



DIRECTOR OF DEVELOPMENT, HARTE RESEARCH INSTITUTE
TEXAS A&M UNIVERSITY—CORPUS CHRISTI
Corpus Christi, Texas
[Harte Research Institute](#)



The Aspen Leadership Group is proud to partner with Texas A&M University—Corpus Christi in the search for a Director of Development, Harte Research Institute for Gulf of Mexico Studies.

The Director of Development will manage relationships and secure support from mid- to major-giving donors for the Harte Research Institute (HRI). The Director of Development will manage a personal portfolio of giving prospects and will work closely with the Institute's faculty and staff, both within HRI and around the Gulf of Mexico region, domestically and with the Institute's international partners, to promote the acquisition of gifts. The Director of Development will work closely with the entire twenty-five-member Development and Institutional Advancement team to ensure coordination among individual giving programs.

Offering more than eighty of the most popular degree programs in the state of Texas, Texas A&M University—Corpus Christi has been proudly providing a solid academic reputation, renowned faculty, and highly-rated degree programs since 1947. As a member of the Texas A&M University System— a network of eleven universities, seven state agencies, and a comprehensive health science center—the school benefits from a range of centralized resources, increased visibility and political clout, and opportunities to collaborate in mutually beneficial ways with peers across member institutions and associated agencies.

The prestige of a Texas A&M—Corpus Christi degree is known worldwide. The university is one of only seven federal test sites for unmanned aircraft systems (UAS) in the nation. Its Harte Research Institute, leader of the Texas One Gulf Center of Excellence, is dedicated to advancing the long-term sustainable use and conservation of the Gulf of Mexico. Texas A&M University—Corpus Christi enrolls more than 12,000 students. Its location on the Gulf of Mexico and on the cultural border with Latin America shapes its focus and provides the foundation for gaining national prominence. The university's five academic colleges offer bachelor's, master's, and doctoral degrees from highly accomplished faculty, 90 percent of whom hold the highest degree in their fields.

Harte Research Institute seeks science-driven solutions for Gulf of Mexico problems. HRI's vision is a Gulf that is ecologically and economically sustainable. It strives to be a research center of excellence providing international leadership in generating and disseminating knowledge about the Gulf of Mexico.

REPORTING RELATIONSHIPS

The Director of Development will report to the Acting Vice President for Institutional Advancement in cooperation with the leadership of the Harte Research Institute for Gulf of Mexico Studies.

PRINCIPAL OPPORTUNITIES

TAMU-CC is a vibrant, relatively young doctoral-granting university and Hispanic-Serving Institution (HSI). With 12,000 students from 47 states and 54 foreign nations and 1,318 faculty and staff, it combines a heritage of teaching excellence with innovation in research and creative activity, as well as community engagement.

The Harte Research Institute for Gulf of Mexico Studies (HRI) at TAMU-CC was founded in 2000 by a generous donation from local newspaper publisher and noted conservationist Ed Harte. HRI has spent the last two decades working to ensure an ecologically and economically sustainable Gulf of Mexico. It has grown from an idea to a \$15 million international research institute supporting six diverse research programs and 135 students, staff, and researchers.

HRI is set apart from other marine research institutions by its use of the HRI Model, a unique interdisciplinary way of working that integrates our science with economic, policy, and sociological expertise. While the solutions are science-driven, the challenges facing the Gulf of Mexico cannot be solved by science working alone. HRI scientists are encouraged to think broadly and pursue unique partnerships to create lasting solutions.

TAMU-CC possesses the key elements to support its move to the next level among its peers as a major Hispanic-Serving research university. The university's strategic plan, Momentum 2020, lays out a bold agenda for developing recognized programs in areas important to the region and nation. To achieve this goal, the university has begun to strengthen and grow its infrastructure to support existing and promising new programs. HRI will play a significant role in helping the university reach these goals. Services and operations dedicated to student recruitment, retention, and welfare will be expanded to meet increased student demands and enhance the educational experience for all.

TAMU-CC is on a trajectory to achieve national recognition as evidenced by the quality of its faculty and staff, the success of its students, the connectedness of its alumni, and the excellence of its academic and student life portfolios. Its strategic location on the Gulf of Mexico and on the cultural border with Latin America provides a basis for gaining national and international prominence. HRI and TAMU-CC are committed to becoming one of the leading centers of higher education in the Gulf of Mexico region while serving the intellectual, cultural, social, environmental, and economic needs of South Texas.

This is an exciting time to join the Division of Institutional Advancement at TAMU-CC. Dr. Kelly Quintanilla was named the university's 11th president in March 2018, after a 24-year tenure at the Island University as a Professor of Communication and multiple administration roles, including Chair, Dean, and Provost. The Corpus Christi community, alumni, and donors welcomed her and strongly support her presidency. The Vice President of Institutional Advancement, Tom Mundell, joined the President's Cabinet in January 2018 and brought more than 30 years of fundraising experience to the position.

The Division of Institutional Advancement includes Alumni Relations, Development, Stewardship, and Advancement Services and coordinates with the Texas A&M-Corpus Christi Foundation and the National Islander Alumni Association on matters related to the engagement of alumni and solicitation and management of donations. Institutional Advancement is currently leading a feasibility study for a future capital campaign in collaboration with the TAM-CC Foundation and the Harte Charitable Foundation. The

momentum of President Quintanilla's appointment and the university's ambitious plans to expand student scholarship support and achieve Emerging Research Status necessitate state-of-the-art strategies to enhance philanthropic support for the university.

–Jaime Nodarse Barrera, Acting Vice President of Development

PRIMARY RESPONSIBILITIES

The Director of Development will

- identify, cultivate, solicit, and steward alumni and friends of HRI for mid- to major-level gifts of \$10,000 and above;
- create and present solicitation proposals for consideration according to the donor's interests, propensity to give, and giving capacity;
- record and document in a timely and accurate manner contacts with donors and prospective donors;
- work closely with the Stewardship Coordinator for an effective plan for donor recognition;
- attend and assist at designated university and Institutional Advancement events;
- act as a liaison between HRI and Institutional Advancement; and
- participate in key community organizations and attend key community events as determined by HRI priorities and departmental goals.

UNIVERSITY LEADERSHIP AND KEY COLLEAGUES



Larry McKinney

Senior Executive Director of the Harte Research Institute for Gulf of Mexico Studies

Dr. McKinney effectively interacts with the many stakeholder interests in the Gulf of Mexico. Through his education and experience, he has the unique perspective to balance a healthy Gulf and a healthy economy. Through hands-on research and committed leadership, he has developed a reputation for taking on difficult and controversial environmental issues like endangered species conservation, water

resource development, and habitat loss throughout the state of Texas.

Presently, half the wetlands in the Gulf of Mexico have been converted into houses, retail centers or cut up into canals and what's left may be sinking beneath our feet as we pump water and oil. The Gulf of Mexico is one of the most productive bodies of water on the face of the planet. Utilizing the "HRI Model," Dr. McKinney and his team bring together the diverse sciences that not only help to better understand the Gulf but also translate that science into effective policies and actions.

Dr. McKinney works with the Association of Fish & Wildlife Agency's Committee on Offshore Energy Development, Chairs the Gulf Alliance Ecosystem Assessment and Integration Committee and has worked with a number State and Federal agencies on key Gulf issues. In 2009, he was invited to present testimony to the President's Ocean's Policy Taskforce. In addition, he has been recognized for his conservation efforts for Kemp's Ridley sea turtles in Texas and Mexico by Ocean Trust, Wild American Shrimp and Texas Shrimp Association.



David Yoskowitz, Ph.D.

**Associate Director for Research, Policy, and Development and
Endowed Chair for Socio-Economics**

Dr. Yoskowitz brings a socio-economic perspective to issues that impact the Gulf of Mexico region. His work is focused on elucidating the link between environmental well-being and human well-being and moving practice into policy. He is leading an effort to inventory and value ecosystem services for the Gulf of Mexico region and quantifying the impact of sea-level rise on coastal community resiliency. His work has taken him through much of North and Central America including Cuba, Nicaragua, Belize, El Salvador, and Mexico. He led the effort to produce *Gulf 360o: State of the Gulf of Mexico*, which was a successful collaboration between governmental, academic, non-governmental organizations, and industry in both the United States and Mexico that mapped common socio-economic metrics.

In his role as NOAA Chief Economist (2014-2015) he strove to integrate social science throughout its operations and cultivate stronger ties with the bio-physical sciences. He co-chaired an interagency task force, under the auspices of the White House Office of Science and Technology Policy that developed a research agenda around coastal green infrastructure and ecosystem services. Also, working with the NOAA Social Science Committee he helped develop the *Social Science Vision and Strategy* for the agency.

Dr. Yoskowitz also served on the National Research Council Committee on the Effects of the Deepwater Horizon Mississippi Canyon-252 Oil Spill on Ecosystem Services in the Gulf of Mexico and the Socio-Economic Scientific and Statistical Committee for the Gulf of Mexico Fishery Management Council.

Adding the socio-economic discipline complements the HRI Model by bringing the research cycle full circle. Current research related to inventorying and valuing ecosystem services in the coastal zone of the Gulf of Mexico provides context to the decision-making process. Sea level rise and available fresh water inflows to bays and estuaries have startling yet sensitive implications. Through effective modeling the effects of taking action or failing to do so can be candidly considered.



Gail Sutton, M.S.

Associate Director for Institutional Initiatives, Finance, and Administration

Ms. Gail Sutton is the Associate Director for Institutional Initiatives, Finance, and Administration for the Harte Research Institute for Gulf of Mexico Studies (HRI) at Texas A&M University-Corpus Christi. She received her M.S. in Fisheries and Mariculture and a B.B.A. in Banking and Finance from Texas A&M University-Corpus Christi. As Chief Operating Officer of HRI, Ms. Sutton manages the finances and daily operations of the Institute dedicated to the ecological and economic sustainability of the world's ninth-largest body of water. A 16-year veteran of the banking industry, Ms. Sutton focuses on budgeting, grant management, and improving both product and efficiency to maximize the research capacity of the Institute's scientists and researchers, both in the laboratory and in the field. Ms. Sutton's experience as a vice president and loan officer in the banking industry gives her a unique perspective in the management of HRI daily operations due to her knowledge in the private sector.

In addition to her main role at the Institute, Ms. Sutton, who in 2011 earned her master's degree in Fisheries and Mariculture from Texas A&M University-Corpus Christi, co-manages "Sink Your Shucks," the first oyster restoration program in Texas to reclaim oyster shells from local restaurants to build substrate for new reefs and habitat for fish, crabs and other organisms.



Jaime Nodarse Barrera

Acting Vice President for Institutional Advancement

As the Acting Vice President for Institutional Advancement, Jaime is responsible for the strategic direction and oversight of the university's philanthropic efforts and alumni relations. In addition, Jaime leads the university's team responsible for alumni and community engagement, fundraising and donor relations, and major events. It is the job of the Development team to engage and connect the community with Texas A&M University–Corpus Christi in order to build and sustain mutually beneficial relationships between stakeholders and faculty, staff, students, and alumni. This is done through a variety of organizations, such as the National Islander Alumni Association and the

Young Business Professionals of the Coastal Bend, and signature events including the annual State of the University address and the Distinguished Speaker Series. Jaime personally oversees the university's major and planned giving programs.

Jaime believes strongly that Texas A&M–Corpus Christi helps make Corpus Christi a better community, and similarly that support from Corpus Christi has helped the Island University grow and flourish. It is her pleasure to continue to find ways to build these partnerships in order to help more students earn their degree while also strengthening the local workforce and economy.

Jaime has a bachelor's degree from Lawrence University in Appleton, WI and completed master's degrees in applied anthropology and public health at the University of South Florida before moving to Texas in 2008. Corpus Christi is now her home, and she doesn't miss those Midwestern winters one bit! In her spare time, she enjoys playing with her dog, cross-fitting, and spending time at the beach.

CANDIDATE QUALIFICATIONS AND QUALITIES

Texas A&M University–Corpus Christi seeks a Director of Development with

- demonstrated major gift fundraising experience;
- strong interpersonal, speaking, and writing skills, especially in the preparation of effective fundraising proposals;
- a commitment to the mission of the HRI and TAMU-CC;
- ease and facility with scientific language;
- the ability to relate well to, and understand the needs and interests of, major individual donors and foundation program directors;
- the ability to relate to, and develop excellent working relations with, donors, and senior academic leaders, and scientists;
- an ability to demonstrate initiative and manage details within the broader vision of the university;
- an ability to maintain clear, accurate records and timely reports; and
- a willingness and ability to travel and work some night and weekend hours as events dictate.

A bachelor's degree is required for this position as is three to five years of experience in alumni relations, development, fundraising, and/or event management. A master's degree is preferred as is experience working in higher education.

SALARY & BENEFITS

Texas A&M University-Corpus Christi offers a competitive salary and benefits package.

LOCATION

This position is located in Corpus Christi, Texas. Adjacent to the Gulf of Mexico, Corpus Christi is a premier coastal destination for many around the world. Corpus Christi provides exceptional recreational opportunities such as windsurfing, cycling, fishing and sailing. Corpus Christi is located just a few hours from other major Texas cities including Houston, San Antonio, Austin, Laredo, and Brownsville.

DIVERSITY AND INCLUSION

As one of the most diverse campuses in the Texas A&M University System, Texas A&M University-Corpus Christi's vision for *Inclusive Excellence* is the active, intentional and ongoing engagement with diversity in learning, teaching, student development, and intuitional functioning in both local and global communities on its ever-expanding campus. By achieving and maintaining a diverse constituency in the campus community, the university will succeed in preparing students for living and working in an increasingly diverse and global society. Actions must speak louder than words. The university's commitment includes the creation of initiatives, programs, and services designed to reap the benefits of diversity. Texas A&M University–Corpus Christi believes it must foster a campus climate with an ethos of respect, inclusion, empowerment, shared responsibility and social justice for all.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. Before submitting your materials, please read them over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit:

[Director of Development, Harte Research Institute, Texas A&M University–Corpus Christi.](#)

To nominate a candidate, please contact Shelley Semmler:

[shelleysemmler@aspenleadershipgroup.com.](mailto:shelleysemmler@aspenleadershipgroup.com)

All inquiries will be held in confidence.