

ASPEN•LEADERSHIP•GROUP

ASSOCIATE VICE PRESIDENT OF DEVELOPMENT, CORPORATE AND FOUNDATION RELATIONS

MIAMI UNIVERSITY

Oxford, Ohio

<http://MiamiOH.edu>



The Aspen Leadership Group is proud to partner with Miami University in the search for an associate vice president of development, corporate and foundation relations.

Reporting to the senior associate vice president for University Advancement, the associate vice president of development for corporate and foundation relations will manage the office of corporate and foundation relations. In particular, the associate vice president will focus on planning, organizing and implementing strategies to increase the level of engagement and maximize the philanthropic support of Miami's top corporate and foundation prospects and donors. To succeed, it is critical that the associate Vice President coordinate with the senior team in University Advancement, the president and other campus partners to develop and execute strategies designed to increase all measures of support from this important constituency.

The Miami University community is strongly defined by two things: its motto and the Code of Love and Honor. The university's motto, "Prodesse Quam Conspici," translates roughly as "to accomplish without being conspicuous." A former university president captured the spirit of that motto when he said, "The key to life is accomplishment, not boasting about it; we are known by what we do rather than what we claim." The Code of Love and Honor is a personalized pledge derived from the university's Values Statement. Its first line is "I Am Miami," signifying that each and every member of the Miami community, through their choices, contributes to the collective aspirations and identity of the whole community.

Nationally recognized as one of the most outstanding undergraduate institutions in the nation, Miami University is a public university located in Oxford, Ohio. With a student body of nearly 18,000, Miami effectively combines a wide range of strong academic programs with the personal attention ordinarily found only at much smaller institutions.

Miami is distinguished by a faculty who love to teach and mentor students. The 2016 *U.S. News & World Report* rankings recognize Miami as the highest public university in the United States in the category of "Strong Commitment to Undergraduate Teaching." Only 19 national universities are noted for such commitment. Miami has appeared on this short, elite list since the inaugural year of the rankings in 2009 and has been in the top three among public universities for six years in a row.

REPORTING RELATIONSHIPS

The associate vice president of development, corporate and foundation relations will report to the senior associate vice president for University Advancement.

PRINCIPAL OPPORTUNITIES

Located just outside of Cincinnati, Oxford was named by Forbes in 2016 as the best college town in the United States. Greg Crawford is an energetic new president in his first year who is both an entrepreneur and an academician. Miami recently received a \$40 million gift that is the largest from any single foundation or individual in the university's 208-year history. Miami actively engages its more than 208,000 alumni around the globe with several thriving chapters and programs like the annual Winter College and popular 18 of the Last 9 Young Alumni Awards. Our alumni, friends and organizations helped make calendar year 2016 the best ever for Miami by raising a record \$92.1 million in gifts and pledges.

The corporate and foundation relations area is considered a significant growth area for Miami and has the full endorsement of the president and the senior university leadership. The university's strength in areas like engineering, computation, biosciences, the social sciences and business make it an attractive funding partner. The greater Cincinnati area serves as the home for several engaged corporate citizens like The Kroger Company, Procter and Gamble, and Fifth Third Bank. Developing university-wide strategies for corporations like these as well as for local and national foundations will enable Miami to maximize their philanthropic support.

PRIMARY RESPONSIBILITIES

The associate vice president of development, corporate and foundation relations will

- serve as the key liaison and strategist for corporate and foundation prospects at Miami University;
- manage and grow a team of corporate and foundation officers who will identify, cultivate, solicit, and steward all of Miami's top corporate and foundation prospects;
- oversee the development of messaging and goals for the corporate and foundation relations components of the capital campaign;
- work collaboratively with the president and other campus partners to identify and assess top corporate and foundation prospects and effectively develop strategies for engagement and solicitation of those prospects;
- collaborate with the Office for the Advancement and Research of Scholarship (OARS), the Farmer School of Business, the Division of Enrollment Management and Student Success, Intercollegiate Athletics, the College of Engineering and Computing, and the Paper Science Endowment Foundation;
- work with a grant writing team to prepare and present departmental and divisional proposals to corporations and foundations;
- assist faculty where appropriate on developing RFPs to prospective grant giving organizations; and
- perform other duties related to the mission of the Office of Development under guidance of the senior associate vice president for university advancement.

KEY COLLEAGUES



Tom Herbert

Senior Vice President for University Advancement and President, Miami University Foundation

Tom Herbert was appointed Miami University's senior vice president for University Advancement effective Oct. 1, 2012. In this position, Tom leads an advancement staff of over 105 in all areas of alumni relations and development. He is also the president of the Miami University Foundation. Before Miami, Tom was at Dartmouth College, where he held the position of associate vice president for individual giving until he was promoted to the position of vice president of development. Prior to his work at Dartmouth, Tom served in various roles at Indiana University, including executive director of development and alumni programs for the College of Arts and

Sciences and vice president for university-wide programs at the Indiana University Foundation. He also served as the assistant vice president for development at the University of Michigan. Tom began his development career as a gift planning officer at Drake University in Iowa.

He is the co-author of a textbook on major and planned giving programs, and he has taught fundraising courses at Indiana University and Rice University. He is a frequent presenter at development conferences around the country for the Council for the Advancement and Support of Education (CASE) and at the Big Ten Fundraising Institute. He currently serves on the national board of the National Association of College and University Business Officers (NACUBO), the first development professional to do so. He also serves on the National CASE Commission on Philanthropy and is developing and chairing a CASE Management Institute.

Tom holds a bachelor's degree in history from Northwestern University and a doctor of jurisprudence with honors from Illinois Institute of Technology, Chicago-Kent College of Law. He is married to Kirsten Roberts and they have two sons, Zachary and Ethan.



Brad Bundy

Senior Associate Vice President

Brad Bundy is the senior associate vice president for the Miami University Division of University Advancement. He has been with the division since 2001 and was named an honorary Miami alumnus in 2013. Brad is responsible for overseeing the Office of Development and providing staff leadership for a development program that has generated \$165 million in private support for Miami over the past three years. Brad has more than 30 years of development and university advancement experience, including service to Ohio State University, Ohio Wesleyan University, and the University of Cincinnati Medical Center. In addition to his professional experience, Brad recently began a two-year term as chairman of the board of directors for CASE

District V.

He and his wife, Tammy M.A. '09, are the parents of Megan '09, Katelyn '12, Ryan '15 and Evan '18.



James Oris

Associate Provost and Dean of the Graduate School

University Distinguished Professor

Dr. James T. Oris holds a doctor of philosophy in environmental toxicology and fisheries and wildlife from Michigan State University (1985). He has worked as a faculty member in the department of biology at Miami University since 1986 and is currently a University Distinguished Professor. He has served in research administration since 2008 as associate dean for research (2008-2011) and as associate provost for research and dean of the graduate school (2012-present).

Dr. Oris has extensive expertise in the fate and effects of fossil fuels and their combustion products in the aquatic environment, in ecological risk assessment, and in the design and analysis of aquatic toxicity tests. Sediment toxicity, photo-induced toxicity, long-term reproductive toxicity, routes of uptake, and environmental factors that may alter fate and effects have been areas of study. These studies have ranged from mechanistic, molecular toxicology to landscape-scale ecological assessments. Dr. Oris has more than 120 peer-reviewed publications, has more than 200 professional presentations, and has been awarded over \$4.5 million in grants and contracts from government and corporate entities. He has served on editorial or review boards of eight journals, six books and nine granting agencies.

Dr. Oris served as the president (2004-2005) of the Society of Environmental Toxicology and Chemistry (SETAC) North America and received the Eugene Kenaga Membership Award in recognition for his long-term service to the Society. He served for six years (2005-2010) as a member of the Ecological Processes and Effects committee of the U.S. EPA's Science Advisory Board and was a member of the National Academies of Science Committee on Human and Environmental Exposure Science in the 21st Century (2010-2012). In 2015, he received the Benjamin Harrison Medallion for his service to Miami University and to his profession.



Lisa Dankovich

Director of University External Relations

Lisa Dankovich is director of university external relations. Often referred to as a chief networking officer, she represents the university in all aspects of public and community relations. She is accountable for communicating with business and community leaders Miami's value to the Greater Cincinnati Region (the 15-county metropolitan statistical area defined by the 2010 US Census Bureau). Her success is dependent upon building internal relationships where she's able to identify potential public-private partnerships with external stakeholders.

Lisa is the university's primary liaison with the Cincinnati USA Regional Chamber and REDI Cincinnati. She also engages in projects with Cintrifuse and CincyTech, members of the startup community. All these organizations work closely with state officials and corporate business leaders to attract and retain talent, to drive job creation and to bring new capital investment to Ohio.

Prior to assuming her current role in 2005, Lisa was the associate director of government relations and a state and federal registered lobbyist at Miami. She represented the university by interacting with statewide elected officials. This included advocating for higher education funding during the biennial operating budget and capital budget processes. The largest federal collaborative grant she helped to secure was \$25M in appropriations for the Northwest Butler County Transportation Project.

Lisa previously spent 16 years as Miami's assistant volleyball coach and lead recruiting coordinator. The program annually graduated 100 percent of their student-athletes, achieved its highest NCAA Division I

national ranking (26th) and consistently qualified for post-season competitions throughout her coaching tenure.

Born and raised in Indiana, Lisa earned a bachelor of science degree in Management & Leadership from Miami University's Richard T. Farmer School of Business while competing as a scholarship student-athlete. She received a Master of Science degree in Sports Management from Indiana University.



Kim Tavares

Senior Director of Advancement Communications, Marketing, and Events

Kim Tavares is the senior director of communications, marketing, and events for the Miami University Division of University Advancement. Kim joined advancement in 2008 as the director of communications and during her tenure has grown the department in size (from four employees to 14) and scope to include events, marketing data and analytics, and information technology. Her team works with the areas of development, alumni relations, stewardship and the office of the vice president to reach alumni, donors and friends through all forms of media – print, mail, video, social media, web and events.

Prior to joining Miami, Kim worked for 10 years at the Public Broadcasting Service (PBS) in media relations, event management, program publicity and corporate support marketing. She also was the lead strategist for the prime time Emmy Award campaigns for PBS signature series such as “Masterpiece Theatre” and “Great Performances.” She has a B.A. in international Affairs from George Washington University and an M.B.A. from Miami University.

Kim resides in Hamilton, Ohio, with her husband, Justin, and their two children, son Quinn (10) and daughter Amelia (6).



Mackenzie Rice

Senior Director of University Advancement Administration

Mackenzie graduated from Miami in 1999 with a B.A. in speech communication. She then attended the University of Cincinnati College of Law and received her J.D. in 2002. Mackenzie primarily practiced eminent domain and municipal law at the law firm of Manley Burke in Cincinnati after passing the Ohio Bar exam. She couldn't stay away from Miami long and joined the Division of University Advancement in June 2004. A direct report to the vice president for University Advancement, Mackenzie serves as the director of university advancement administration and the chief administrative officer of the Miami University Foundation. In addition to her administration work with the foundation board and advancement, Mackenzie oversees the Western College Alumni Association and department of stewardship and donor relations.

Mackenzie and her husband, C.J., live in Liberty Township with their sons, Becker and Hudson.

**Chris Otto****Senior Director of University Advancement Finance and Business Services**

Chris Otto is the senior director of University Advancement Finance and Business Services. Reporting to the vice president of University Advancement, Chris is responsible for the division's budget, human resources and buildings. In his roles, Chris works with each office in the division to develop their budgets and reviews departmental contracts and expenditures. Chris also serves as the liaison with Miami University's Office of Human Resources, Office of Equity and Equal Opportunity, Accounts Payable, Physical Facilities, Budget, Procurement, Controller, Internal Auditing, General Accounting, Payroll and General Counsel Office. Chris has over 30 years of experience in higher education finance and administration.

Chris and his wife, Lisa, have four sons: Nicholas '08, Jonathan '08, Patrick '12 and Daniel '15. Chris and his wife live in Oxford, and he is active in the community. Chris was recently elected to the local school board.

**Michael S. Kabbaz****Vice President, Division of Enrollment Management and Student Success**

In his role as vice president, Kabbaz serves as the university's first chief enrollment and retention officer and a member of the President's Executive Cabinet and Council of Academic Deans. Kabbaz provides leadership to the Offices of Admission, Bursar, Career Services, Enrollment Communication, Enrollment Operations and One Stop Services, Enrollment Research and Analysis, University Registrar, Student Financial Assistance, and the Student Success Center.

Prior to his return to Miami in May 2011, Kabbaz served as director of admission at the University of Richmond. He also worked for the College Board in a number of capacities, including the role of chief educational manager overseeing higher education services for the Midwest and nationally as the senior director of College and University Services for the Advanced Placement (AP) Program. Prior to the College Board, Kabbaz served as associate director for admission at Miami University and in a number of admission roles at Xavier University in Cincinnati, Ohio, where he earned both an undergraduate degree in accountancy and his MBA. Prior to his career in higher education, he served as a staff auditor at the accounting firm KPMG.

Kabbaz is an active member of the National Association for College Admission Counseling, the American Association of Collegiate Registrars and Admissions Officers, ACT, and the College Board. Additionally, Kabbaz serves on the U.S. News and World Report Advisory Committee and the Advanced Placement Higher Education Advisory Committee. During his tenure, he has given countless presentations at state, regional, and national meetings on various higher education, enrollment management, and student success topics.

CANDIDATE QUALIFICATIONS AND QUALITIES

The ideal candidate for the position of assistant vice president of development, corporate and foundation relations will have

- outstanding oral and written communication skills;
- experience working with faculty and the ability to align their research with the philanthropic goals and guidelines of corporations and foundations;
- excellent organizational skills and attention to detail;
- determination to foster new initiatives;
- willingness to travel extensively on both a regional and national level;
- experience working with corporations and foundations;
- direct fundraising experience in an educational setting;
- strong history of management experience; and
- a sense of humor.

A bachelor degree is required for this position as is seven to ten years of fundraising or related experience. An equivalent combination of education and experience may be considered. Candidates with a master's degree and experience in higher education are preferred.

SALARY AND BENEFITS

Miami University offers a competitive benefits and compensation package.

LOCATION

Miami University is located in Oxford, Ohio. Many consider Miami's campus one of the most beautiful in America. Oxford has been rated by Forbes as the "Best College Town" in the United States and poet Robert Frost once said Miami University was "the most beautiful campus that ever there was." Uptown Oxford is a pleasant walk from campus and home to boutiques, coffee houses and unique restaurants.

DIVERSITY AND INCLUSION

The university is committed to equal opportunity, affirmative action, and eliminating discrimination and harassment. Miami University does not discriminate on the basis of age, color, disability, gender identity or expression, genetic information, military status, national origin, pregnancy, race, religion, sex, sexual orientation or protected veteran status in its application and admission processes, educational programs and activities, facilities, programs or employment practices. Requests for reasonable accommodations for disabilities related to employment should be directed to ADAFacultyStaff@MiamiOH.edu or 513-529-3560.

Miami University's Annual Security and Fire Safety Report with information on campus crime, fires, and safety may be found at: <http://www.MiamiOH.edu/campus-safety/annual-report/index.html>. Hard copy available upon request. A criminal background check is required. All campuses are smoke- and tobacco-free campuses.

APPLICATION DEADLINE

Before sending your résumé for this position, please read it over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected.

To nominate a candidate, contact Shelley Semmler: shelleysemmler@aspenleadershipgroup.com.

All inquiries will be held in confidence.

ASPEN • LEADERSHIP • GROUP

ASPEN LEADERSHIP GROUP FOCUSES EXCLUSIVELY ON SEARCH AND TALENT MANAGEMENT IN THE FIELD OF PHILANTHROPY. RECOGNIZED LEADERS IN THE FIELD RECRUIT AND PROVIDE COUNSEL TO OTHER LEADERS AND EMERGING LEADERS, BUILDING ENDURING, PRODUCTIVE RELATIONSHIPS AND SUPPORTING EXCEPTIONAL CAREERS.

LEARN MORE AT WWW.ASPENLEADERSHIPGROUP.COM AND WWW.PHILANTHROPYCAREER.NET.