affordable housing in California's Central Valley. Worked with resident leaders on the management of community organizing efforts, family self-sufficiency projects, and youth activities at 10 different affordable housing sites in urban and rural communities. Responsible for developing and implementing systems related to fundraising, budgeting, service delivery, and evaluation. Directly supervised 4 staff and managed a program budget of over \$500,000. Partnered with property management staff to help ensure effective building operations that met the needs of a very diverse tenant population.

Highlights:

- Started the resident services program and grew it from an office of 2 to a department of 15 staff
- Facilitated the creation of tenant councils at 9 affordable housing communities
- Developed on-site job training programs for TANF recipients in Sacramento, California
- Created a farming business that provided food security, training, and jobs for Cambodian refugees
- Managed a microcredit program for people starting home-based childcare businesses
- Launched an Individual Development Account program to promote savings and asset building
- Led outdoor education activities for low-income youth living in Stockton, California
- Developed and managed a successful AmeriCorps VISTA program
- Raised over \$750,000 in public and private funding for resident services

Project Director, California/Nevada Community Action Partnership, Sacramento, California, January 1995 - February 1996

Managed advocacy and education programs for over 30 community action agencies serving low-income individuals in California and Nevada. Supervised 2 staff and managed 4 ongoing projects.

Highlights:

- Directed consumer education programs related to telecommunications and energy use
- Organized advocacy efforts during a restructure of the telecommunications industry
- Coordinated workshops on social enterprises and revenue generation for member agencies
- Secured and managed foundation, corporate, and government grants to support program activities

Tenant Services Coordinator, Austin Housing Authority, Austin, Texas, September 1992 - May 1994

Assisted with the development and management of family learning centers that provide tutoring, counseling, and other services to residents of 6 public housing properties.

Highlights:

- Worked on the development of an evaluation system for the tutoring programs
- Developed an outdoor education program for youth living in public housing
- Led the service department's first strategic planning efforts
- Successfully raised funds from grants and donations to support the learning centers

Administrative Director, Association of Asian/Pacific Community Health Organizations, Oakland, California, November 1989 - July 1992

Directed the financial and administrative operations of a national association of community health organizations serving Asian Americans and Pacific Islanders. Supervised 1 staff member, 2 consultants and an intern.

Highlights:

- Redesigned the accounting, budgeting, and grants management functions
- Created and maintained all of the organization's administrative and fundraising systems
- Upgraded the organization's information technology and developed an intranet for data sharing
- Coordinated advocacy efforts in the U.S. Congress for member health centers

Education

Master of Public Affairs, University of Texas at Austin, May 1994

- Merit fellowship
- Policy research grant
- The Honor Society of Phi Kappa Phi

Bachelor of Arts in Economics and International Relations, American University, Washington, DC, May 1987

- Dean's list

Community Service

- Member, Central Market/Tenderloin Citizens Advisory Committee, San Francisco (2013-Present)
- Coordinator, Compadres de Lectura Reading Program, San Francisco (2012-Present)
- Volunteer, Western Regional Advocacy Project, San Francisco (2010-Present)
- Secretary, Fairmount Elementary School PTA, San Francisco (2012-2013)
- PTA Member, Escuela Fray Bartolomé de Las Casas, Nicaragua (2011)
- Board Member, San Francisco Information Clearinghouse (2007-2010)
- Board Member, Coalition on Homelessness, San Francisco (2006-2010)
- Volunteer, Bernal Heights Neighborhood Center, San Francisco (2006-2010)
- English Instructor, Casa Comunal del Barrio Juan Blandón, Nicaragua (1999-2001)

STATEMENT OF ECONOMIC INTERESTS
COVER PAGE

Date Received
Official Use Only

Please type or print in ink.

NAME OF FILER (LAST) (FIRST) (MIDDLE)
Kositsky Jeffrey David

1. Office, Agency, or Court

Agency Name (Do not use acronyms)
Treasure Island Development Authority
Division, Board, Department, District, if applicable Your Position
Board member

► If filing for multiple positions, list below or on an attachment. (Do not use acronyms)

Agency: _____ Position: _____

2. Jurisdiction of Office (Check at least one box)

State Judge or Court Commissioner (Statewide Jurisdiction)
 Multi-County _____ County of San Francisco
 City of San Francisco Other _____

3. Type of Statement (Check at least one box)

Annual: The period covered is January 1, 2013, through December 31, 2013.
-or-
The period covered is _____ through December 31, 2013.
 Assuming Office: Date assumed _____
 Candidate: Election year _____ and office sought, if different than Part 1: _____
 Leaving Office: Date Left _____ (Check one)
 The period covered is January 1, 2013, through the date of leaving office.
 The period covered is _____ through the date of leaving office.

4. Schedule Summary

Check applicable schedules or "None." ► Total number of pages including this cover page: _____

Schedule A-1 - Investments - schedule attached Schedule C - Income, Loans, & Business Positions - schedule attached
 Schedule A-2 - Investments - schedule attached Schedule D - Income - Gifts - schedule attached
 Schedule B - Real Property - schedule attached Schedule E - Income - Gifts - Travel Payments - schedule attached

-or-
 None - No reportable interests on any schedule

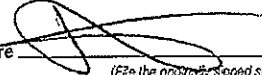
5. Verification

MAILING ADDRESS STREET CITY STATE ZIP CODE
(Business or Agency Address Recommended - Public Document)
1631 Hayes Street San Francisco CA 94117

DAYTIME TELEPHONE NUMBER E-MAIL ADDRESS (OPTIONAL)
(415) 409-2100 x 115

I have used all reasonable diligence in preparing this statement. I have reviewed this statement and to the best of my knowledge the information contained herein and in any attached schedules is true and complete. I acknowledge this is a public document.

I certify under penalty of perjury under the laws of the State of California that the foregoing is true and correct.

Date Signed 9/2/14 Signature 
(month, day, year) (For the originally signed statement with your filing official.)

