

Position Announcement



Little League

Grants Manager

Little League

Williamsport, Pennsylvania

Reports To Vice President, Philanthropy

Organization Profile With headquarters in Williamsport, Pennsylvania, Little League is the first organized youth sports program in the world, and was founded in 1939 by Carl E. Stotz, a resident of Williamsport, Pennsylvania. During the spring of 1939, a total of 30 players formed three baseball teams, and Mr. Stotz along with a collection of volunteers from his neighborhood, embarked on the first season of Little League.

Little League International believes in the power of youth baseball and softball to teach life lessons that build stronger communities and individuals. Through divisions of Little League Baseball, Little League Softball, and the Little League Challenger Division, Little League provides opportunities for all children around the world to have a meaningful experience.

From just 30 players in that inaugural 1939 season to today, where millions of youth ages 4-16 participate in more than 6,000 local Little League programs in 80 countries around the world, community is at

its core and makes the program distinctive, unique, and unlike any other youth sports program that exists today.

Driven by its purpose to positively impact youth and communities, Little League is the world's most trusted esteemed youth sports program with a mission to inspire and favorably shape future generations. The core values of Teamwork, Community, Inclusion, Fun, and Integrity are at the heart of what millions of volunteers selflessly do each year to provide youth with a meaningful and rewarding experience.

Little League has three structural components, each dependent upon the other, and each vital to the success of the program. Little League International structure includes its Headquarters in Williamsport, PA and Regional Operations Centers and Offices in the U.S. and throughout the world. The United States is divided into five regions (Eastern, Central, Southeastern, Southwestern, and Western). Internationally, four Regional Centers and Offices – Canada, Europe and Africa, Latin America and Caribbean, and Asia Pacific – oversee program operations in various countries.

Community-based Little League programs are organized and operated by a core of local volunteers. Local leagues within an area collectively comprise a District (a geographical area usually encompassing 10-20 leagues); and the most important component is the local Little League. The organization supports local programs with educational resources, strategic vision, grant funding, and other infrastructure needed to create amazing experiences.

Each summer, the Little League season culminates with the most popular and distinct tournament play in all of youth sports. Local community teams compete in the Little League International Tournament, which culminates with seven World Series events showcasing our core values. With more than 350 games broadcast on ESPN platforms, the Little League Baseball World Series (Williamsport, PA); the Little League Softball World Series (Greenville, NC); the Intermediate 50/70 Baseball World Series (Livermore, CA); the Junior League Baseball World Series (Taylor, MI); the Junior League Softball World Series (Kirkland, WA); the Senior League Baseball World Series (Easley, SC); and, the Senior League Softball World Series (Lower Sussex, DE) provide unmatched experiences that lead to memories lasting a lifetime for children from around the world.

In addition to providing Little League administrative operations, the organization operates the Peter J. McGovern, *World of Little League Museum* which proudly documents the rich history of the program as well as numerous interactive exhibits.

Since the first Little League game played in 1939, more than 40 million children have benefited from the life lessons learned on the Little League field to become accomplished citizens throughout the world, as public officials, professional athletes, award-winning artists, and a variety of influential members of society. Under the governance and direction of the International Board of Directors, Little League is committed to the continued focus on innovation and strategic growth to support greater access to our program and to provide quality experiences for players, families, and volunteers.



Philanthropy

For nearly a century, children around the world have benefited from the experience of Little League. As the most trusted organization in youth sports, Little League believes in bringing the benefits of participation to as many children and communities as possible.

Little League launched its formal fundraising efforts in 2025 with opportunities to support several key funding priorities, ranging from Disaster Relief and Equipment Support to Volunteer Recognition and the World Series Experience. These identified priorities are part of the organization's efforts to support its mission and build more

opportunities for kids to play. As a 501(c)3 non-profit, Little League is a tax-exempt organization.

The Impact of Philanthropy

Throughout the course of the 2025 season, Little League and its more than one million volunteers stepped up to the plate to make a difference. Trusted by parents all around the world each year, what sets the organization apart is that Little League is a mission-driven nonprofit focused on delivering a safe, fun, and positive experience for their kids. Revenues are used to remove barriers and create access and opportunities for kids to experience the Little League program, and this year, Little League took the necessary steps to support players, families, and communities. Thanks to the support and dedication of volunteers and donors, Little League has been able to make a meaningful impact through five key funds.



Position Summary

The Grants Manager will oversee all aspects of the grant function to benefit key Little League stakeholders including local leagues and districts, youth sports participants, volunteers, partners, and Little League International strategies and programs. This role is directly responsible for 1) researching grant opportunities, developing grant applications and proposals and securing grant funding on behalf of the organization, 2) working with corporate partners to concept, develop and implement grant programs that benefit key stakeholders, 3) managing outbound grant programs for local leagues and communities to ensure appropriate implementation, fiscal management and compliance by grantees, 4) document and measure impact of all philanthropically supported programs, which support overall philanthropic efforts of the organization.

**Specific Responsibilities****Strategy and Development**

- Define opportunities for sourcing funding to support overall mission, goals and strategic plan initiatives.
- Work closely with senior leadership to align funding priorities with strategic plan initiatives.
- Manage the Little League Grants Resource page to provide timely information on grant funding opportunities for Little League stakeholders.
- Maintain knowledge of municipal organizations, public policy and opportunities for securing funding for Little League priorities.

Development and Implement Corporate Partnership Grant Programs

- Work closely with EVP and Director(s), Partnership Marketing team on all philanthropic programs funded by corporate partners.
- Identify grant or grant funded programming opportunities to conceptualize and develop for corporate partner support.
- Aligning with Corporate Gift Acceptance Policy, identify and carefully source grants from other funding sources, ensuring compliance with corporate partnership parameters and donation requirements.
- Coordinate any Corporate donations from official or non-official partners with Partnership Marketing team.

Implement Grant Programs and Measure Outcomes

- Develop strategies to optimize the grants administration process.
- Ensure all grant applications meet funder guidelines and adhere to regulations.
- Lead grant management and compliance for all grant programs.
- Conduct evaluations of grant-funded programs to measure success and ensure compliance.
- Maintain a system to manage all grant programs and appropriate documentation for any grant-funded programs.
- Preserve records of all payments and receivables and prepare monthly reports for all grant-related activities.
- Establish measurement and evaluation methods to assess the impact of grant programs for public communications.
- Prepare and present regular reports on program effectiveness and progress to senior leadership and the Philanthropy Stewardship Committee of the board.
- Coordinate with various departments to compile financial data and measurable outcomes.

Seeking Grant Opportunities, Managing Grant Funding

- Identify and research potential grant opportunities that align with Little League's mission and goals.
- Demonstrate understanding of grant funding policies and procedures. Develop and maintain a database of grant information, submissions, progress, and reporting.
- Write, edit, and submit grant proposals and applications.
- Design and implement grant programs from application to approval and utilization.
- Work closely with funding sources (corporate partners, private foundations, major gift donors, etc.) to align philanthropic grant programming with funding objectives.
- Analyze grant funding trends to identify growing programs, opportunities for increased funding, and areas in need of greater development.
- Develop and maintain standard grant proposal templates and reporting calendars; customize to ensure all application and reporting deadlines are met.
- Track grant expenditures and prepare financial reports for grantors.

Philanthropic Imperatives

- Build and maintain strong relationships with internal and external stakeholders, including employees, funders, partners, community organizations, non-profits, government agencies, and industry peers through strategic outreach, interpretation, and stewardship.
- Develop financial reporting systems alongside VP, Finance and staff to manage and track all grant related funding (including restricted funds), grant implementation and overall P&L for grant programs.
- Utilize analytical thinking to assess and improve grant processes and outcomes.
- Serve as a liaison internally, and with regional offices, for efforts promoting and supporting grant opportunities for local leagues.
- Assist with administrative functions of the International Tournament as assigned.
- Assist with providing support to the Little League Baseball World Series.

Qualifications

Qualities and experiences that ideal candidates should display include:

- Bachelor's degree in non-profit management, business administration, finance, or a related field required.
- Minimum 6-10 years of experience in non-profit management, grant administration, fundraising or development within the non-profit sector.
- Knowledge of grant sourcing and implementing best practices, including conceptualizing, sourcing, compliance and reporting.
- Knowledge of strategic planning aligned with fund sourcing.
- Knowledge of fundraising methods and donor relations unique to the non-profit sector.
- Strong written and verbal communication skills.
- Ability to manage multiple projects and meet deadlines.
- Proficiency in MS Office, grant making and reporting software, and other relevant philanthropy operations software (e.g., Raiser's Edge NXT, iWave, etc.).

Preferred

Preference will be given to candidates that also display one or more of the following:

- Advanced degree.
- Completion of grant writing and training programs.
- Fundraising certification (CFRE, ACFRE, FAHP, CSPG, CAP etc.).
- Strong knowledge of the youth sports, sports industry and Little League.
- Knowledge of youth sports programming and funding mechanisms.
- Experience with AI in fundraising and grant writing.
- Supervisory experience.

Memorandum

The salary and benefits are competitive and commensurate with experience and qualifications. Paschal•Murray supports the commitment of our client in encouraging applicants from diverse backgrounds and cultures. As a condition of employment, our client reserves the right to conduct background verification including academic, work, driving, credit, and criminal histories.

This position announcement is not intended to be an exhaustive list of all responsibilities and requirements. It is presented as a fair reflection of the principal job elements.

Nominations and applications are welcome. Please send résumé and letter of application as separate documents attached to an e-mail message to:

Beau Cummings, Senior Search Consultant
beau@paschalmurray.com

Paschal•Murray
Executive Search
Wilmington • San Diego
(760) 863-4512
www.paschalmurray.com

