



# Indiana State University

## VICE PRESIDENT FOR UNIVERSITY ADVANCEMENT AND CEO OF THE INDIANA STATE UNIVERSITY FOUNDATION

Indiana State University (ISU) invites nominations and applications for an experienced, enthusiastic fundraising leader to serve as its next Vice President for University Advancement and CEO of the Indiana State University Foundation. The Vice President reports to the President and provides strategic leadership for the development and alumni relations functions of the University.

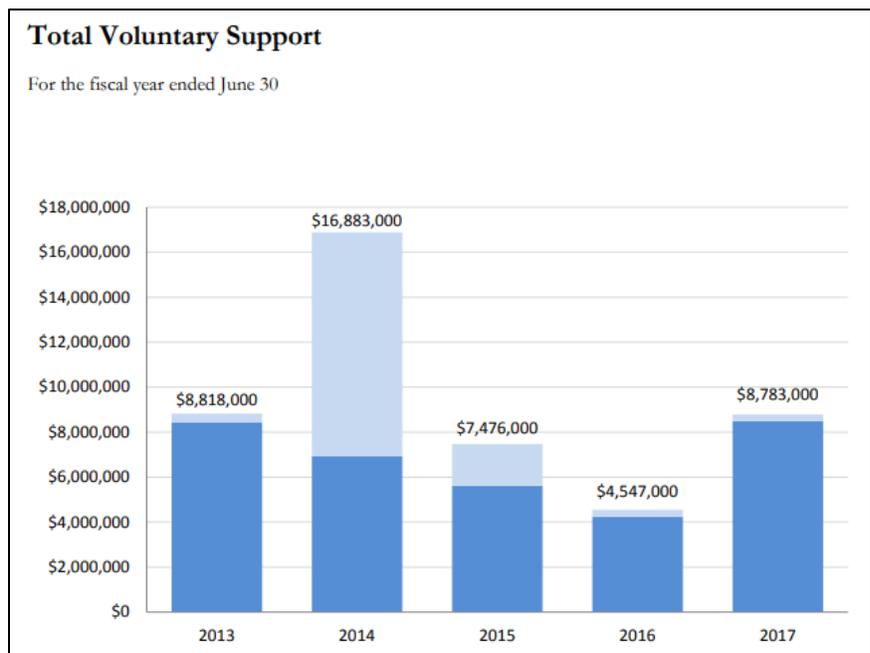
### University Advancement

In September 2016, the University's Board of Trustees and the [ISU Foundation](#) announced a restructuring that allowed the Foundation to retain its 501(c)(3) status while operating more closely with the University. Moving forward, the ISU Foundation would continue to act as the receiver and repository of gifts and manager of the University's endowment. Moreover, all Foundation employees became University employees within the University's Division of University Development. In May 2018, ISU announced the creation a Division of University Advancement that combined development and fundraising activities with alumni relations (effective July 1, 2018).

The Vice President for University Advancement will lead a team of more than 30 staff across four units. Reporting directly to the Vice President are the Associate Vice President for Development; Executive Director of Stewardship & Constituent Relations; Executive Director of Alumni Engagement; Executive Director of Finance & Administration; and the Vice President's Executive Assistant and Board Liaison (a complete organizational chart can be found on page 6).

The University averaged more than \$9 million in gifts and over 7,000 donors annually during fiscal years 2012-2017. At the end of the 2016-17 fiscal year, the Foundation had \$62,299,000 in its endowment.

Indiana State's last comprehensive fundraising campaign ended in 2011, surpassing the University's goal of \$85 million. The campaign received gifts from more than 18,000 donors and created 250 new funds and scholarships, including doubling the number of named Presidential Scholarships, the University's most



prestigious financial award for incoming students.

Responsibilities of the next Vice President for University Advancement and CEO of the Foundation include, but are not limited to:

- Working collaboratively with University and Foundation leadership to set fundraising priorities that align with the strategic priorities of the Institution;
- Engaging with donors, alumni, community members, and other external stakeholders to build genuine, long-lasting relationships with the University;
- Energetically and effectively communicating the mission and vision of the institution;
- Personally engaging in the solicitation of major gifts;
- Recruiting and retaining high-performing advancement and alumni relations professionals;
- Teaching and mentoring advancement staff as well as other individuals across the Institution who engage in fundraising activities;
- Leveraging technology and personnel resources to build a robust donor pipeline;
- Effectively managing resources to achieve results;
- Working closely with the Foundation Board to ensure proper management of the University's endowment; and
- Ensuring the highest ethical standards in fundraising activities and Foundation operations.

### The University

Founded in 1865, ISU is a comprehensive, state-assisted public institution offering degrees through the doctoral level. Classified as a community engaged institution by the Carnegie Foundation, ISU has been named to the President's Higher Education Honor Roll for Community Service each year since its creation. The University was ranked first in the nation among national universities for service by the Washington Monthly in 2015 and has been in the top three institutions in the country for the past five years in hours of community service provided by its students. The Princeton Review has recognized ISU as one of the "Best in the Midwest" for 13 years in a row.

The University offers more than 100 undergraduate majors within the Colleges of Arts and Sciences; Business; Education; Health and Human Services; and Technology. The College of Graduate and Professional Studies offers more than 75 graduate programs in conjunction with the University's academic colleges. Minority students constitute 25% of 2016-2017 enrollees, one of the most diverse student populations in Indiana. Enrollment has grown by more than 30 percent in the past eight years, reaching historic levels in fall 2015 with more than 13,500 students. While the majority of students are from Indiana, the University also attracts students from throughout the United States and more than 70 countries. ISU has a long tradition of serving underrepresented populations; more than half of freshmen are Pell-eligible and a large percentage of enrollees are first-generation college students. In addition, the University has the largest percentage of 21<sup>st</sup> Century Scholars, Indiana's scholarship program for students from low-income households.

The ISU Sycamores have nine women's teams and six men's teams competing in intercollegiate athletics at the NCAA Division I level. The university has been a member of the Missouri Valley Conference since 1977.

## **Strategic Plans**

In fall 2009, the University launched a strategic plan, [The Pathway to Success](#). Guided by this plan, ISU has:

- Had unprecedented growth in enrollment;
- Developed new degree programs in high demand fields such as health care, unmanned systems and genetic counseling;
- Greatly expanded experiential learning opportunities for students;
- Nearly completed a 10-year plan to upgrade student housing;
- Been named the number one national university in the U.S. for community service;
- Successfully concluded its first comprehensive fundraising campaign; and
- Made progress in diversifying its faculty and staff.

Seven years later, a new strategic plan, [There's More to Blue](#), was launched. Building upon the success achieved by the previous plan, the new plan sets aggressive goals in improving student success, continuing enrollment growth, incorporating career-readiness into the curriculum, ensuring the impact of the University's commitment to community service, creating distinctive programs and experiences, utilizing resources effectively to maintain affordability, increasing revenue streams, and attracting and retaining great employees. The plan emphasizes building an environment of inclusive excellence.

## **Leadership**

Deborah Curtis began as President of Indiana State University in January 2018. Dr. Curtis had served as the Provost and Chief Learning Officer at the University of Central Missouri since 2012. Prior to becoming Provost at Central Missouri, Dr. Curtis served as Dean of the College of Education at Illinois State University from 2006 to 2012, Interim Dean from 2005 to 2006, and as Director of the Cecilia J. Lauby Teacher Education Center and Clinical Experiences and Certification Processes from 2001 to 2005. She served on the faculty of Illinois State for 26 years, advancing to the rank of full professor.

Dr. Curtis earned her Ph.D. in curriculum and instruction from Indiana State after completing a master's degree in music education from the University of Illinois and a bachelor's in music education from MacMurray College. She also taught at University School, Indiana State's laboratory school, for one year to fill in for a teacher on maternity leave, a role that led to her decision to pursue her doctorate and a career in higher education.

## **The Community**

The seat of Vigo County, Terre Haute has approximately 60,000 residents. The west-central Indiana community serves as the retail, healthcare, manufacturing, service, and cultural hub for 16 Indiana and Illinois counties in the Wabash Valley. Terre Haute is home to four colleges (Rose-Hulman Institute of Technology, Saint-Mary-of-the-Woods College, Ivy Tech Community College and Harrison College) in addition to ISU.

In the past decade, there has been a resurgence of the downtown due to strong working relationships among the University, the City of Terre Haute, the Terre Haute Economic Development Corporation, the Chamber of Commerce and other public and private entities. Two new hotels have been built and an arts corridor has been

developed featuring a growing collection of public art and a number of local museums and boutiques. ISU has also partnered with a third-party developer to build apartments for upperclassmen in the heart of downtown. Recently, the ISU Foundation collaborated with Barnes and Noble to build a shared facility that includes the University's bookstore and offices for the Foundation and the ISU Alumni Association.

The Wabash River Development and Beautification Board has created a strategic plan called Riverscape which utilizes Terre Haute's riverfront to spur economic development and provide a landmark destination for tourists. The project includes the development of the Wabashiki Fish and Wildlife Area on the west bank of the river and the development of ISU's Gibson Track and Field on the east side. In early 2017, Core Redevelopment began work on a \$23-million repurposing of a former manufacturing plant adjacent to the track complex to create 165 loft-style, market-rate apartments.

The University is also working with the City of Terre Haute, the Vigo County Commissioners, and the Terre Haute Convention and Visitors Bureau to renovate and add convention meeting space to Hulman Center. The Indiana General Assembly has approved \$37.5 million in funding for this \$75-million project.

### Qualifications

The successful candidate should possess the following skills and qualifications:

- A bachelor's degree;
- Significant experience in advancement operations, including playing an integral role in the planning and execution of a successful campaign; setting fundraising goals and priorities that align with an organization's mission and vision; and mobilizing staff and stakeholders in the achievement of those goals;
- Success personally closing major gifts, as well as experience stewarding gifts in a manner that honors donor intent and supports the organization's objectives;
- Experience training and mentoring advancement staff, as well as other individuals engaged in fundraising activities (e.g. vice presidents and the athletic director, deans, faculty, and volunteers);
- A demonstrated ability to leverage personnel, technology, and fiscal resources to meet goals and provide the greatest return on organizational investment;
- An understanding of how to build lifelong engagement with students and alumni;
- A history of engagement in community activities;
- Experience working with a foundation and an understanding of endowment management;
- Excellent interpersonal skills;
- Strong verbal and written communication skills;
- Commitment to diversity and inclusion with a demonstrated ability to build lasting relationships with people from a wide variety of backgrounds and perspectives; and
- Evidence of an authentic, genuine approach to advancement activities and the highest level of ethical standards.

### **Nomination and Application Process**

The Search Committee will begin reviewing applications immediately and continue to accept applications and nominations until the position is filled. However, in order to assure the fullest consideration, candidates are encouraged to have complete applications submitted to the search firm assisting the University by July 26, 2018. Requested application materials include a letter of interest; résumé; and the names, telephone numbers, and e-mail addresses of at least five professional references. All applications, nominations, and inquiries will remain confidential. References will not be contacted until after the first screening of applications and then only after the applicant has given explicit permission. All application materials must be submitted electronically in Microsoft Word or PDF format.

Please direct all applications, nominations, and inquiries for the position to the search firm assisting the University at the contact information below:

Ryan Crawford, Partner | Gretchen Hoffman, Senior Associate  
7500 Rialto Blvd  
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Austin, TX 78735  
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Refer to code "ISU-VP UA" in subject line

*Indiana State University is an affirmative action/equal opportunity employer with a strong institutional commitment to the achievement of diversity among its faculty, staff, and students.*

