

# ASPEN • LEADERSHIP • GROUP

VICE CHANCELLOR OF DEVELOPMENT AND ALUMNI AFFAIRS

UNIVERSITY OF TENNESSEE, KNOXVILLE

Knoxville, Tennessee

<http://utk.edu>



The Aspen Leadership Group is proud to partner with the University of Tennessee Foundation, Inc. in the search for the Vice Chancellor of Development and Alumni Affairs for the University of Tennessee, Knoxville.

Reporting jointly to the newly appointed Chancellor of the University of Tennessee, Knoxville (UTK) Dr. Beverly J. Davenport and the President & CEO of the University of Tennessee Foundation, Inc. (UTFI), Rickey McCurry, the Vice Chancellor is the Chief Development and Alumni Relations Officer for UTK and is responsible for achieving UTK's fundraising and alumni goals and objectives in support of its 28,000 students.

Founded in 1794, the University of Tennessee, Knoxville is big on tradition and is proud of its beginnings as the first public university chartered west of the Appalachian Divide. The primary mission is to move forward the frontiers of human knowledge, and enrich and elevate the citizens of the state of Tennessee, the nation, and the world.

As the preeminent research-based, flagship land-grant university in the state, UTK embodies the spirit of excellence in teaching, research, scholarship, creative activity, outreach, and engagement attained by the nation's finest public research institutions. UTK's Carnegie Classification is Research University (very high research activity). Most undergraduates are full-time, and admission is selective. Admission to graduate and professional programs is also competitive. Graduate offerings include master's, doctoral, and professional programs that focus both on research and practice. Top ranked programs such as Supply Chain Management and Logistics, Printmaking, and Nuclear Engineering, as well as the University's partnership with Oak Ridge National Laboratory, are among UTK's unique characteristics.

UTK serves the state by educating its citizens, enhancing its culture, and making a difference in people's lives through research and service. By attracting the best and brightest students and leading faculty, UTK is on track to join its peers in the nation's top 25 public research institutions. An aggressive roadmap guides its journey.

The University of Tennessee Foundation, Inc. enriches the lives of the students, faculty, staff, alumni, and friends of the University of Tennessee System through alumni engagement, financial stewardship, and private gift support. The UT Foundation is an interdependent not-for-profit organization created in 2001 to support the University of Tennessee System's educational, research, and public activities. UTFI has set a goal to increase private gift support by \$100 million annually across the UT system, and all of its campuses by 2020.

## **REPORTING RELATIONSHIPS**

The Vice Chancellor of Development and Alumni Affairs for the University of Tennessee, Knoxville reports to the Chancellor of the University of Tennessee, Knoxville and the President & CEO of the University of Tennessee Foundation, Inc.

## **PRINCIPAL OPPORTUNITIES**

It is an extremely exciting time to join the University of Tennessee, Knoxville. With the newly appointed Chancellor Dr. Beverly J. Davenport at the helm, the Vice Chancellor of Development and Alumni Affairs will serve as part of UTK's senior management team and provide strategic and thoughtful leadership while empowering 90 advancement team members in an effort to continue UTK's overall momentum. UTK's flagship campus is highly engaged in building a transformative philanthropic culture that is both an economic driver and contributor to the state of Tennessee. With an ambitious goal to join the ranks of the nation's top 25 public research universities, the campus is currently in the silent phase of a capital campaign to maintain, nurture, and strengthen a community of more than 235,000 alumni and 43,000 donors of the University. The journey to top 25 status includes six priority areas: undergraduate education, graduate education, faculty, research and engagement, infrastructure and resources, and diversity and inclusion.

## **PRIMARY RESPONSIBILITIES**

The Vice Chancellor of Development and Alumni Affairs will

- plan, coordinate, and manage development and alumni affairs programs for UTK, including collaborative oversight of Athletics, toward the goals of becoming a top 25 public research university, increasing UTK and UTFI system-wide private giving by \$100 million by 2020, and increasing alumni participation;
- recruit, motivate, coordinate, and retain a strong UTK development and alumni affairs staff;
- lead development and alumni affairs staff in their programming efforts and in meeting their performance goals;
- identify, cultivate, and solicit principal gift prospects by maintaining a personal portfolio of prospects;
- engage with UTK volunteer leadership;
- coordinate UTK fundraising and alumni affairs efforts with those at the system level, and with other UT System campuses and institutes;
- maintain cooperative and collaborative relationships with development and alumni affairs staff at the system, campus, and institute levels, as well as UTK and UT System staff involved in governmental and public relations;
- serve on the UTK Chancellor's cabinet and as a member of the UTFI President's leadership team; and
- perform other duties as may be jointly assigned by the UTK Chancellor and the UTFI President & CEO.

## KEY COLLEAGUES



**Rickey N. McCurry, JD**

**Vice President for Development & Alumni Affairs & Programs  
President & CEO, University of Tennessee Foundation, Inc.**

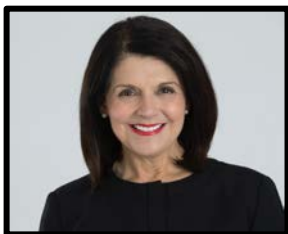
McCurry is an accomplished advancement professional with a diverse background in higher education administration and previous leadership experience. The vice president for development and alumni affairs and programs and UT Foundation president and CEO is the University system's chief development officer and has responsibility for providing leadership, planning, coordination, and management of development and alumni affairs programs for the entire multi-campus University system.

Formerly, McCurry was vice president for institutional advancement for Rose-Hulman Institute of Technology and had been responsible for the overall administration and management of alumni relations, constituent relations, fundraising, and special events programs. From 2000 to 2011, he was vice chancellor for institutional advancement at Southern Illinois University, Carbondale, and chief executive officer of the Southern Illinois University Foundation. Among his various responsibilities was oversight for all Alumni Association activities.

From 1993 to 2000, McCurry was associate vice chancellor for development and alumni affairs at UT Knoxville. During that time, he served for three years as campaign director for the 21st Century Campaign. He also served as acting vice chancellor for development and alumni affairs from 1997 to 1998 and, in that role, was responsible for the overall leadership, management and administration of the development, alumni affairs and communications programs.

His 30-year career also includes senior-level development, alumni relations, and advancement positions at Meharry Medical College in Nashville, Pennsylvania State University, Indiana University of Pennsylvania, and Lane College in Jackson, Tennessee.

McCurry earned a bachelor's degree in history from Lane College and a law degree from North Carolina Central University.



**Beverly Davenport**

**Chancellor, University of Tennessee, Knoxville**

Beginning on February 15, 2017, Beverly J. Davenport will serve as the eighth chancellor of the University of Tennessee, Knoxville.

Prior to being selected by the University of Cincinnati's board of trustees to serve as its interim president in June 2016, Davenport served as UC's senior vice president for academic affairs and provost for three years.

Before her tenure at Cincinnati, Davenport was vice provost for faculty affairs at Purdue University, dean of social sciences at the University of Kansas, and chair of the department of communication at the University of Kentucky. She also spent time in Melbourne, Australia as a Distinguished Visiting Scholar at Chisholm Institute of Technology.

Davenport is an accomplished scholar who has authored more than 100 papers and published three books on quality of work-life issues and workplace civility. She has been the principal investigator or co-principal

investigator on more than \$19 million in funded research, and she serves on national and local boards including Harvard University's Collaborative on Academic Careers in Higher Education, the American Heart Association's Go Red for Women, the United Way, the Society of St. Vincent de Paul, the non-profit partnership Cintrifuse, investment firm Cincy-Tech, and others.

She has been recognized for advances in technology-infused learning. Earlier in her career, she was named a University of Kansas Kemper Fellow for Excellence in Teaching, a University of Kentucky Great Teacher, and a Mortar Board and Phi Beta Kappa outstanding professor.

A native of Bowling Green, Kentucky, Davenport earned a Ph.D. in communication with a minor in organizational behavior from the University of Michigan, and bachelor's and master's degrees in communication and journalism from Western Kentucky University. Several members of Davenport's extended family live in Nashville.

She has two children. Her daughter, Sloan Sypher, graduated from Vanderbilt University with a degree in biomedical engineering and is a graduate student in the University of Cincinnati's School of Design. Her son, Ford Sypher, studied international affairs at Columbia University and served in the 75th Ranger Regiment of the U.S. Army. He now lives in New York City.



**Keith Barber**  
**Vice Chancellor of Institutional Advancement,**  
**University of Tennessee Institute of Agriculture**  
**University of Tennessee Foundation, Inc.**

Keith Barber joined the Tennessee Institute of Agriculture as vice chancellor for development for the institute and the University of Tennessee Foundation, Inc. in July, 2012.

Before coming to the University of Tennessee, Barber was vice president for external affairs and advancement and chief development officer at Abraham Baldwin Agricultural College in Tifton, Georgia, where he had oversight of the offices of College Advancement, Sponsored Programs, the ABAC Arts Connection, and the ABAC Alumni Association.

Having worked at land-grant universities in South Carolina, Georgia, and Florida, Barber brings invaluable experience in carrying out the University of Tennessee's land-grant mission of education, research, and outreach as it relates to development and fundraising activities.

Barber obtained a doctorate in education leadership from Valdosta State University. He holds a master's in leadership and higher education and a bachelor's in criminal justice, both from Appalachian State University. He is a current board member with the National Agricultural Alumni and Development Association and received the organization's Professional Achievement Award in 2008. Throughout his career, he has served as volunteer leader for various organizations and has presented at numerous professional meetings.



**Ronald L. (Ron) Turner**  
**Chair, UT Foundation Board**  
**President, ASI Jet Charter**

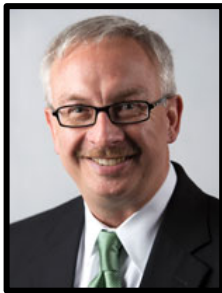
**Retired Chairman, President & Chief Executive Officer, Ceridian Corporation** Ron Turner earned a BS in Engineering/Aerospace from UTK in 1968, a MS in Engineering/Aerospace from the University of Florida in 1971 and a MS in Management/Sloan Fellow from the Massachusetts Institute of Technology in 1977.

Before retiring from Ceridian Corporation, Turner served as President & CEO of Computing Devices, International, President & CEO of GEC-Marconi Electric Systems Corporation and Vice President, Tactical Interdiction Systems at Martin Marietta. Ron is a member of the UTK Engineering Board of Advisors and Development Council.



**Lisa Taylor**  
**Chief Financial Officer, University of Tennessee Foundation, Inc.**

A Certified Public Accountant, Lisa Taylor came to UTFI in December of 2012 from the Oak Ridge National Laboratory Federal Credit Union in Oak Ridge where she was Vice President and Controller. Taylor's nearly 25 years in financial management and accounting include service as an auditor with the State of Tennessee, a financial examiner with the National Credit Union Administration, controller with Enrichment Federal Credit Union (K-25) and CFO with Omni Healthcare and Functional Pathways of Tennessee. A native of Grainger County, Taylor is a graduate of UT Knoxville, where she earned both a bachelor's in accounting and a master's degree in human resource development.



**Kerry Witcher**  
**Assistant Vice President for Alumni Affairs & Annual Giving,**  
**University of Tennessee Foundation, Inc.**

Kerry Witcher is the Assistant Vice President for Alumni Affairs & Annual Giving at The University of Tennessee. In this position he serves as the chief operations officer for the UT Alumni Association, the 335,000-member organization, serving alumni from each of the university's five campuses. A 1981 graduate of Tennessee with a degree in marketing, he began his professional career in sales and marketing working for a pharmaceutical company. Witcher went to work for his alma mater in 1987 as Director of Alumni Programs. In addition to his current position, he has served in the roles of Director of Alumni Programs (1987-1992) and Assistant Vice President for Annual Giving (1992-2004) at UT. He also served as Interim Executive Director of the Association from September 2006 to May 2007.



**Michael Carter**  
**Assistant Vice President for Advancement Services,**  
**University of Tennessee Foundation, Inc.**

Michael Carter is currently the Assistant Vice President for Advancement Services for the University of Tennessee Foundation. As a member of the Foundation leadership team, he provides strategic vision for systems implementation and advancement services support to the Foundation, UT Alumni Association, and UT System Wide Campuses. Carter is responsible for all aspects of systems support including Alumni and Donor Information, Business Intelligence, User Services, Enterprise Applications, Online Engagement, and Prospect Management and Research. Prior to his position with the foundation, he spent 12 years with the Office of Information Technology working in various capacities including application development, data quality, and project management.

He received both his BS degree cum laude in Management Information Systems and his MBA from Western Carolina University.

### **CANDIDATE QUALIFICATIONS AND QUALITIES**

The ideal candidate for the position of Vice Chancellor of Development and Alumni Affairs for the University of Tennessee, Knoxville will be a demonstrated leader in philanthropy and relationship building. He or she will have managed a high performance program in the past and will bring a combination of strong business intellect and in-depth knowledge of effective fundraising strategies and operations to provide management oversight, leadership, and strategic direction to the position. The UTFI is seeking candidates who have the ability to contribute in meaningful ways to the diversity and intercultural goals of the Knoxville campus.

In addition, the successful candidate for the position of Vice Chancellor of Development and Alumni Affairs will have

- a compelling track record leading philanthropic efforts for a large and complex organization;
- experience with land grant universities and experience with a large, multi-campus environment (preferred);
- depth of knowledge of tax-advantaged and incented giving plans is also desired (preferred);
- effective interpersonal skills, an engaging manner, and the capacity to influence, inspire, and motivate executive and academic leadership, donors, prospects, volunteers, faculty, and staff, both within UTK and beyond;
- the ability to foster connections among members of these groups and to nurture strong and long-lasting individual and institutional relationships;
- an understanding and appreciation of the value of active and informed alumni and citizens and their roles in the enhancement of a land grant university;
- specific experience leading a team through setting priorities and goals as part of a strategic direction to accomplish the mission;
- specific experience managing and leading major gift campaigns and demonstrated ability to solicit principal gifts;
- specific experience managing and leading a comprehensive capital campaign;
- demonstrated excellence in oral communications and writing skills;
- demonstrated experience developing and implementing effective written communication vehicles for diverse stakeholders; and
- knowledge, ability, and personality necessary to convey to alumni, friends, corporations, foundations, and other contributors the need, propriety, and benefit of private giving to institutions of public higher education.

A bachelor's degree is required for this position as are significant years of advancement experience with increasing responsibilities. An advanced degree is strongly preferred.

### **SALARY AND BENEFITS**

The University of Tennessee, Knoxville offers a competitive benefits and compensation package.

## LOCATION

This position is located in Knoxville, Tennessee.

## 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 Angelique Grant at [angelique@aspenleadershipgroup.com](mailto:angelique@aspenleadershipgroup.com) or Greg Duyck at [gregduyck@aspenleadershipgroup.com](mailto:gregduyck@aspenleadershipgroup.com).

*All inquiries will be held in confidence.*

*The University of Tennessee Foundation, Inc. is an EEO/AA/Title VI/Title IX/Section 504/ADA/ADEA employer. All qualified applicants will receive equal consideration for employment and will not be discriminated against on the basis of race, color, national origin, religion, sex, pregnancy, marital status, sexual orientation, gender identity, age, physical or mental disability, or protected veteran status.*

*The University of Tennessee Foundation, Inc. will not discharge or in any other manner discriminate against employees or applicants because they have inquired about, discussed, or disclosed their own pay or the pay of another employee or applicant. However, employees who have access to the compensation information of other employees or applicants as a part of their essential job functions cannot disclose the pay of other employees or applicants to individuals who do not otherwise have access to compensation information, unless the disclosure is (a) in response to a formal complaint or charge, (b) in furtherance of an investigation, proceeding, hearing, or action, including an investigation conducted by the employer, or (c) consistent with the University of Tennessee Foundation's legal duty to furnish information.*

## ASPEN · LEADERSHIP · GROUP

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