

East Georgia

STATE COLLEGE®

EAST GEORGIA

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UNIVERSITY SYSTEM OF GEORGIA

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Inviting Applications and Nominations for

Vice President for Institutional Advancement and Grants



MYERS MCRAE
EXECUTIVE SEARCH AND CONSULTING

East Georgia State College seeks a detail-oriented and experienced fundraising professional to serve as **Vice President for Institutional Advancement and Grants**. The Vice President reports directly to the President and serves as a member of the President's Cabinet. The start date is negotiable, with July 2022 being the preference.



Our Vision

Through bold and transformative action, East Georgia State College aspires to significantly increase the educational achievement of its students and to be an indispensable pathway to a more fulfilling and prosperous future.

Our Mission

East Georgia State College prepares traditional and nontraditional students for success in the global 21st century through a technologically advanced teaching and learning environment that fosters personal growth by utilizing an expanding range of resources and amenities, including an on-campus student residential option. The College also continuously engages the communities it serves through public service and cultural enrichment.

ABOUT THE COLLEGE

East Georgia State College (EGSC) is a two-year institution of the University System of Georgia. EGSC provides more than 1,600 students access to both academically transferable pathways and collaborative programs in occupation-related fields.

The main campus in Swainsboro offers a tight-knit community with residential options. The beautiful 400-acre pine forest campus has two small lakes, a challenging 18-hole disc golf course, and an active apiary, one of only 115 Bee Campuses across the nation. EGSC also operates instructional sites in Statesboro and Augusta that allow students to benefit from the small class sizes and affordability of EGSC while still experiencing the vibrant student life of the larger universities with which the College shares space.

Serving both traditional and nontraditional students, EGSC has a technologically advanced teaching and learning environment that is designed to enhance student success and provides a broad range of resources, opportunities, and amenities beyond the classroom that foster personal growth. The College also offers an on-campus residential option for students to experience.

The College offers five associate degrees:

- Associate of Arts in Liberal Arts
- Associate of Arts in Elementary Education
- Associate of Arts in Social Sciences
- Associate of Science in Business Administration
- Associate of Science in Natural Sciences

The College also offers transfer pathways that provide students with wide-ranging courses that prepare them to earn a degree at a transferring institution of their choice. Transfer pathways enable students to achieve their academic goals by providing foundation curriculum courses that successfully transfer into a related academic program at another institution. Some of these options include pursuing bachelor's degrees in computer science, exercise science, nursing, and more.

EGSC continuously engages the communities it serves through public service and cultural enrichment. Its economic impact on its region is over \$77 million.

The EGSC Bobcats are part of the National Junior College Athletic Association and Georgia Collegiate Athletic Association. Bobcat Athletics has four Varsity and Junior Varsity sports teams (baseball, softball, men's basketball, and women's basketball); Junior Varsity athletics was added in Fall 2021, and cross country and



tennis will begin Fall 2022. The number of athletes in the athletics program will be 200-plus.

East Georgia State College's goal for the Vice President is to revive the Vision Series. This initiative brings programs of intellectual and cultural enrichment to the College and its broader constituency. Since its inception, the Vision Series has hosted outstanding personalities, authors, newsmakers, musical performances, dance companies, and theatrical productions. Through sponsored field trips, students and community members have opportunities to attend exhibitions and dramatic productions, not only in Georgia, but also in neighboring states.

East Georgia State College is accredited by the Southern Association of Colleges and Schools Commission on Colleges.

EAST GEORGIA STATE COLLEGE FOUNDATION

The East Georgia State College Foundation is a 501(c)3 non-profit organization dedicated to promoting the cause of higher education in the area through the development of the College. The 25-member Foundation Board is comprised of alumni and community volunteers. The Board meets four times a year in March, June, September, and December.

Since 1973, the EGSCF has helped to make the future a bright one for hundreds of academically talented students. Attracting and retaining high-quality students through a strong scholarship program has always been one of the priorities for the EGSCF.

The mission of the East Georgia State College Foundation is to help transform and enhance the lives of the diverse student population by providing educational opportunities, financial support, and advocacy for students. By generating, processing, and allocating gifts, the Foundation supports efforts that enhance the quality of programs by funding scholarships, new academic initiatives, technology, endowments, faculty/staff development, athletic programs, and capital projects.

THE OPPORTUNITY

The Vice President for Institutional Advancement and Grants is the administrator for the Office of Institutional Advancement and Grants at East Georgia State College, which includes Grants and Data Analytics, Institutional Advancement and Community Relations (brand strategy, collaboration with an outsourced marketing firm, and alumni engagement), and the EGSC Foundation.

This administrator works with the College's senior leadership, academic leaders, faculty, staff, alumni, and the East Georgia State College Foundation to promote the mission and priorities of the College and to enhance the College's public image to internal and external constituents. The administrator is primarily responsible for leading the College's fundraising efforts and securing grant funding to further college and University System of Georgia initiatives. The administrator also leads and develops a comprehensive and effective staff, setting goals and inspiring them to meet and exceed these expectations.

The Vice President also has a leadership role with the Sudie A. Fulford Community Learning Center, which provides a unique educational resource for Emanuel County and the surrounding communities. The Center's construction, which includes a domed planetarium and an amphitheater and pavilion, was made possible through a generous donation to the EGSC Foundation from Mr. and Mrs. A. D. "Pete" Correll in remembrance of Mrs. Correll's mother, Sudie A. Fulford.

PRIMARY DUTIES

- Assure that the Department's strategic goals are aligned with the College's strategic goals; regularly assess progress towards the unit's goals; implement changes necessary to attain goals; and regularly reports to the President about progress of activities.
- Provide leadership and strategic focus to further the College's mission through oversight of the College's Grants Office.



- Provide leadership and strategic focus to further the College's development, alumni relations, marketing communications, community relations, and outreach (including the Fulford Center), and engagement initiatives.
- Develop and execute strategic plans and goals for Institutional Advancement aligned with the College's mission and vision.
- Represent the College to various and diverse individuals and groups, including state and community business and civic leaders, EGSC Foundation board members, alumni, and other donors.
- Collaborate with leaders of enrollment management and outreach to build the College's image and foster engagement with external constituencies and communities.
- Assist and guide the vice presidents, associate vice presidents, EGSC Foundation, Institutional Advancement staff, directors, faculty, and staff with identifying and implementing strategies to increase private funding for college programs and capital needs, as well as secure gifts and grants from private foundations and government sources.
- Work as a liaison with the EGSC Foundation to build and sustain a dynamic philanthropic corporation and promote thoughtful and productive relationships between the Foundation and the College.
- Assist the College President and the EGSC Foundation Board of Trustees in building and nurturing long-term relationships that yield significant support from major gift donors.
- Provide oversight of grant procurement and management.

- Provide direction for day-to-day operations, formulate and manage budgets, and develop staff competencies.
- Serve as the University System of Georgia legislative liaison for EGSC.
- Provide both internal and external communications for the College.
- Serve on college committees.
- Handle other duties as assigned.

MINIMUM QUALIFICATIONS

- Experience sufficient to thoroughly understand the diverse objectives and functions of the subunits in the department in order to direct and coordinate work within the department, which requires seven years of related experience and a bachelor's degree (minimum qualifications) or six years of related experience and a master's degree (preferred)
- Minimum of three years of progressively responsible senior leadership, management, and substantial senior administrative, supervisory, and financial leadership in higher education
- Possession of or ability to readily obtain a valid driver's license issued by the State of Georgia for the type of vehicle or equipment operated

REQUIRED KNOWLEDGE, SKILLS, AND ABILITIES

- Willingness to serve, independently and alongside the College President, as the public face of the College's fundraising efforts
- A demonstrated record of successful fundraising activities and campaign management, encompassing goal setting, planning, and implementing strategies, identifying new donors, and soliciting gifts

- Ability to work with administration and faculty to identify and distill college priorities into a compelling and clearly articulated case for support
- Ability to lead the team that manages the East Georgia State College Foundation's activities and initiatives
- The ability and confidence to develop and cultivate relationships with established and prospective donors, including individuals, businesses, and foundations, for securing private funds
- A thorough understanding of best practices in advancement and fundraising, with demonstrated success with annual funds, major gifts, alumni relations, estate and planned gifts, corporate and foundation fundraising, and the management of volunteers
- Ability to oversee and direct activities and events for fundraising and other advancement initiatives
- An understanding of marketing and communications that positions the institution for higher visibility, increased brand recognition, and successful outcomes of marketing objectives
- An in-depth understanding of budgets, financial records, laws, and regulations associated with a comprehensive advancement program

- The knowledge for developing and maintaining documentation and stewardship of planned gifts
- Knowledge of grant procurement, administration, budget, and reporting
- Knowledge of federal funding regulations and personnel and funding regulations at public colleges
- Ability to work as a team with faculty, staff, external parties, and consultants to successfully identify, vet, submit, and obtain grant funding
- Extensive personal community involvement to represent the college
- Outstanding oral and written communication skills
- Skill in the delegation of responsibility and authority
- Skill to make timely decisions
- Skill in decision making and problem solving
- Skill in interpersonal relations and in dealing with the public

EGSC strives to create and maintain a learning environment maximizing the opportunity for each student to succeed. Each individual student's academic success is important. Accordingly, every employee of the College has a responsibility to carry out his/her position duties in a manner which enhances the learning environment and communicates that message to students each working day.



David Schecter, Ph.D. **President of East Georgia State College**

Dr. David Schecter began serving as President of East Georgia State College on Jan. 3, 2022. He brings a strong academic background and experience in public higher education administration to the College's executive post.

Prior to his appointment, Dr. Schecter was Provost and Senior Vice Chancellor for Academic Affairs at the University of South Carolina Upstate in Spartanburg, S.C., where he managed a budget of \$38 million, administered a department of 686 employees, and supervised deans of the schools and colleges and the library.

Prior to serving at USC Upstate, Dr. Schecter served as Associate Vice President for Faculty Affairs and then Vice Provost at California State University, Bakersfield. He provided oversight for the University's Office of Research and Grants as well as the Kegley Institute of Ethics.

Before joining the administration at CSU Bakersfield, he was chair of the Department of Political Science at California State University, Fresno, where he was granted tenure as a full professor and earned the prestigious Provost's Award for Faculty Service. He also previously taught at the University of Nevada, Las Vegas.

A Florida native, Schecter holds a Ph.D. in political science from the University of Florida and both a master's degree in political science and a bachelor's degree in interdisciplinary studies and history from Florida State University. He also holds an MBA from Fresno State.



"Crossroads of the Great South"

One of the fastest-growing regions in the Southeastern United States, visitors to Swainsboro and Emanuel County will find themselves in a gently rolling landscape of fields, woods, and sandy soil. Under a canopy of piney woods, the forest floor is still carpeted with wiregrass, flora, and fauna. Situated at the crossroads of U.S. 80 and U.S. 1, Swainsboro is just a short drive from Augusta, Macon, Savannah, and the beaches of Tybee Island.

The Ohoopsee, Ogeechee, and Canoochee Rivers flow through the county, and the smaller streams and innumerable ponds make the region an excellent recreation and fishing area.

Rich in history and thriving with contemporary culture and arts, Swainsboro is a great place to visit, but a better place to live! Swainsboro's cost of living is 24.7% lower than the U.S. average.

APPLICATION & NOMINATION PROCESS

Confidential inquiries are welcomed, and nominations are invited.

Applications

- 1) Application packet must include:
 - a) A letter of application that addresses the responsibilities and qualifications of the position
 - b) Current résumé
 - c) At least four references with full contact information including e-mails (References will not be contacted without consent from applicant.)
- 2) Submit application packet (preferably as PDFs) to:
EGSC-VP-IAG@myersmcrac.com

Additional information will be requested upon receipt of application.

Review of applications begins May 23, 2022.

Applications will be accepted until the position is filled.

Nominations

Submit nominations to:

EGSC-VP-IAG-nominate@myersmcrac.com
 with complete contact and e-mail information for the individual being nominated.

Kenny Daugherty, President, of **Myers McRae Executive Search and Consulting**, is assisting the College for this search. Request a conversation at kennydaugherty@myersmcrac.com.



East Georgia State College is committed to maintaining a fair and respectful environment for living, work, and study. To that end, and in accordance with federal and state law, and University System of Georgia policy, East Georgia State College prohibits the harassment, discrimination, or retaliation against any person because of race, color, sex, ethnicity or national origin, religion, age, genetic information, disability, or veteran status by any member of the college community on campus, in connection with a college program or activity, including admissions and employment.