



**ASSISTANT DEAN FOR ADVANCEMENT, COLLEGE OF MUSIC  
UNIVERSITY OF COLORADO BOULDER**

**Boulder, Colorado**

<https://colorado.edu>



The Aspen Leadership Group is proud to partner with the University of Colorado Boulder in the search for an Assistant Dean for Advancement, College of Music.

The Assistant Dean provides strategic leadership for an advancement program that incorporates resource development, alumni and community engagement, and external relations functions for the College that is engaged in a multi-year comprehensive campaign concluding in the 2020-2021 academic year. The Assistant Dean serves as the campaign director for the “*Music +*” campaign and serves as a member of the advancement leadership community at the University of Colorado Boulder.

As one of 34 U.S. public research institutions belonging to the prestigious Association of American Universities (AAU)—and the only member in the Rocky Mountain region—the goal of the University of Colorado Boulder is to directly affect Colorado communities through collaborative research, innovation, and entrepreneurship. Its faculty, staff, and students work with the broader community to establish unique connections that have lasting outcomes both across Colorado and around the world. Positive impact is enhanced when great ideas merge with ambitious goals. At CU Boulder, students, faculty, and staff are provided with the tools they need to create a community of thinkers and doers who can benefit humanity locally, nationally, and abroad.

A CU Boulder education is more than simply earning a degree. The value lies in the experience, perspective, and opportunities that are gained along the way. At CU Boulder, students are encouraged to create customized educational paths in an inclusive academic community so students can merge their passions with their skills, all the while reinforcing their connections to each other and their commitment to improving local and global communities.

Inventive thought and bold ideas often lead to exceptional impact. Because of this, CU Boulder encourages its students, staff, faculty, and community to work together on visionary projects. As one of the nation’s top 20 entrepreneurial universities, CU Boulder finds that its best endeavors originate in an encouraging and ambitious environment. With a mission to serve the residents of Colorado, people are at the center of the University’s actions and scholarly endeavors.

## **THE COLLEGE OF MUSIC**

Music thrives in the College of Music because it honors its beauty, meaning, and power in all its manifestations. This belief stands behind the advantage it offers its students by inspiring and equipping them to create lives in music they define as meaningful, joyous, and fulfilling. Founded in 1920, the University of Colorado Boulder, College of Music offers a wide range of programs for undergraduate and graduate study, uniquely combining advanced musical training with professionally oriented experiences and the breadth and depth of resources of a leading research university. Active as award-winning professional performers, composers and scholars, College of Music faculty members are committed to helping students develop their talents and succeed in their chosen musical endeavors. The College offers seven undergraduate and graduate degrees in 23 fields of study, along with an array of interdisciplinary opportunities, including certificates in music technology and entrepreneurship. With 300 undergraduate and 250 graduate students, the College of Music boasts a faculty-to-student ratio of approximately one faculty member for every eight students. This close interaction inspires and equips students to develop their talents, refine their passions, and ultimately succeed in their professional endeavors.

## **REPORTING RELATIONSHIPS**

The Assistant Dean for Advancement, College of Music will report jointly to the Dean of the College and to the Assistant Vice Chancellor of Advancement.

## **PRINCIPAL OPPORTUNITIES**

The University of Colorado Boulder is currently embarking on the planning phase of a new comprehensive campaign for the Boulder campus. This will be the first campus-level campaign in CU Boulder's history, with the public launch anticipated in 2021, and the campaign concluding in 2026 - 2027, coinciding with the campus' sesquicentennial anniversary. The sesquicentennial campaign will have philanthropic goals, constituent engagement goals as well as 'cultural goals' related to increasing internships, job prospects, networking relationships, leadership, and volunteer engagement. This will be the first comprehensive campaign since the campus participated in the system-wide *Creating Futures* campaign, which raised over \$1.5 Billion for the four-campus system between July 1, 2006 and September 30, 2013.

The Assistant Dean provides strategic leadership for an advancement program that incorporates resource development, alumni and community engagement, and external relations functions for the College. The College is engaged in a multi-year comprehensive campaign, the *Music+* campaign concluding in the 2020-2021 academic year that has secured \$27 Million toward a goal of \$50 Million. The Assistant Dean serves as the campaign director for the *Music+* campaign and serves as a member of the advancement leadership community at the University of Colorado Boulder. The Assistant Dean will direct the concluding three years of the *Music+* campaign while simultaneously planning the College's participation in the sesquicentennial campaign.

## **PRIMARY RESPONSIBILITIES**

The Assistant Dean for Advancement, College of Music will

- lead the institutional advancement strategy and activities for the College of Music, CU Presents, and the Colorado Shakespeare Festival;
- develop and reinforce best-practice fundraising programs to maximize private support over short-, medium-, and long-term horizons in support of the College's research, teaching, performance, and service mission;
- sustain and enhance an established donor-centered advancement culture;
- manage a growing team of College-based advancement professionals with specific responsibilities for annual, major, and principal gift development, donor relations, and stewardship, alumni, and community engagement;
- collaborate with the campus-wide Corporate and Foundation Relations team to deepen corporate relationships leading to increased sponsorship and sponsor satisfaction with their support of COM, CU Presents (an auxiliary of the COM), and Colorado Shakespeare Festival programs and performances, and to identify opportunities to engage charitable foundations in supporting the creative work of faculty and students;
- manage a portfolio of 70-90 donor and prospective donor relationships across the advancement continuum, achieving annual core and secondary performance metrics established with the Assistant Vice Chancellor;
- serve on the Dean's Cabinet and other committees as appropriate, and meaningfully contribute to institutional strategy, performance, and culture;
- establish effective working relationships with academic and administrative deans, department chairs, center directors, and faculty within the College in order to understand their programs and priorities;
- ensure that advancement activities are aligned with the College's vision, mission, and goals of its strategic plan;
- work collaboratively with College and Advancement leadership to increase institutional readiness for philanthropic investments and assume responsibility for resource management (planning, operating budget performance, etc.) associated with the College's advancement program;
- contribute to overall campus resource development, constituent engagement and reputation management strategy and activity, focusing resources on critical College and pan-university priorities and objectives; and
- work closely and collaboratively with advancement colleagues across the CU system;
- serve as the primary liaison with university and campus administrators, including the Division of Advancement inclusive of the CU Alumni Association and, at the discretion of the Assistant Vice Chancellor for Advancement, with the University of Colorado Foundation and the CU System Advancement team.

## KEY COLLEAGUES



**Derek Bellin**

**Assistant Vice Chancellor of Advancement**

Derek Bellin joined CU Boulder Advancement as Assistant Vice Chancellor of Advancement in May 2017. Derek brings deep experience in supporting the success of advancement, marketing, and communications organizations from leading research-intensive universities. After graduating from the University of Vermont, Derek began his career in commercial banking and asset management, but soon transitioned to advancement at Stanford University. He then served in progressively responsible roles at Sierra Club, Columbia, and Case Western Reserve universities, and Lahey Health. He also adds perspective gained as a talent and campaign consultant with Freeman Philanthropic Services. Derek's experience includes directing five comprehensive campaigns ranging from \$100 million to \$2.85 billion.

At CU Boulder Advancement, Derek is responsible for partnering with the provost, deans, faculty, assistant deans, and others in achieving their advancement goals and planning for successful participation in our anticipated sesquicentennial campaign.



**Robert Shay**

**Dean, College of Music**

Robert Shay became Dean of the College of Music at the University of Colorado Boulder in August 2014, having previously served as Director of the School of Music at the University of Missouri (from 2008 to 2014) and Vice President for Academic Affairs and Dean of the Conservatory at the Longy School of Music, in Cambridge, Massachusetts (from 2000 to 2008). From 1991 to 2000, he was on the faculty at Lyon College, in Batesville, Arkansas, where he directed the Concert Choir, taught courses in music history and appreciation, and offered studio voice instruction. He also served as Chair of Lyon's Fine Arts Division for two years and was a visiting professor at Duke University in 1999-2000.

Shay's writings on the music of Henry Purcell and seventeenth-century England are well known. He has been active in the American Musicological Society, serving as a member of the New England Chapter's program committee from 2004 to 2006, and is a founding member of the Society for Seventeenth-Century Music, serving as treasurer from 2000 to 2003 and chairing the program committee for the 2004 annual meeting. He has been an invited lecturer at Brandeis University, Northwestern University, the Round Top Early Music Festival, the University of North Carolina at Chapel Hill, and Western Illinois University, and has presented on administrative topics several times at the annual meetings of the National Association of Schools of Music, for which he serves as a visiting evaluator.

Shay holds the M.A. and Ph.D. in musicology from the University of North Carolina at Chapel Hill, the M.Mus. in choral conducting from the New England Conservatory of Music, and the B.Mus. in vocal performance from Wheaton College (Illinois). He also studied voice and conducting during two summers at the Aspen Music School, and participated in Harvard University's Institute for Educational Management in 2006.



**Deb Coffin**

**Vice Chancellor for Advancement**

Deb Coffin is serving as the Vice Chancellor for Advancement at the University of Colorado Boulder. Her career in higher education spans thirty-five years, including fifteen years at CU Boulder. As a member of the Chancellor's leadership team for the past six years, Deb has extensive knowledge of the inner workings of the University and has helped develop partnerships across colleges, departments, and administrative units.

Through her work in Student Affairs, she worked closely with students and parents to strengthen programs and services that support student success.

During her tenure as Vice Chancellor for Student Affairs and in partnership with the Campus Programs/Parent Giving office, support to the parent fund quadrupled in just four years and also increased parent donor engagement across the University. Through development of the Parent Leadership Society a loyal donor organization evolved to not only raise funds but to provide input on how to elevate the success of this world class university. Deb has spent years cultivating relationships with students and parents as well as alumni, faculty, and staff. She has been a tireless advocate of the University and its constituents during her career at CU Boulder. Deb believes in the power of education and as a first generation college student, understands the challenges and rewards of pursuing degrees in higher education.

Deb is married to CU alumnus Randy Coffin (EBIO, '80) and is also the proud mother of a 2012 CU graduate. She received her bachelor's degrees in Community Health ('77) and Biology Education ('85), and her master's degree in Communications ('93) from the University of Northern Colorado and served in the United States Peace Corps following graduation. Deb and Randy have two adult children and two grandchildren. They have been loyal donors to the University of Colorado Boulder.



**Angela Farone**

**Associate Vice Chancellor for Advancement**

Angela Farone grew up in Boulder. She is an alumna of the University of Colorado Boulder—B.A. ('90)/M.A. ('99).

Angela's career in higher education development spans 16 years. Her experience includes strategic messaging, program development, fundraising leadership and management, volunteer recruitment, capital campaigns, and fundraising from annual funds to major gifts. After a wonderful five years in Major Gifts at Naropa University, Angela was thrilled to return to her alma

mater in January 2007 as Associate Director of Development for the College of Arts and Sciences. Starting in 2009, Angela led the Parent Giving and Campus Programs office. Angela, Vice Chancellor Deb Coffin, and many dedicated volunteers and a tremendously committed staff led the CU Boulder Parent Fund to quadruple over 5 years and created the Parent Leadership Society. The group's momentum continues to attract more families every year. Angela has also been an active member of the Advancement Team working on international fundraising efforts.

Angela has a son who recently graduated from college.

## **CANDIDATE QUALIFICATIONS AND QUALITIES**

The successful candidate for the position of Assistant Dean for Advancement, College of Music should have

- the ability to work independently and as part of a team;
- unquestionable integrity and a strong demonstration of professional ethics;
- the ability to manage multiple responsibilities and work in a fast-paced, changing environment;
- excellent interpersonal, written, and verbal communication skills;
- traits of good judgment, commitment to donor confidentiality, a positive attitude, and discretion in communicating with colleagues and constituents;
- knowledge of the major components of advancement including development, communications and public relations, alumni relations, and special events;
- experience planning and executing all phases of a comprehensive advancement campaign;
- an understanding and commitment to the research, teaching, performance, and service mission of the College of Music with strong preference granted to advancement professionals with a record of achievement in a music school or conservatory or performing arts organization;
- supervisory experience and demonstrated success leading a team to achievement of annual and multi-year goals with demonstrated commitment to the inclusion mission of the University of Colorado Boulder and the College of Music; and
- ability to work effectively with deans and directors, University academic and administrative leaders, alumni, community volunteers, and corporate and foundation stakeholders to achieve fund-raising goals.

A Bachelor's degree is required for this position as is at least seven years of successful experience in advancement, including experience working on major and principal gifts, preferably in a higher education environment. A graduate degree is preferred. Preference will be given to candidates with demonstrated advancement experience in a performing arts organization.

## **SALARY & BENEFITS**

University of Colorado Boulder offers a competitive salary and benefits package.

## **LOCATION**

This position is located in Boulder, Colorado. Residents of Boulder enjoy pristine natural surroundings that provide opportunities to hike, fish, bike, and rock climb. The 2016 Gallup-Healthways Well-Being Index named Boulder the "Best Community for Physical Well-Being" and Lumosity ranked it one of the "Smartest Cities in America." Boulder is home to the highest percentage of people with advanced degrees in the United States. The communities around Boulder are family friendly with a large inventory of housing and good schools all within easy driving distance to campus.

## DIVERSITY AND INCLUSION

CU Boulder embraces the involvement of every student, staff, and faculty member, recognizing that a truly diverse community includes individuals from a range of ethnic, regional, cultural, economic, and religious backgrounds—as well as first-generation students, persons with disabilities, students who are parents, people of different sexual and gender orientations, people of different ages and political viewpoints, and many others.

## 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 nominate a candidate, please contact Tim Child:*

*[timchild@aspenleadershipgroup.com](mailto:timchild@aspenleadershipgroup.com).*

*All inquiries will be held in confidence.*

