

# **SOUTHERN ILLINOIS UNIVERSITY EDWARDSVILLE**

## **Vice Chancellor for University Advancement and CEO of the SIUE Foundation Candidate Profile**



Southern Illinois University Edwardsville (SIUE) announces its national search for an experienced and visionary leader to serve as the Vice Chancellor for University Advancement (VCUA) and CEO of the SIUE Foundation.

A metropolitan university, SIUE serves a diverse student body of more than 12,500. The Edwardsville campus encompasses 2,660 acres of woods and rolling hills in the scenic beauty of southwestern Illinois. The University has a center in East St. Louis, which includes a charter high school and a nursing clinic; SIU School of Dental Medicine is located in Alton. SIUE competes at the NCAA Division I level in the Ohio Valley Conference and the Mid-American Conference (wrestling). SIUE's safety record has yielded a "Top 50 Safest College Towns in America" designation for the city of Edwardsville. SIUE provides students with a high-quality, affordable education and prepares them for successful careers and lives of purpose to shape a changing world.

SIUE received the 2023 Higher Education Excellence in Diversity (HEED) award from INSIGHT Into Diversity magazine, the oldest and largest diversity-focused publication in higher education. SIUE joins a select group of 19 institutions that have earned the distinction annually since 2014. SIUE is one of 62 university campuses in the world and the only public institution in Illinois to be part of the Sustained Dialogue Campus Network (SDCN), which helps University faculty, staff and students address issues of race, ethnicity, class, gender, sexual orientation, religion, age, ability status and other topics that often are not effectively discussed in diverse groups. The non-profit group Campus Pride

ranked SIUE in the top 100 among the 2021 Most Affordable LGBTQ-Friendly Colleges and Universities. SIUE's LGBTQ-Friendly Campus Climate index and Sexual Orientation scores are 4.5 out of 5 stars. SIUE's Gender Identity/Expression score is 4 out of 5 stars. SIUE is also nationally recognized as a 2022-23 Military Friendly® School and among the Military Times Best for Vets: Colleges.

Reporting directly to Chancellor James T. Minor, Ph.D., the Vice Chancellor for University Advancement is a key leadership position responsible for providing strategic direction and oversight for all aspects of philanthropic investment in the institution's exciting initiatives, including planning and executing major campaigns. The successful candidate must hold a bachelor's degree, and a master's degree in an appropriate field is preferred. Candidates must be an experienced major and principal gift fundraiser who demonstrates at least seven years of leadership experience, preferably within higher education at an institution of similar or greater complexity. Campaign experience is required, as are superior strategic skills at the institutional, departmental and prospect levels. Candidates with extensive, successful experience growing and leveraging constituent relations programs to ensure long-term success will be at an advantage. Experience serving one or more public universities will be an advantage.

## **The Position**

The Vice Chancellor for University Advancement and CEO of the SIUE Foundation oversees the division of University Advancement including more than 20 staff members working in the areas of annual giving, financial affairs, major gifts, prospect research, stewardship, planned giving and constituent relations as well as the SIUE Alumni Association and the SIUE Foundation board of directors. The Vice Chancellor will work closely with the SIUE Foundation board of directors, its officers and its committees by providing leadership in establishing goals, identifying fundraising priorities, administering policies and procedures and stewarding assets of the Foundation. In addition, the Vice Chancellor will ensure that the SIUE Foundation, a 501(c)(3) organization, aligns with the mission, vision, values and strategic initiatives of the University and maintains the highest level of stewardship in overseeing the investment and use of gifts. SIUE achieved its highest fundraising year in its history in fiscal year 2023 with over \$11.3 million raised. In fiscal year 2024, the Foundation has already received a seven-figure gift and, as of November 2023, is over halfway to meeting its \$12.5 million fundraising goal.

The VCUA will work collaboratively with key constituencies to develop fundraising goals and to monitor the activities of development officers to ensure that current and prospective donors are effectively cultivated, solicited, and stewarded. The Vice Chancellor will work consultatively with academic units to identify advancement and development priorities and prospective donors in preparation for the next campaign. The Vice Chancellor will have an opportunity to build upon the current success and momentum of the Foundation. During the past fiscal year, fundraising increased by 14% and the endowment yielded a 28.5% return. The SIUE Alumni Association has grown to serve

more than 118,000 SIUE alumni. The VCUA will have the opportunity to help shape the future of SIUE by enhancing/transforming the fundraising infrastructure strategy to expand and diversify the SIUE donor base while launching and executing an ambitious capital campaign.

Poised at a moment of opportunity, the next VCUA will provide innovative, forward-thinking vision that leverages the commitment of SIUE University Advancement and University leadership to move SIUE into alignment with their peers. The VCUA is a member of the chancellor's cabinet and acts as the bridge between the chancellor and the division. They will provide reliable and trustworthy counsel to the chancellor on all matters related to institutional advancement, including transparent communication associated with major decisions and important division matters. This position requires a talented and visionary individual who will work to develop innovative strategies in collaboration with academic units and key constituents to successfully create and execute efficient fundraising strategies.



**Key responsibilities for the VSUA include:**

**Strategic Planning and Leadership:**

- Develop and implement a comprehensive strategic plan that effectively articulates the role of the Foundation, its personnel, University leadership and the entire community in the maturation of a culture of philanthropy that will serve the institution in the longest term.
- Provide visionary leadership and guidance to the Foundation team, fostering a culture of innovation, collaboration, and continuous improvement.
- Stay informed about national and international trends in higher education and philanthropy to ensure the University remains at the forefront of best practices.
- Plan and execute a campaign that raises the sights of SIUE's constituencies and focuses their interest on the full range of the University's needs.

**Culture of Philanthropy:**

- Engage in a wide variety of University activities and initiatives to build a spirit of and responsibility for an environment conducive to philanthropic investment.
- Collaborate with divisions across the University, including student affairs, intercollegiate athletics, and the University's deans, to leverage the institutional role of philanthropy and to make advancement a more holistic enterprise at SIUE.
- Create and promote a supportive, inclusive, and engaging campus environment that fosters the personal, academic, and professional growth of students, leading to happy graduates willing to support their alma mater.
- SIUE is a young institution (founded in 1957) with alumni that are now reaching a point of maturity and numbers. The VCUA will envision and position SIUE to invest in constituent relations more effectively and deeply engage alumni.

**Collaboration and External Relations:**

- Collaborate with academic and administrative departments to ensure seamless integration of advancement initiatives with broader institutional goals and priorities.
- Align divisional and University vision and be a strong, collaborative thoughtful partner with other senior leaders; collaborate on matters that extend beyond the VCUA portfolio (e.g. student success initiatives).
- Represent the university with external stakeholders, such as government agencies, community organizations, and accrediting bodies.
- Build and maintain strong relationships with alumni, donors, and partners to secure resources and opportunities for student engagement and support.

**Advance diversity, equity, inclusion, belonging and anti-racism**

Wholly committed to nurturing an open, respectful, and welcoming climate that facilitates learning and work, SIUE holds every community member responsible for contributing to such a campus environment. SIUE provides an education that explores the historic significance of diversity in order to understand the present and to better enable its community to engage the future. It strives for a student body and workforce that is both diverse and inclusive. The next VCUA will use these guiding tenets as a through-line in their leadership, assessing current systems, structures, and practices for alignment with these commitments. They will ensure that the University's advancement culture and practices are founded in the core values of diversity, equity, inclusion, belonging and anti-racism.

## **Qualifications**

- Bachelor's degree from an accredited institution, master's degree preferred.
- Minimum of 7-10 years of relevant and progressive senior-level administrative and leadership experience in development/fundraising management, preferably within higher education at an institution of similar or greater complexity.
- Demonstrated visionary, creative and collaborative approach and will understand the needs of a comprehensive university.
- Experience managing a full-time professional staff with steadily increasing levels of responsibility; evidence of effective staff management, including hiring, mentoring, and retaining excellent talent, and managing performance issues.
- Progressive and demonstrated success in planning and implementing development strategies.
- Successful experience in major gift fundraising, capital campaign development and leadership, planned giving programs and annual giving strategies, as well as personal success in donor cultivation, solicitation, relationship building and stewardship.
- Demonstrated understanding of the management of development technology including constituent relationship management systems and multi-channel fundraising software such as Blackbaud.
- A fundamental understanding of the principles and regulations regarding endowment and other asset management
- Demonstrated ability to collaborate effectively with key partners, including but not limited to faculty, staff, senior administrators, students, alumni, civic leaders, corporations, and foundations.
- Demonstrated effective leadership in leveraging data to plan, implement, evaluate, and advocate for a wide range of philanthropic initiatives commitment to excellence.
- Evidence of competence and a demonstrated commitment to a diverse university community that values inclusion.
- Experience in leading successful and continuous quality improvement initiatives with a tolerance for disruption and institutional change.

## **Key Traits and Attributes**

- A self-starter with a "builder" mentality, bringing a diverse strategy that encompasses inventive development models.
- Strategic, forward thinking, innovative, and a future-oriented mindset. A visionary, but realistic.
- A transparent leader who informs colleagues of information, welcomes honest feedback, and shares good as well as bad news.
- Accountable for actions and the results achieved.
- Open communication style; approachable, engaging and responsive in internal and external communications.

- An energetic, well-grounded, service-oriented personality.
- A unifier. Able to influence and inspire others and get others excited.
- Strong sense of self-awareness and empathy toward others.
- A highly visible and accessible approach to leadership.
- An appreciation for serving the educational needs of an economically and demographically diverse population.
- A commitment to educational equity and anti-racism.
- Ability to create an environment of trust and respect.
- Culturally conscious (demonstrative through current or previous work and organizational processes).
- Ethical in word and deed.
- Data informed in decisions and actions.

## **Southern Illinois University Edwardsville Advancement**

### **SIUE Foundation**

The SIUE Foundation is a 501(c)(3) organization that exists to support the mission, vision and values of Southern Illinois University Edwardsville. On behalf of the University, the SIUE Foundation provides coordination and implementation of fundraising efforts across campus. The Foundation receives and manages all gifts given to SIUE and upholds the highest standards of fiscal responsibility and investment management. The SIUE Foundation is governed by an independent, volunteer board of directors (30 members) that is dedicated to supporting SIUE. The Foundation board meets three times a year to transact Foundation business. The endowment for the Foundation as of June 30, 2023, was nearly \$37 million.

### **SIUE Alumni Association and Board of Directors**

SIUE has more than 118,000 graduates. The SIUE Alumni Association exists to establish, nurture and maintain the relationship between the University and its alumni. With this mission in mind, all graduates of SIUE are automatically members of the SIUE Alumni Association. A volunteer [board of directors](#), all of whom are SIUE graduates, governs the SIUE Alumni Association.

SIUE alumni [get involved](#) through our various events and programs, chapters and networks and various volunteer opportunities. Our alumni [stay connected](#) through our annual [eConnection Magazine](#), keeping up with SIUE [alumni in the news](#) and on our active social media platforms at [Facebook](#), [Twitter](#), [LinkedIn](#) and [Instagram](#). Opportunities for alumni to [give back](#) include making financial gifts to their favorite campus initiatives, becoming [Alumni Recruitment Ambassadors](#) and [referring future Cougars](#).



## About Southern Illinois University Edwardsville

Emphasizing teaching, research, and public service programs, SIUE is a premier metropolitan university with more than 12,500 students enrolled. Founded in 1957, SIUE is a fully accredited public institution beautifully situated in Edwardsville, Illinois, on 2,660 acres just 25 miles from St. Louis, Missouri. SIUE provides students with a high quality, affordable education that prepares them for successful careers and lives of purpose. Built on the foundation of a broad-based liberal education and enhanced by hands-on research and real-world experiences, the academic preparation SIUE students receive equips them to thrive in the global marketplace. SIUE is committed to diversity, equity, inclusion, and anti-racism. In June of 2020, SIUE established an Anti-Racism Task Force to make substantive and transformative changes necessary to realize the University's values through principled and intentional actions. SIUE is classified as a doctoral/professional institution in the Carnegie Classifications of Institutions of Higher Education system.

The University recently launched a new strategic plan and enhanced its brand position. SIUE welcomed Dr. James T. Minor as its new chancellor on March 1, 2022 and is poised to go forward with a bold vision, ambitious goals and a strong value proposition.

### University Mission

Southern Illinois University Edwardsville is a student-centered educational community dedicated to communicating, expanding and integrating knowledge. In a spirit of collaboration enriched by diverse ideas, our comprehensive and unique array of undergraduate and graduate programs develop professionals, scholars and leaders who shape a changing world.

### University Vision

Southern Illinois University Edwardsville will achieve greater national and global recognition and academic prominence through innovative and interdisciplinary programs that empower individuals to achieve their full potential.



## University Values

### Civic Engagement

- Social, civic, and political responsibility – globally, nationally, locally and within the University
- Active partnerships and a climate of collaboration and cooperation among students, faculty, staff, alumni and the larger community
- Sustainable practices in environmental, financial, and social endeavors



### Excellence

- High-quality learning within and beyond the classroom
- Continuous improvement and innovation
- Outstanding scholarship and public service



### Inclusion

- A welcoming and supportive environment
- Openness to the rich diversity of humankind in all aspects of university life
- Respect for individuals, differences, and cultures
- Intellectual freedom and diversity of thought

### Integrity

- Accountability to those we serve and from whom we receive support
- Honesty in our communications and in our actions

### Wisdom

- Creation, preservation and sharing of knowledge
- Application of knowledge in a manner that promotes the common good
- Lifelong learning





## Academics

SIUE awards degrees in 45 undergraduate, 64 graduate and four doctoral programs encompassing the arts and sciences, nursing, education, business and engineering. Doctoral programs are available in the School of Education (Ed.D.) and in the School of Nursing (D.N.P.), featuring a concurrent M.B.A./D.N.P. in partnership with the School of Business. The School of Engineering and College of Arts and Sciences feature cooperative doctoral programs (Ph.D.). The School of Dental Medicine awards a professional degree in dental medicine (D.M.D.), and the School of Pharmacy awards a professional degree in pharmacy (Pharm.D.). Additionally, the School of Pharmacy features a cooperative doctor of philosophy (Ph.D.) and concurrent programs in healthcare informatics and business administration.

The largest campus in the SIU System, SIUE includes campuses in Alton and East St. Louis that extend the University's reach and broaden its academic and service-oriented mission.

The Alton campus is home to the SIU School of Dental Medicine, located on 26 acres in Upper Alton. The location of the School provides dental students a unique combination of a small-town environment with easy access to a major metropolitan area. The School offers a nationally recognized dental education to nearly 200 students or approximately 50 students in each class year. Its International Advanced Placement Program enables qualified dentists who have graduated from an international dental school to pursue a doctor of dental medicine degree at the institution.

With a focus on empowering people and strengthening communities, the SIUE East St. Louis Center prioritizes encouraging, supporting and improving success in the areas of education, career and life goals of East St. Louis residents and surrounding urban communities. The Center provides comprehensive programs, services and training in the areas of education, health, social services and the arts. It plays a wide role in SIUE's baccalaureate, professional and master's programs by supporting clinical and practicum experience. Also located on the campus is the SIUE East St. Louis Charter High School, a school-of-choice for families in East St. Louis School District 189. Its mission is to prepare students to be career- and college-ready upon graduation.

## Colleges and Schools



The **College of Arts and Sciences** offers degree programs in the natural sciences, humanities, arts, social sciences and communications. The College touches the lives of all SIUE students, helping them explore diverse ideas and experiences, while learning to think and live as fulfilled, productive members of the global community.

The **School of Business** has earned accreditation from the Association to Advance Collegiate Schools of Business (AACSB International). Undergraduate degrees are offered in accountancy and business administration, with specializations in computer information systems, cybersecurity, economics, entrepreneurship, finance, human resources, international business, management, marketing and supply chain management.

Graduate degrees include accountancy, business administration, computer management and information systems and marketing research. For the 15th consecutive year, the School of Business was named an outstanding business school by The Princeton Review.

The **School of Education, Health and Human Behavior** offers a wide range of fields including public health, exercise science, nutrition, instructional technology, psychology, speech- language pathology and audiology, educational administration and teaching and learning. The School supports the community through on- campus clinics and outreach to children and families.

The **School of Engineering** offers eight fully accredited undergraduate degrees, five master's degrees and two cooperative doctoral programs, all housed in a state-of-the-art facility. Students learn from expert faculty, perform cutting-edge research and participate in intercollegiate design competitions.

The **School of Nursing**, enrolling more than 1,700 students in its baccalaureate degree program on the Edwardsville campus, helps to solve the region’s shortage of baccalaureate-prepared nurses and enhance the quality of nursing practice within all patient service venues. The School’s master’s and doctoral programs prepare nurses for advanced roles in clinical practice, administration and education.



The curriculum in the **School of Pharmacy** is nationally recognized as a model that offers students a unique combination of classroom education, research, community service and patient care. Areas of excellence include a drug design and discovery core, pediatric practice, chronic pain research and practice and diabetes research and practice.

SIUE **School of Dental Medicine** students manage approximately 35,000 patient visits each year at patient clinics in Alton and East St. Louis. In addition, students offer oral health treatment, screenings and education to more than 10,000 people annually through a wide variety of off-campus community outreach events. These opportunities provide students the training they need to graduate and become highly skilled dentists.

### **University Leadership**

Dr. James T. Minor, PhD, became the 10th chancellor in Southern Illinois University Edwardsville’s history on March 1, 2022. “I am extraordinarily honored to serve SIUE and the SIU System,” Minor said. “We will go boldly forward as an institution that realizes human potential; amplifies access for all individuals with a critical focus on equity; and defines the region by our intellectual, social and economic impact.”

Minor previously served as assistant vice chancellor and senior strategist in the office of the chancellor at California State University, which recently posted the highest graduation rates in its history. He has successfully advocated for hundreds of millions of dollars in support of graduation initiatives and served as principal investigator for \$7.5 million in funded programs and research.



Prior to his post at California State University, Minor served as deputy assistant secretary at the U.S. Department of Education where he administered more than \$7 billion in federal higher education programming.

A recognized thought leader in the field of higher education, Minor has a noted resume of teaching and scholarship in educational policy, administration in higher education, academic governance and more. Born in Detroit, Michigan, he holds a doctorate in educational leadership and policy analysis from the University of Wisconsin-Madison, as well as a bachelor's in sociology from Jackson State University and a master's in sociology from the University of Nebraska.

### Student Life



SIUE enrolls over 12,500 students in a variety of undergraduate, graduate and doctoral programs. Nearly 3,000 students live on campus at SIUE. This includes undergraduates, graduate students, international students and nontraditional students.

On SIUE's main campus, you can explore 2,660 acres with a network of trails, forested woodland, lakes and outdoor activities.

The main campus is located in Edwardsville, a rapidly growing community with a population of about 25,000, which offers award-winning restaurants, shops, parks and entertainment.

SIUE is nationally recognized as a 2022-23 Military Friendly® School and among the Military Times Best for Vets: Colleges. The designations underscore the University's commitment to connect the military and civilian world through its Office of Military and Veteran Services.

SIUE received the 2023 Higher Education Excellence in Diversity (HEED) award from INSIGHT Into Diversity magazine, the oldest and largest diversity-focused publication in higher education. SIUE joins a select group of 19 institutions that have earned the distinction annually since 2014.

SIUE is one of 62 university campuses in the world and the only public institution in Illinois to be part of the Sustained Dialogue Campus Network (SDCN), which helps University faculty, staff and students address issues of race, ethnicity, class, gender, sexual orientation, religion, age, ability status and other topics that often are not effectively discussed in diverse groups. SDCN leaders learn to build more cohesive, engaged and diverse campus communities.

The non-profit group Campus Pride ranked SIUE in the top 100 among the 2021 Most Affordable LGBTQ-Friendly Colleges and Universities. SIUE's LGBTQ-Friendly Campus Climate index and Sexual Orientation scores are 4.5 out of 5 stars. SIUE's Gender Identity/Expression score is 4 out of 5 stars. SIUE is home to over 500 international students from 57 nations.

In 1974, SIUE declared itself a "World University," which means it recognizes that it is part, not only of state and national communities, but also of a global community. As a symbol of this declaration, the United Nations flag is flown on the main campus flagpole.

SIUE is certified at the Division I level by the NCAA and is a member of the Ohio Valley Conference, as well as an affiliate member of the Mid-American Conference in wrestling. The SIUE Intercollegiate Athletics program seeks to provide students with opportunities to enhance their education, to represent the University and to participate in competitive sports while developing skills and understanding. Among all public universities, SIUE student athletes ranked #1 in Illinois on the NCAA refers to as the GSR (or Graduation Success Rate) and #5 in the country. Six SIUE teams scored a perfect 100% for graduating student-athletes. Spring 2023 marked 34 consecutive semesters that SIUE student-athletes have earned a combined GPA of 3.0 or higher.

## **Local Community**

### **About Edwardsville/Glen Carbon**

The Edwardsville/Glen Carbon community is safe and welcoming with a small-town feel and easy access to the St. Louis metro area. Edwardsville and Glen Carbon are thriving centers of population growth and economic development. The community provides easy access to arts and entertainment opportunities presented in St. Louis and on the SIUE campus. Area residents also enjoy world-class dining and shopping, as well as an abundance of bike trails, parks and healthy living opportunities. Edwardsville/Glen Carbon, located within Madison County, provides access to more than 100 miles of trails and bikeways in the MCT Trails system.

The City of Edwardsville is ranked among the nation's top 15 safest college towns by Research.com in its 2023 Safest College Towns list. Ranked 13th nationally, Edwardsville was number three in Illinois and ranked ahead of all Missouri college towns. Edwardsville and Glen Carbon, as well as surrounding communities, benefit from strong public school systems. Area school districts provide safe and supportive learning environments where students can grow through academic and extra-curricular opportunities.

## **About the Greater St. Louis Region**

Just 25 miles from the SIUE campus, Greater St. Louis offers all of the amenities of a major metropolitan city. With more than 2.8 million residents, St. Louis is the 20th-largest metropolitan area in the country. St. Louis is a biotech and business hub and is home to nationally known Fortune 500 companies. St. Louis Lambert International Airport provides convenient travel to anywhere in the world.

The St. Louis region offers easy access to a variety of attractions and activities. SIUE employees enjoy entertainment and cultural offerings including the St. Louis Symphony Orchestra and live, outdoor performances at The Muny in Forest Park. St. Louis is also home to popular professional sports teams:

- St. Louis Cardinals, Major League Baseball
- St. Louis Blues, National Hockey League
- St. Louis City SC, Major League Soccer

## **Applications**

The Search Committee invites applicants to submit a curriculum vitae and a letter of interest describing relevant experience and interest in the position. Submit materials directly to the search committee at:

**[VCUAsearch@siue.edu](mailto:VCUAsearch@siue.edu)**

While applications may be accepted until the position is filled, interested parties are strongly encouraged to submit their materials as soon as possible to assure consideration. The deadline for applications is December 4, 2023; however, the University reserves the right to end or extend the application and nomination process following this date.

Southern Illinois University Edwardsville nurtures an open, respectful, and welcoming climate that facilitates learning and work. As an Equal Opportunity Employer committed to an inclusive and diverse workforce, we will not discriminate against any person on the basis of race, national origin, religion, disability, age, marital status, sex, sexual orientation or veteran's status.