



FORT VALLEY STATE UNIVERSITY

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Inviting Applications and Nominations for

Vice President for University Advancement

AND

**Executive Director of the
Fort Valley State University Foundation**



Named as one of the Best Historically Black Colleges and Universities for 2021 by College Consensus, **Fort Valley State University** seeks a strategic and results-oriented fundraising professional to serve as the next **Vice President for University Advancement and Executive Director of the Fort Valley State University Foundation**. A member of the senior staff of the University, the Vice President serves as a key advisor to the President, the university academic and administrative leaders, and the Foundation board on resource development to support the programs and goals of the University. While the start date is negotiable, the finalist is expected to join the University between December 2022 and January 2023. **Take a virtual tour of the University at fvsu.vrtoursrvr.com.**



ABOUT THE UNIVERSITY

Located in Central Georgia, Fort Valley State University is a comprehensive institution offering 37 undergraduate and graduate degree programs. One of the University System of Georgia's three public historically black universities, FVSU is the state's only 1890 Land-Grant Institution. Dr. Paul A. Jones has served as President since 2015.

Founded in 1895, FVSU combines the personal attention and family feel of a small, private college with the level of research funding found at large public universities. The University's 1,365-acre main campus in Fort Valley has the second largest acreage of any Georgia university.

FVSU advances its mission and educational goals through three academic colleges: Agriculture, Family Sciences, and Technology; Arts and Sciences; and Education and Professional Studies. In fall 2020, the University enrolled 2,827 undergraduate and graduate students.

The diverse faculty provide a supportive, yet challenging learning environment that encourages innovation and inspires lifelong learning and the realization of aspirations. Students benefit from strong mentoring by accessible professors. The close-knit campus community encourages personal and academic

growth and establishes lifelong ties that extend well beyond graduation.

Ninety percent of the student body is from Georgia, and nearly 65 percent of the students are female. More than 84 percent of the students attend the University full-time.

FVSU has been recognized four consecutive years as the top public historically black college in Georgia. This #1 ranking includes *U.S. News & World Report*, 2019 and 2020 Best Colleges rankings, and the *Washington Monthly*, 2019. In 2018, *Diverse Issues in Higher Education* listed FVSU as a top 10 producer of African Americans with bachelor's degrees in mathematics, engineering technology, family and consumer sciences, computer and information systems, psychology, and history in the state of Georgia.

The National Science Foundation provides more funding for science, technology, engineering, and math research at FVSU than at any other public teaching college in Georgia, putting it in the top 10 for NSF-funded STEM research among all colleges in the state.

Fort Valley State University has produced graduates who have literally changed the world, serving as pioneers and trailblazers in civil rights, education, law and government, human rights, and public policy.

FVSU FOUNDATION

Established in 1972, the Fort Valley State University Foundation, Inc. is a non-profit corporation that raises and manages private contributions from alumni, friends, industries, and foundations to meet the needs of the institution that are not funded through state allocations. The Foundation invests gifts, acts as a trustee, and exercises the powers of a not-for-profit organization under the laws of Georgia.

The Foundation also administers gifts and bequests of property and funds for scientific, educational, and charitable purposes. Fort Valley State University Foundation, Inc. is qualified by the Internal Revenue Service as a tax-exempt 501(c)(3) corporation.

FVSU MISSION

Fort Valley State University, founded in 1895, is an HBCU and 1890 Land-Grant institution providing excellent academic programs that integrate quality instruction, research, extension, and student learning experiences responsive to the needs of a culturally and economically diverse student population equipped to excel in the 21st-century global community.

FVSU VISION

Fort Valley State University aspires to be the University of choice for students, faculty, staff, and future employers, recognized nationally and internationally for its excellence in teaching, research, service, exemplary academic programs, and globally competitive students.





THE OPPORTUNITY

The Vice President for University Advancement has a major role in positioning the institution for growth through a highly effective fundraising program. This senior administrator is responsible for developing, implementing, and managing comprehensive programs in alumni relations, foundation cultivation, and university advancement.

Reporting to the University President, the Vice President works with all of the University's constituencies and serves the Foundation Board. The Vice President ensures a coordinated approach to development that supports FVSU's top strategic priorities.

This senior officer will set ambitious, clear, and achievable goals and will inspire the staff to meet and exceed expectations. Active in the University and surrounding community, the Vice President will participate in the identification, solicitation, and stewardship of major gifts.

Major Responsibilities

- Establishes partnerships and relationships with corporations, businesses, government officials, foundation board members, individuals within the communities served by the university, and other internal and external stakeholders.
- Develops and proposes strategies for the solicitation of gifts; determines ongoing relationships with prospects/donors; recommends specific purpose and level of gift; identifies those to be involved in cultivation and solicitation; assures the solicitations are carried out.
- Qualifies and cultivates prospective donors.
- Manages the work of assigned staff.
- Develops and implements programs for staff professional development, process documentation and improvement, and progress tracking.
- Keeps current on programs and faculty/research/student initiatives at the University, and networks with senior development officials from other institutions.
- Coordinates an effective program for recognition, involvement, and stewardship of major and special gift donors.
- Provides strategic direction and leadership for the University's fundraising, alumni programming, and government and constituent relations functions.
- Ensures compliance with the University System of Georgia Board of Regents policies and procedures, Southern Association of Colleges and Schools requirements, and university- and program-level policies and practices.
- Develops and recommends annual budget requests to support advancement goals and objectives; allocates and monitors spending.
- Advises the President and Cabinet on institutional advancement matters.
- Participates in the development and implementation of strategic long-term plans.
- Represents the University at community events.
- Trains, assigns, directs, supervises, evaluates, and disciplines the work of assigned staff.
- Performs related duties.

Qualifications

Along with a master's degree in a course of study related to the work, a candidate must have five years of related experience and a proven record of fundraising success in major, planned, corporate, and legacy gifts. Additional requirements include leadership experience during an active campaign and the willingness to travel extensively to effectuate the goals and objectives of the position.



Knowledge, Skills, and Experience

Candidates will be knowledgeable of:

- institutional advancement principles and practices
- SACS accreditation standards and requirements, IRS laws, and CASE gift reporting standards
- philanthropy and fundraising practices
- marketing, public relations, and branding
- supervisory principles and practices
- public employer policies and procedures
- strategic planning and budget management skills

Candidates will be skilled in:

- the delegation of responsibility and authority
- collaborating with multiple constituents
- the operation of computers and job-related software programs
- decision making and problem solving
- interpersonal relations and in dealing with the public and elected officials
- oral and written communication



Dr. Paul A. Jones, University President

Paul A. Jones, Ph.D., is the 10th president of Fort Valley State University. Recognized for being a visionary leader and strategic thinker with 35 years of higher education experience, President Paul Jones was appointed to take Fort Valley State's helm in 2015.

Dr. Jones, an astute and affable administrator, is committed to the transformative power of higher education. He has spent the last several years advancing FVSU's standing as one of the nation's most respected institutions of higher learning, including its consistent ranking as the top public historically black college and university (HBCU) in Georgia by *U.S. News and World Report*.

Before joining FVSU, Dr. Jones served as Interim President at Darton State College (2013-2015) in Albany, Georgia. Throughout his higher education career, he served in numerous senior leadership roles at Georgia College & State University (2002-2013), including Senior Vice President for Finance and Administration, Vice President and Chief of Staff, and Vice President for Institutional Research and Enrollment Management.

In 2019, Dr. Jones established a university-wide steering committee to begin an inclusive and collaborative comprehensive strategic planning process to chart the University's next five years. This 2020–2025 plan, *Unleashing 21st Century Innovation, Transformation, and Excellence*, is currently in the implementation phase and will focus on four priorities: Exceptional Student Experience, Operational Excellence, Organizational Identity, and Engagement and Collaboration.

President Jones earned his bachelor's and master's degrees at Utah State University. The California native also received a Doctor of Philosophy degree in Education and Human Resource studies from Colorado State University.

Download the 2020–2025 strategic plan at www.fvsu.edu/wp-content/uploads/2020/09/PPT-Strategic-Plan-20-25-.pdf.



Metropolitan Central Georgia

Fort Valley State University is in the Central Georgia metropolitan area, which encompasses the state's fourth largest city, Macon, as well as several growing cities and progressive small towns. Other features of the area include Robins Air Force Base, one of the state's largest employers; the #11 rated public school in Georgia, the Academy of Classical Education, and the nationally recognized Houston County School System; and outstanding healthcare along with the second largest hospital in Georgia.

Central Georgia offers endless activity opportunities for families and individuals alike. A wide range of fine and casual dining, live music venues, festivals, water parks, golf courses, museums, historical sites, farmer's markets, touring Broadway shows, kayaking, indoor rock climbing, and more provide an appealing quality of life.

The City of Fort Valley has been honored as one of 10 Georgia "Cities of Excellence," and it is considered one of the state's "best managed and most livable cities." It offers tree-lined streets and beautiful historic homes and boasts a cost of living below the state and national average.

Beyond the Metro Central Georgia area, Atlanta, one of the nation's largest cities, and Hartsfield-Jackson Atlanta International Airport are easily accessible by I-75. If looking for time at the beach or enjoying the cool mountain air, the Georgia coastline or Blue Ridge Mountains are only a three-hour drive away.



Application & Nomination Process

Confidential inquiries are welcomed, and nominations are invited.



Applications

1. Application packet must include:
 - a) A letter of interest 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 to FVSU-VPAdv22@myersmcrac.com by **October 17, 2022**, for best consideration. Applications will be accepted until the position is filled. Additional information will be requested upon receipt of application.

Nominations

Nominations should include contact information on the individual being nominated.

Submit nominations to FVSU-VPAdv22-nominate@myersmcrac.com.

Jennifer Barfield, Senior Vice President of **Myers McRae Executive Search and Consulting**, is the lead consultant for this search at Fort Valley State University. **Emily Parker Myers**, CEO, is assisting with the recruitment of candidates. To schedule a conversation, contact Jennifer Barfield at JenniferBarfield@myersmcrac.com.



Fort Valley State University is an affirmative action, equal opportunity institution and does not discriminate against applicants, students, or employees on the basis of race, gender, ethnicity, national origin, sexual orientation, religion, age, disability, or marital or veteran status.