

Director of Development. Recently achieving national and global attention for its research work at Historic Jamestowne and its expanding work across Virginia supporting local preservation efforts, APVA Preservation Virginia is poised to expand its young but successful development program. In recent years, the program has garnered more than \$60 million for statewide needs and for special projects at the Historic Jamestowne site. APVA seeks a qualified and enthusiastic development officer to grow its membership, annual giving, and grants program. Founded in 1889, the APVA is the nation's oldest statewide preservation association.

Skills required include minimum of five years' demonstrated success in a broad range of development programs; excellent communication skills and management of staff and volunteers; and proficiency with development hardware and software. We will give preference to those with some experience in public and private sector funding, planned giving, campaigns, and statewide and national donor constituencies.

Send cover and three initial references to Search Committee, APVA, 204 W. Franklin Street, Richmond, VA 23220 or to clong@apva.org.