



Founding Director of Development (Independent Contractor)

POSITION DESCRIPTION

About the A-Ha Foundation - The A-Ha Foundation was established to advance the educational, charitable, and scientific mission of the American Homebrewers Association by expanding fermentation education, preserving brewing heritage, supporting research, and creating charitable resources that strengthen the homebrewing community. It is incorporated in the state of Texas and recognized by the IRS as of 2025. See here for more information: [HomebrewersAssociation.org/news/aha-501c3-and-c6-application-approved/](https://homebrewersassociation.org/news/aha-501c3-and-c6-application-approved/)

Position Summary

The Founding Director of Development will serve as the Foundation's leader during its formative stage. Rather than inheriting an existing fundraising program, the selected contractor will assess the Foundation's opportunities, develop a comprehensive fundraising strategy, recommend priorities, and begin implementation of the highest-value initiatives and fundraising in 2026.

In 2026, the Foundation's goal is to secure approximately \$40,000 in new charitable contributions while simultaneously establishing the strategy, relationships, and systems needed to support long-term fundraising success. The selected contractor will lead the Foundation's efforts to pursue this goal while helping build the strategy, relationships, and infrastructure needed to sustain fundraising growth beyond the initial contract period.

Scope of Work

Working collaboratively with Foundation leadership and staff, the contractor will:

AMERICAN HOMEBREWERS ASSOCIATION

3305 STECK AVE. STE. 200 | AUSTIN, TX 78757 | [HOMEBREWERSASSOCIATION.ORG](https://homebrewersassociation.org)



Assess

- Become familiar with the Foundation's mission, structure, and goals.
- Evaluate fundraising opportunities appropriate for a newly established national nonprofit.
- Assess organizational readiness, existing relationships, and available resources.

Develop

- Create the Foundation's initial fundraising strategy.
- Recommend fundraising priorities for 2026 and beyond.
- Develop an implementation roadmap with measurable milestones.
- Recommend appropriate fundraising systems, technology, and reporting practices.

Advise

Provide recommendations regarding opportunities such as:

- Individual giving
- Major gifts
- Corporate partnerships
- Foundation grants
- Industry sponsorships
- Annual campaigns
- Online fundraising
- Planned giving

AMERICAN HOMEBREWERS ASSOCIATION

3305 STECK AVE. STE. 200 | AUSTIN, TX 78757 | [HOMEBREWERSASSOCIATION.ORG](https://homebrewersassociation.org)



- Other philanthropic opportunities identified through the assessment

The Foundation does not expect every one of these approaches to be pursued during the initial contract. Rather, the contractor will help determine which opportunities offer the greatest potential.

Launch

Begin implementation of the highest-priority recommendations developed during the strategic planning process.

Examples may include:

- Building an initial prospect pipeline
- Launching a donor campaign
- Preparing grant applications
- Cultivating corporate partners
- Recommending fundraising technology
- Establishing donor stewardship practices

Implementation priorities will be determined collaboratively after the strategy has been developed.

Desired Outcomes

By the conclusion of the initial contract, the Foundation hopes to have:

- A written fundraising strategy.
- A prioritized fundraising roadmap.
- A pipeline of prospective donors, partners, sponsors, and grant opportunities.

AMERICAN HOMEBREWERS ASSOCIATION

3305 STECK AVE. STE. 200 | AUSTIN, TX 78757 | [HOMEBREWERSASSOCIATION.ORG](https://homebrewersassociation.org)



- Initial implementation of the highest-priority fundraising initiatives.
- Recommendations for fundraising systems and operational processes.
- Recommendations for future staffing, technology, and investment.
- Progress toward the Foundation's charitable fundraising goals for 2026.
- A recommended fundraising strategy for 2027.

Qualifications

The ideal candidate will bring experience in several of the following:

- Nonprofit development
- Fundraising strategy
- Grant writing
- Individual giving
- Major gifts
- Corporate sponsorships
- Foundation relations
- Campaign development
- Donor stewardship
- CRM or donor management systems

Experience building fundraising programs is strongly preferred.

AMERICAN HOMEBREWERS ASSOCIATION

3305 STECK AVE. STE. 200 | AUSTIN, TX 78757 | [HOMEBREWERSASSOCIATION.ORG](https://homebrewersassociation.org)



Experience with membership organizations, educational nonprofits, museums, scientific organizations, food or beverage organizations, or historical organizations is beneficial, but not required.

Passion for homebrewing is welcomed but is not a prerequisite.

Statement of Interest and Qualifications

Please submit:

- A letter of interest
- A resume
- Three professional references

In addition, please include a brief response (no more than two pages) addressing the following:

1. If selected, what would be your priorities during the Foundation's initial contract period?
2. Based on what you've learned about the A-Ha Foundation, what fundraising opportunities do you believe hold the greatest promise?
3. Describe a fundraising program or development initiative you helped build and what you learned from that experience.

Compensation

- Fixed contract fee of \$20,000
- Initial contract term: Late September–December 31, 2026

AMERICAN HOMEBREWERS ASSOCIATION

3305 STECK AVE. STE. 200 | AUSTIN, TX 78757 | HOMEBREWERSASSOCIATION.ORG



- Opportunity for renewal in 2027 based on performance, organizational needs, and available funding.

AMERICAN HOMEBREWERS ASSOCIATION

3305 STECK AVE. STE. 200 | AUSTIN, TX 78757 | [HOMEBREWERSASSOCIATION.ORG](https://homebrewersassociation.org)