

ASPEN • LEADERSHIP • GROUP

**DIRECTOR OF DEVELOPMENT, COLLEGE OF THE ARTS
CALIFORNIA STATE UNIVERSITY, LONG BEACH**

Long Beach, California

<http://csulb.edu>



The Aspen Leadership Group is proud to partner with California State University, Long Beach (CSULB) in the search for a Director of Development, College of the Arts.

The Director of Development, College of the Arts secures philanthropic funds to support specific programs and activities in the College of the Arts (COTA). The Director of Development provides leadership and day-to-day management of an integrated program of development activities for COTA, as well as the University Art Museum, and Carpenter Performing Arts Center.

A diverse, student-centered, globally engaged public university, (CSULB) is committed to providing undergraduate and graduate educational opportunities through superior teaching, research, creative activity, and service for the people of California and the world. With its values of educational opportunity, excellence, diversity, integrity, and service, CSULB's core academic purpose is to graduate students with highly valued degrees. CSULB changes lives by expanding educational opportunities, championing creativity, and preparing leaders for a changing world.

Known nationally as "The Beach," CSULB overlooks the Pacific Ocean, its 322-acre campus is designed to encourage student involvement and success. Eighty buildings housing 63 academic programs harmonize with master planned architecture, landscape, and environmental sculpture, realization of the vision of renowned architect Ed Killingsworth. Specialized instruction facilities support the sciences, engineering, nursing, computer studies, fine arts, film studies, research centers, and more. Outstanding performance venues include the Carpenter Performing Arts Center, the Martha Knoebel Dance Center, and the Bob Cole Conservatory of Music Daniel Recital Hall. Athletic competitions and major events are offered in the Walter Pyramid, while cultural and educational programs are the focus of the Earl Burns Miller Japanese Garden. Student activities and organizations are housed in the University Student Union, located in the center of campus to best serve its community. While a large urban university, CSULB offers an environment that encourages small group identification and personal privacy in the midst of 40,000 persons sharing the same campus.

COTA is nationally recognized as a leader in comprehensive, hands-on arts training at the highest level. The college offers the very finest in training, exhibitions, scholarly study, and performance. COTA is proud of its graduates who find success and fulfillment and a living wage (or more) while practicing their chosen art form. It is equally proud of its alumni who take the creative thinking, problem solving, flexibility, and communication skills honed in its classrooms, studios, exhibition halls, screening rooms, and stages and apply those strengths to endeavors and careers they did not originally foresee. For the past twenty years, surveys and reports have demonstrated—through statistics and anecdotes—that the very skills, strategies, and strengths shaped by the continual practice of making art, be it dance, painting, sculpture, music, design, theatre, or film, are highly valued in the work place, and are a stronger guarantee of success in business than many traditional paths.

REPORTING RELATIONSHIPS

The Director of Development, College of the Arts will report to the Associate Vice President for Development.

PRINCIPAL OPPORTUNITIES

California State University, Long Beach (CSULB), one of the largest universities in the CSU system, is located in Long Beach on a beautifully landscaped, 320-acre campus near the ocean and the thriving downtown area.

The College of the Arts (COTA) is one of eight colleges at CSULB and is nationally recognized as a leader in comprehensive, hands-on arts training at the highest level. COTA is a leader in arts education and the largest and most comprehensive publicly supported arts college west of the Mississippi River.

Under the leadership of Dean Cyrus Parker-Jeannette, COTA finds itself at a very dynamic time in its rich history as it strives to serve its vision of embracing and engaging a diverse group of students, faculty, staff, and community participants in the production and discourse of the arts. COTA serves more than 4,000 students annually through six academic departments in addition to the University Art Museum and the Richard and Karen Carpenter Performing Arts Center.

The ideal candidate for this position will be able to work closely with the Dean and the faculty/staff within COTA to identify the top philanthropic priorities for the college. They will be able to learn about the arts within a university setting while also being able to engage with community partners to collaborate on philanthropic projects. The Director of Development will be given the independence to grow their development portfolio to match the philanthropic needs of the college while also being provided the support that is needed in order to be successful in this position.

COTA has seen great growth and accomplishments over the last several years and with the leadership of the Dean and new Director of Development, great potential exists within the college through identifying and securing support for faculty, students, and capital projects.

COTA—Community, Opportunity, Talent, Achievement!

PRIMARY RESPONSIBILITIES

The Director of Development, College of the Arts will

- identify, cultivate, and solicit philanthropic gifts from individuals, corporations, and foundations to support students, faculty, programs, and departments in the College of the Arts;
- work collaboratively with the University Art Museum and Carpenter Performing Arts Center with their major gift development efforts;
- collaborate with University Relations and Development and the Dean of the College of the Arts to identify college philanthropic priorities and create successful development strategies;
- work with various constituents, businesses, community organizations, and community leaders to develop strategic objectives that will result in philanthropic partnerships benefiting the College of the Arts;
- ensure that all annual fundraising goals established for the College of the Arts are met;
- provide counsel to the Dean on development matters, ensuring that the college's needs are incorporated into University Relations and Development's fundraising plans;
- provide direction to the assigned development coordinator within the unit;
- supervise and evaluate the development coordinator by setting performance expectations and providing feedback on an ongoing basis;
- meet and consult with appropriate university faculty, administrators, and staff pertaining to fundraising;
- develop proposals and other documents for cultivation, solicitation, and stewardship efforts;
- work collaboratively with other directors of development on university fundraising initiatives; and
- oversee appropriate COTA events for fundraising and stewardship and coordinate with other units as necessary.

KEY COLLEAGUES



Cyrus Parker-Jeannette
Dean, College of the Arts

Cyrus Parker-Jeannette is Dean of the College of the Arts (School of Art, Departments of Dance, Design, Film and Electronic Arts, Theatre and the Bob Cole Conservatory of Music, the Carpenter Performing Arts Center and the University Art Museum), and former Dance Department Chair at California State University, Long Beach. Her career combines years of experience as a professional dancer and choreographer with works ranging from concert dance, movement for theatre, to gallery and site-specific performances. With a particular interest in improvisational processes and the intersection of improvisation and choreography, Cyrus teaches internationally and has received several leadership and

teaching awards during her career.

Her site works have been staged in a variety of urban locations including: the A Lot Initiative, produced by the Arts Council for Long Beach via a grant from the National Endowment of the Arts; as part of the “B-Word Project” sponsored by a grant from the American Association of Performing Arts Presenters (AAPAP) and the Carpenter Performing Arts Center; at the Japanese Gardens at CSU Long Beach; the Noguchi Sculpture Garden in Costa Mesa; Santa Ana Civic Center; Downtown Los Angeles; and various other sites in Southern California. She has been a teaching artist-in-residence at The Wooden Floor in Santa Ana, in Taipei, Manila, at Jacksonville University, and Spelman College in Atlanta.

Cyrus is currently active as an arts advocate with an emphasis in civic and community engagement. As part of this she is a Commissioner on the Long Beach Economic Development Commission, serves on the Board of Directors of the Arts Council for Long Beach, and is Chair of Creative Long Beach, which is a committee supporting student internships in the arts and is part of the Arts Council for Long Beach.

She lives in Orange, California with her husband Patrick and cat, KoKoNut.



Kevin Crowe
Associate Vice President for Development

Kevin Crowe is a native of Southern California. He has over twenty years of development experience at three different higher educational institutions. Kevin began his professional career at the University of Southern California (USC) Viterbi School of Engineering in 1997. There he focused on individual giving and participated in the *Building on Excellence* campaign which raised over \$2.8 billion. He then went on to work for Occidental College as the major gift officer securing gifts throughout the country for the private liberal arts college. In 2006, Kevin was recruited to California State University, Long Beach (CSULB) as the Director of Development for the College of Liberal Arts. Soon after, he was promoted centrally to oversee the major and principal gifts program. During that time, he participated in the successful *DECLARE* campaign which surpassed its \$225 million goal by raising over \$238 million. Today, as Associate Vice President for Development, Kevin oversees all

fundraising activities within the colleges and various units on campus. Kevin resides in Downey, California with his wife and two children.

CANDIDATE QUALIFICATIONS AND QUALITIES

The successful candidate for the position of Director of Development, College of the Arts should have

- knowledge of the solicitation process in an educational environment;
- proficiency in identifying and building a pipeline of future donors;
- excellent planning, organizing, and problem solving skills;
- strong competency in oral and written communication;
- effective supervisory skills needed to manage the college's development office and development coordinator's workload;
- ability to work independently without close supervision; and

- self direction in the initiation, coordination, and completion of tasks.

A Bachelor's degree is required for this position as is at least 5 years of demonstrated successful major gift fundraising experience including donor identification, cultivation, and solicitation. Experience in higher education is preferred.

SALARY & BENEFITS

California State University, Long Beach offers a competitive compensation and benefits package.

LOCATION

California State University, Long Beach overlooks the Pacific Ocean on a 322-acre hilltop campus. Eighty permanent buildings house the various colleges, 63 academic departments and programs, 24 centers, four institutes, and four clinics. Secluded landscape areas and buildings of appropriate scale help maintain a learning environment that encourages small group identification and personal privacy in the midst of 40,000 individuals sharing the same site, on what is essentially a large urban campus.

DIVERSITY AND INCLUSION

California State University, Long Beach is committed to the principles of equal employment opportunity in education and employment, to affirmative action, and to the protection of civil rights. It is the policy of CSULB to provide programs, services, and benefits, including employment, without regard to race, religion, color, ancestry, ethnicity, gender/gender identity, marital status, pregnancy, national origin, age, mental or physical disability, sexual orientation, and protected veteran status. This policy applies to all employment actions, including, but not limited, to recruitment, hiring, education, upgrading, promotion, transfer, demotion, layoff, termination, rates of pay or other forms of compensation, and selection for training, including apprenticeship.

APPLICATION DEADLINE

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 nominate a candidate, please contact Anne Johnson: annejohnson@aspenleadershipgroup.com.

All inquiries will be held in confidence.

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