

ASPEN • LEADERSHIP • GROUP

DIRECTOR OF FOUNDATION RELATIONS
KANSAS STATE UNIVERSITY FOUNDATION

Manhattan, Kansas

www.ksufoundation.org

KANSAS STATE UNIVERSITY FOUNDATION

The Aspen Leadership Group is proud to partner with Kansas State University Foundation in the search for a Director of Foundation Relations.

The Director of Foundation Relations will organize and implement a development program for the targeted cultivation of foundation prospects and is responsible for executing solicitation strategies that address specific needs and areas of excellence within the university. Building and maintaining close working relationships with the department of sponsored programs and other university partners to cultivate and solicit new foundation prospects in accordance to their alignment with K-State research, academic programs and the strategic plans and needs of the University will be key to the success of the Director of Foundation Relations. The Director of Foundation Relations will lead a collaborative review of existing foundation partnerships held by K-State and the KSU Foundation working with the constituencies to identify opportunities to advance these relationships and develop the strategies to do so.

As an experienced team member, the Director of Foundation Relations will be expected to lead by example and offer assistance, mentorship, and training in best practices to new or less experienced members of the team. This position is highly collaborative with other development colleagues, and works closely with university and foundation leadership. This position also requires extensive public contact with high-level alumni, foundation contacts, and volunteers.

Kansas State University is a comprehensive, research, land-grant institution serving students and the people of Kansas, the nation, and the world. Kansas State University fosters excellent teaching, research, and service that develop a highly skilled and educated citizenry. The university is committed to the discovery of knowledge, the education of undergraduate and graduate students, and improvement in the quality of life and standard of living of those it serves.

Together with other major comprehensive universities, K-State shares responsibilities for developing human potential, expanding knowledge, enriching cultural expression, and extending its expertise to individuals, business, education, and government. These responsibilities are addressed through an array of undergraduate and graduate degree programs, research and creative activities, and outreach and public service programs. Research and other creative endeavors comprise an essential component of K-State's mission. All faculty members contribute to the discovery and dissemination of new knowledge, applications, and products. These efforts, supported by public and private resources, are conducted in an atmosphere of open inquiry and academic freedom.

K-State is consistently recognized by the *Princeton Review* as one of the nation's best colleges, and it is only going to get better. Under the K-State 2025 plan, the university will be a top 50 public research university by 2025, producing groundbreaking research that benefits the world.

KANSAS STATE UNIVERSITY FOUNDATION

The Kansas State University Foundation was established in 1944 as the official fundraising organization for Kansas State University. It is a separate, independent entity chartered by the state of Kansas as a 501(c)(3) nonprofit education corporation. Gifts made to support K-State through the KSU Foundation are used according to the donor's wishes, and may not be reallocated by the state. Gifts to the foundation are tax-deductible to the full extent of the law.

Foundation staff members work in close partnership with university administrators, deans, and faculty to secure charitable contributions from individuals, corporations, and foundations to support identified priorities for the university. Gifts received through the foundation fund undergraduate and graduate student scholarships, establish faculty chairs and professorships, provide college and departmental support, and enhance the campus infrastructure.

After the money is raised, it must be prudently managed. This function is managed by foundation staff members who work under the guidance of an advisory committee of trustees.

K-State is at the threshold of a bold new vision: It will become a top 50 public research university by 2025. As a member of this elite group, K-State will be a powerful economic driver for growth and development by generating new knowledge and producing graduates who will impact Kansas, the nation, and the world. Philanthropic support from loyal alumni, friends, corporate partners, and foundations, who share a passion to see K-State advance, will be crucial to achieving this transformational goal.

REPORTING RELATIONSHIPS

The Director of Foundation Relations will report to the Associate Vice President of Universitywide Development Programs.

PRINCIPAL OPPORTUNITIES

Purple is more than a color here. It represents pride, passion, and purpose. As Kansas State University's strategic partner, KSU Foundation inspires and guides philanthropy towards university priorities to boldly advance K-State. With strong leadership at K-State, KSU Foundation, K-State Athletics, and the Alumni Association, we continue to set records in fundraising year after year. You feel the palpable energy on the K-State campus and in the surrounding community. Alumni, friends, and K-State family helped make 2016 a success by surpassing the original Innovation and Inspiration campaign goal of \$1 billion more than a year ahead of schedule. With such amazing support towards K-State, KSU Foundation extended the campaign with a new goal of \$1.4 billion to drive Kansas State University forward toward their strategic vision of becoming a top 50 public research university by 2025.

Kansas State University ranked first in great town-gown relations in *Princeton Review's 2018 Best Colleges* edition. We are located in Manhattan, Kansas (affectionately known as "The Little Apple") and named on *Forbes'* list of Best Small Places for Business and Careers in 2016. Manhattan is a robust city located in a thriving region of northeast Kansas where people are above all friendly, and life does not get in the way of day-to-day enjoyment of the people that surround us. We have a strong local business community and one of the top rated public school districts in the state of Kansas.

Manhattan is nestled in the gently rolling Flint Hills where the air is fresher, the grass greener, and the pace gentler than in metropolitan America. You'll find an abundance of trails suitable for hiking, walking, running, and biking. Konza Prairie is a popular destination for outdoor hikes. Water sports are prevalent at the state's two largest lakes within just a few miles. Paddling sports, golf, fishing, and zip-line runs are popular activities found in the area.

The Director of Foundation Relations plays a key role in building close working relationships with the department of sponsored programs and other university partners to cultivate and solicit new foundation prospects to advance K-State research, academic programs, and the strategic plans and needs of the University. Join the K-State family, we think you'd look great in purple!

PRIMARY RESPONSIBILITIES

The Director of Foundation Relations will

- be responsible for the initiation, promotion, execution, and evaluation of initiatives which enlist foundations to support the university through their contributions;
- build a strategy working within prospect strategy and prospect management guidelines in collaboration with other members of the comprehensive development team to advance foundation partnerships held by K-State;
- develop and implement both annual and long-range goals, objectives, and strategies to maximize support of various foundations;
- make effective use of the university's prospect management database and other institutional resources to ensure appropriate management of foundation contacts, prospects, alumni, and volunteers in coordination with university objectives and foundation's strategic planning;
- develop and implement an ongoing program of communication with foundation contacts which recognizes past and current commitments and fosters support for future efforts;
- work closely with university administration, faculty, and staff to help coordinate fundraising approaches to foundations; and
- travel throughout the United States and possibly abroad to call on current and prospective foundation contacts to solicit donations.

KEY COLLEAGUES



Chris Spooner

Associate Vice President of Universitywide Development Programs

As the Associate Vice President of Universitywide Development Programs at the Kansas State University Foundation, Chris Spooner is responsible for leading a team of fundraisers with unique philanthropic expertise that compliments the work of the Collegiate Development teams—annual giving, planned giving, corporate relations, foundation relations, and prospect qualification; and major gift staff supporting K-State Polytechnic and University Programs.

Spooner is part of the development leadership team striving to make KSUF the best development shop in higher education. Since arriving in July 2014, Spooner has participated in the success of KSUF raising \$141.5 million in FY15, \$150.6 million in FY16 and \$152.6 million in FY17. The team achieved the initial goal of the Innovation and Inspiration campaign early and extended it to \$1.4 million by 2020.

Prior to KSU Foundation, Spooner was the Senior Associate Vice President, Corporate and Foundation Development at the University of Wyoming Foundation, where he served for more than 12 years. He managed a portfolio of current and potential donors that resulted in more than \$80 million in private and state match funds for facilities and endowments by working closely with the past and current State of Wyoming Governors, UW President, UW Foundation President, the Director of the UW School of Energy Resources and other administrators and faculty involved in energy-related disciplines.

Spooner and his wife, Dr. Kari M. Morgan, live in Manhattan and have two daughters both juniors—one in high school and the other in college.



John M. Morris

Senior Vice President of Development, Kansas State University Foundation

John Morris joined the Kansas State University Foundation in April 2016, as the Senior Vice President of Development. Morris leads all aspects of fundraising, working with Foundation leadership, campus partners, and the KSU Foundation Board to strengthen the Foundation's overall fundraising capacity.

Morris came to the KSU Foundation from the University of Minnesota Foundation, where he served as a Senior Director of Development. At the University of Minnesota Foundation, Morris led his development team to increase their growth in gift production by 60 percent. Prior to his position at the University of Minnesota Foundation, Morris held the position of Associate Vice President of Advancement at Benedictine University in Lisle, Illinois. Under his leadership, giving to the Athletics Department increased 300 percent, and he led the University to an all-time high in annual fundraising production.

Morris received his bachelor's degree from Winona State University in Winona, Minnesota, and his master's degree from Illinois State University in Normal, Illinois. He lives in Manhattan with his wife, Kerry, and daughters Molly, Layla, and Hadley.



Julie Craig

Senior Director of Prospect Analytics & Research

As the Senior Director of Prospect Analytics & Research at the Kansas State University Foundation, Julie Craig leads her team in statistical analysis to identify major gift prospects and provide the framework for guiding donor strategies. Her department ensures the best prospects are visited and the optimum amount of gifts are secured by monitoring, interpreting, and sharing insights gained through statistical analysis, leading portfolio optimization for sustainable growth, using predictive models and vendor data to identify major gift prospects, calculating philanthropic gift capacities and ensuring data is clean for performance evaluation, accurate forecasting, and long-term decision making.

In 2004, Craig joined the Kansas State University Foundation's Planned Giving Department. She moved into the collegiate development side, then to prospect management, prospect research and now prospect analytics as well. Prior experience includes real estate and banking. Craig serves as the Vice President and Secretary for APRA MO KAN. She co-chairs a subcommittee for the upcoming APRA Midwest Conference, the first joint conference with APRA Great Plains and APRA MO KAN. Craig earned her bachelor's degree in Finance from Kansas State University in 2003.

Craig and her husband, Rodney, live in Manhattan with their three daughters, Allison, Evelyn and Olivia.

CANDIDATE QUALIFICATIONS AND QUALITIES

The successful candidate for the position of Director of Foundation Relations should have

- experience building cross functional, interdisciplinary, and/or intra-institutional partnerships;
- proven ability to communicate effectively and persuasively with a diverse foundation contact base, university leadership partners, foundation leadership, and peers through verbal and written means; and
- donor-centric approach with the ability to listen and translate the needs of the foundation contact into action for the university.

A bachelor's degree is required for this position as is 5 years of professional, transferrable experience in positions that have been metrics-focused, required measurable output, and relationship building or in a fundraising environment. A minimum of 3 years of development experience focused specifically on foundation relations in a non-profit, higher education or similar fundraising organization with progressive fund raising production is strongly preferred.

SALARY & BENEFITS

Kansas State University Foundation offers a competitive salary and comprehensive benefits package.

LOCATION

This position is located in Manhattan, Kansas. K-State's main campus sits in "The Little Apple," and thrives in its vibrant college-town atmosphere. Relocation assistance will be available to the selected candidate.

DIVERSITY AND INCLUSION

The Kansas State University Foundation is committed to providing opportunities for all employees to succeed. Diversity encompasses an infinite range of human characteristics and experiences including protected characteristics such as race, religion, color, sex, age, national origin, disability, genetic information, sexual orientation, gender identity as well as unprotected and individualized characteristics such as thought, career experience, family structure, cultural perspective, beliefs and background. It is the goal of the foundation to create an environment that is inclusive, and draws upon the strength of the diversity of its staff to exceed the expectations of those it serves and enhance the success of the foundation. The foundation will seek to view each member of its staff not based solely upon cultural fit, but rather based upon what individual characteristics and experiences each person adds to the workplace culture. Actions that contradict its desired culture of acceptance, teamwork, and respect for others will not be tolerated and the foundation will take action to maintain a workplace culture that embraces all aspects of diversity.

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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