



CHIEF DEVELOPMENT OFFICER
UNIVERSITY OF MAINE SCHOOL OF LAW
PORTLAND, MAINE



Aspen Leadership Group is proud to partner with University of Maine School of Law and University of Maine School of Law Foundation in the search for a Chief Development Officer.

The Chief Development Officer will plan, execute, and grow a program that cultivates, solicits, and stewards philanthropic support while leading an alumni engagement program in alignment with the strategic plan of the University of Maine School of Law (Maine Law). The Chief Development Officer will direct development and alumni relations professionals, creating and implementing policies and procedures tied to accountability and performance in accordance with best practices of the development profession. The Chief Development will provide ethical, creative, and focused leadership while serving as a partner to the President and Dean of Maine Law.

The Chief Development Officer will capitalize on the strengths of Maine Law, including a forward-thinking Dean, a new campus in downtown Portland, and a dedicated alumni community, to increase philanthropy across major, annual, capital, foundation and corporate, and planned giving. The Maine Law President and Dean, Foundation Board President and membership, Chief Operating and Business Officer, and leadership in the State of Maine are committed to supporting Maine Law and to realizing untapped potential from its alumni and friends.

By design, University of Maine School of Law is, and always has been, one of the smallest law schools in the country. With an excellent student to faculty ratio, Maine Law takes pride in providing the personal attention that few law schools can match, a focus on hands-on learning, and a world-class faculty.

Maine Law's mission is to advance justice and leadership in a changing world. It provides an exceptional, inclusive, and student-centered legal education and serves the local and global communities through teaching, scholarship, and public service. Maine Law pursues its mission through the implementation of its values by an engaged faculty and staff who encourage the advancement of justice for all members of society, promote a system of just laws, and provide students with the knowledge, ethical framework, and skills needed for a career in the law.

Maine Law benefits from the robust collaboration with other graduate programs within the university through the Graduate and Professional Center. Maine Law's new home in the beautiful coastal city of Portland, Maine, is in the heart of Portland's Old Port, at 300 Fore Street, just two hours from Boston. The new location, in the newly renovated Maine Center, is within walking distance of many law firms and both the Federal and State courts. Six floors, many with views of Portland Harbor, provide multiple classrooms, conference, and innovation spaces, as well as student study spaces that include individualized focus study spaces and multiple seminar-style classrooms all equipped with modern technology. The Cumberland Legal Aid Clinic, which houses the General Practice Clinic, Youth Justice Clinic, the Prisoner Assistance Clinic, and the Refugee and Human Rights Clinic, are co-located on the third floor of the Maine Center. University of Maine's Graduate School of Business and University of Southern Maine's Muskie School of Public Service are also part of the coalition that forms the Maine Center, providing rich cross-disciplinary opportunities in business and policy for Maine Law students.

The three-year curriculum at University of Maine School of Law is intensive and challenging, offering courses in subjects as diverse as international business transactions and environmental law, as well as traditional core courses. The purpose of the curriculum is to give students a solid foundation in legal analysis and practical lawyering skills that will serve them well in any field they choose to pursue.

Maine Law faculty place teaching as their priority. Superb faculty mentoring and out-of-class contributions to student educational and professional development are as much a part of the curriculum as the actual classes themselves. Members of Maine Law faculty participate in nationally and internationally recognized scholarship. Law faculty also act as consultants to the federal courts, to Maine's Supreme Judicial Court, to the Governor, and various legislative committees, and to the national and state bar associations.

University of Maine School of Law works closely with its partner—the University of Maine School of Law Foundation Board to fulfill its educational and professional mission. It is the mission of the University of Maine School of Law Foundation to raise, manage, and distribute funds for the support and improvement of Maine Law and the education that it provides. The Foundation was established in 2001 and is responsible for the building of an endowment and in addressing long-term academic and financial priorities at the Law School.

REPORTING RELATIONSHIPS

The Chief Development Officer will report to the President and Dean of the School of Law, Leigh I. Saufley, and will have a close working relationship with the Chief Operating and Business Officer, Nicole Vinal. The Chief Development Officer will serve as a member of the Dean's Leadership Team and will provide direct supervision of the Director of Annual Giving and Alumni Engagement and the Advancement and Events Coordinator.

FROM DEAN SAUFLEY

Maine Law has been through a remarkable recent transformation—a new building and cross-disciplinary collaboration through the Maine Center in the heart of Portland, a talented, diverse group of students from across the state and country, a renewed connection with the Maine legal community, and solid support from Maine's Governor, Legislature, Board of Trustees, and University Chancellor, Dan Malloy. Building on that enthusiasm, it is time for Maine Law to create a lasting and successful development program to usher the institution forward. Maine alumni are re-engaging with the Law School and are ready to invest in its future. I am looking for a Chief Development Officer who will be a true partner with me as we build a culture of giving and a tradition of close connections and support for the critical resources provided through Maine's only law school.

– Leigh I. Saufley, President and Dean, University of Maine School of Law

UNIVERSITY OF MAINE SCHOOL OF LAW'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

University of Maine School of Law is a diverse community inclusive of all races, ethnicities, national origins, gender identities, sexual orientations, ages, disabilities, classes, and religions. Maine Law is committed to equity in legal education and the legal profession. Its 2023 first year class of 90 students is comprised of 19% first-generation students, 54% women, 18% racially diverse, and ages 20-56 (average age 26).

University of Maine School of Law is committed to equity in legal education and the legal profession. University of Maine School of Law's definition of diversity is inclusive of, but is not limited to race, ethnicity, gender expression, sexual orientation, transgender status, socioeconomic status, religion, national origin, citizenship status, age, disability, genetic information, and veteran status. Maine Law also recognizes the positive value that increasing diversity brings to the school by creating a community with wide-ranging experiences and viewpoints that benefit everyone. It further affirms the myriad contributions people of color and other diverse groups have made to Maine Law in all areas, including academics, leadership, and a commitment to social justice.

Consistent with its mission of legal education, all members of the Maine Law community are expected to be self-reflective on the inequities that exist within the legal system and their role in eradicating injustices in the legal system. Maine Law commits to listening to and supporting those members of the community who suffer at the hands of unjust systems. It commits to identifying the oppression that permeates the law and the justice system, to examining methods for dismantling it, and taking accountable action to make a measurable difference. Maine Law reaffirms the commitment of its faculty, staff, and students to this work.

University of Maine School of Law therefore actively commits to being an inclusive and antiracist community by supporting the expression of ideas. It advocates for the adoption of laws and policies that reduce racial and other inequities in society.

PRIMARY RESPONSIBILITIES

The Chief Development Officer will

- conduct goal setting, benchmarking, and evaluation with the expectation of growth in Maine Law's philanthropic efforts;
- lead the design and execution of a strategic plan for advancement;
- lead outreach to law, business, and philanthropic stakeholders;
- ensure that a creative, compelling narrative and case for support is developed for Maine Law's philanthropic efforts;
- work closely with the Dean, the Chief Operating and Business Officer, and the Dean's Leadership Team to integrate advancement's strategic plan with the school's business and academic plans;
- oversee the recruitment, retention, training, and assessment of a dynamic team to secure philanthropic support for Maine Law;
- work closely with the University of Maine School of Law Foundation Board of Directors to create enthusiasm for and philanthropic support of Maine Law;
- work closely with the university's other advancement foundations at the University of Maine and the University of Southern Maine to support interdisciplinary graduate and professional education;
- serve as a resource for the Foundation Board with the Dean and the Chief Operating and Business Officer;
- lead the planning and execution of future capital campaigns;
- carry a personal portfolio of leadership gift prospects; and
- support the Dean in all matters related to the cultivation, solicitation, and stewardship of the Dean's prospects, including the oversight of drafts, visits, and alumni functions which involve the Dean.

LEADERSHIP

Leigh I. Saufley

President and Dean, University of Maine School of Law

Leigh I. Saufley is the President and Dean of University of Maine School of Law. Prior to her current role, she served as Chief Justice of the Maine Supreme Judicial Court from December of 2001 through April 2020. After graduating Phi Beta Kappa from the University of Maine in 1976, and from the University of Maine School of Law in 1980, she practiced in a small law firm in Ellsworth, Maine, worked briefly in the U.S. Veterans Administration Counsel's Office, and later held leadership positions in the Office of the Attorney General of Maine.

Peter Mills '73

President, University of Maine School of Law Foundation

After graduating from Harvard University in 1965, Peter Mills served five years on Navy destroyers during Vietnam. Since graduating from University of Maine School of Law in 1973, he has practiced law in Portland and Skowhegan and has on many occasions represented design professionals in construction claims. Beginning in 1994, Mills served 16 years in the Maine Legislature and has written extensively on tax, education, and health policy. He ran twice for Governor in the Republican primaries of 2006 and 2010. Mills has served as Executive Director of the Maine Turnpike Authority since March 2011.

PREFERRED COMPETENCIES AND QUALIFICATIONS

University of Maine School of Law Foundation seeks a Chief Development Officer with

- a commitment to justice and the mission of University of Maine School of Law—to provide an accessible and affordable student-focused program of legal education and achievement of the highest standards of ethical behavior;
- an ability to build long-term, productive relationships with donors, alumni, volunteers, and friends of Maine Law;
- experience in goal setting, benchmarking, and evaluation;
- success in the cultivation, solicitation, and stewardship of leadership gift prospects;
- cultural competency and a commitment to diversity, equity, and inclusion in all professional practices;
- strong analytical and independent decision-making capabilities;
- a commitment to data-driven analysis and outcomes;
- budgetary and accounting experience;
- fluency in written and oral communications;
- an ability to thrive as a team player as well as to lead and motivate a team; and
- proficiency in data-based systems and business software.

University of Maine School of Law Foundation will consider candidates with a broad range of backgrounds. A bachelor's degree or an equivalent combination of education and experience and at least five years of increasingly responsible fundraising experience in a non-profit organization, preferably in an educational setting, is preferred. A law degree is a significant plus.

SALARY AND BENEFITS

The salary range for this position is \$150,000 to \$200,000 annually. The University of Maine System offers a [comprehensive package of benefits](#).

LOCATION

University of Maine School of Law is in Portland, Maine. Maine Center is located one block from the working waterfront in the heart of the historic Old Port in Portland. The city is consistently selected for inclusion on top ten lists and has been cited as one of the best places in the U.S. to raise children, live, work, and dine. Portland is a favorite of *The Washington Post* and *The New York Times* food reporters. With over 60,000 residents in the city proper (and closer to 520,000 in the Metropolitan Statistical Area), the city boasts a thriving music and art community, exceptional restaurants and breweries, and minor league baseball, basketball, and hockey. For those interested in outdoor activities—surfing, swimming, boating, hiking, fishing, island-hopping, mountain climbing, and skiing are nearby. Portland is also home to a vibrant and growing multicultural population. In Portland’s public schools, more than 60 languages are spoken.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of University of Maine School of Law as well as the responsibilities and qualifications stated in the prospectus.*** Review of applications will begin immediately and will continue until the successful candidate has been selected.

To apply for this position, visit: [Chief Development Officer, University of Maine School of Law Foundation](#).

To nominate a candidate, please contact Don Hasseltine, donhasseltine@aspenleadershipgroup.com.

All inquiries will be held in confidence.