



University of Illinois at Urbana-Champaign
Champaign, IL

SEARCH SPECIFICATIONS

Assistant/Associate Vice Chancellor for Advancement
Health Sciences & Research Initiatives

Prepared By
BRYANT GROUP
Building Powerful Teams



University of Illinois

Assistant/Associate Vice Chancellor for Advancement Health Sciences & Research Initiatives

Search Specifications

The Opportunity

The University of Illinois seeks an entrepreneurial, energetic and experienced advancement leader to assume the inaugural role as Assistant/Associate Vice Chancellor for Advancement, Health Sciences and Research Initiatives. The Health Sciences program is a collaborative partnership that includes the newly established Carle Illinois College of Medicine, the Cancer Center, the College of Applied Health Sciences, the School of Social Work, the Institute of Genomic Biology, the College of Veterinary Medicine and Research Initiatives. The Assistant/Associate Vice Chancellor will play a significant role in the future of medicine, healthcare, wellness and social change in the local and regional communities, the State of Illinois and the nation by developing and implementing a comprehensive advancement strategy that will leverage interdisciplinary medicine and research initiatives.

Reporting to the Vice Chancellor for Institutional Advancement, the Assistant/Associate Vice Chancellor for Advancement is expected to meet and exceed annual targets for financial contributions from alumni and non-alumni individuals, corporations and foundations, and for personal targets for activity, including donor visits and proposals submitted, with a focus on gifts of \$100,000 or more.

The University of Illinois is in the midst of an eight-year, \$2.25 billion comprehensive capital campaign, *WITH ILLINOIS*.

This position calls for an entrepreneurial self-starter who thrives in a complex and fast-paced startup environment; has a track record of success in major gift fundraising in an academic



Assistant/Associate Vice Chancellor for Advancement
Health Sciences & Research Initiatives

and/or healthcare environment; in forming collaborative partnerships and leading teams; is a strategy leader and has a passion for the future of the healthcare field. The Assistant/Associate Vice Chancellor for Advancement will be based in Champaign, Illinois.

The University of Illinois has retained BRYANT GROUP to manage the search for the Assistant/Associate Vice Chancellor for Advancement for Health Sciences & Research Initiatives.

University of Illinois

The University of Illinois is currently celebrating their sesquicentennial anniversary and aims to be the pre-eminent public research university with a land-grant mission and global impact.

The University opened as Illinois Industrial University in 1867. It was one of the 37 universities created under the first Morrill Land-Grant Act, which provided public land for the creation of agricultural and industrial colleges and universities across the United States. In 1885, the Illinois Industrial University changed its name to the University of Illinois. In 1982 the university name officially changed to the University of Illinois at Urbana–Champaign but it is more commonly referred to as the University of Illinois, Illinois, or U of I.

The Urbana-Champaign campus, with 354 buildings, occupies 1,400 acres and is situated in the twin cities of Champaign and Urbana (total population 207,000) in east-central Illinois. It is situated about 140 miles south of Chicago, 125 miles west of Indianapolis, and 180 miles northeast of St. Louis.



The University of Illinois System has two additional campuses, one in Springfield (UIS) and one in Chicago (UIC). The system is governed by 13 Board of Trustee members, 11 of whom have official votes. Nine are appointed by the Governor for terms of six years, and three student trustees (one from each university) are elected by referenda at their university for one-year terms.

Since its founding in 1867, the University of Illinois at Urbana-Champaign has earned a reputation as a world-class leader in research, teaching, and public engagement and is currently the #14 ranked public university in the United States. The University boasts 21 Pulitzer Prize Winners and 23 Nobel Laureates including former faculty member, John Bardeen, who holds the distinction of being the only person to have won the physics prize twice.



Assistant/Associate Vice Chancellor for Advancement
Health Sciences & Research Initiatives

Illinois is also renowned for its international connections and collaborations. These international partnerships provide a growing number of opportunities for students, as well as faculty, to work with renowned colleagues around the world.

University of Illinois Health Sciences

Carle Illinois College of Medicine

As the world's first engineering-based college of medicine, the Carle Illinois College of Medicine is leveraging advanced technology to train physician-innovators who will deliver better, more compassionate and accessible care to patients worldwide. Engaging creative minds in a case-driven, problem-based, active learning curriculum with day-one clinical immersion is just one way the College is setting a new bar for medical education.

With its first freshman class starting this Fall, the Carle Illinois College of Medicine is a four-year medical school preparing students to become board certified physicians. The unique engineering-infused curriculum will position graduates to be physician innovators, approaching medicine and patient care in a whole new way. This ground-breaking approach seamlessly integrates the University of Illinois at Urbana-Champaign's unparalleled assets in engineering, technology and supercomputing with Carle Health System's nationally recognized, comprehensive healthcare system.

College of Veterinary Medicine

Research at the College of Veterinary Medicine covers the gamut of living organisms, from bacteria to toxins to virtually all animal species, including humans. It encompasses sciences ranging from complex molecular biology to epidemiology to applied sciences to public health and economics. The focus of study, service and discovery at the College is to improve health in the broadest sense: the health of animals, of people and of the environment.

The College offers two graduate degree programs, the Doctor of Veterinary Medicine-Ph.D. and the Doctor of Veterinary Medicine-Master of Public Health.

School of Social Work

The School of Social Work offers three degree programs, the Bachelor's in Social Work, the Masters in Social Work and a doctoral degree program leading to the Ph.D. There are two research centers affiliated with the School. These are the Children and Family Research Center and The Center for Prevention Research and Development.

The Children and Family Research Center is an independent research organization created jointly in 1996 at the School of Social Work by the University of Illinois and the Illinois Department of Children and Family Services. The goal of the Center is to identify research needs and to support research that is policy and practice relevant and to encourage and facilitate public child welfare research activities through collaborative relationships.

The Center for Prevention Research and Development seeks to support public policy in three ways – improving state and community capacity for prevention, improving prevention and



education through research and evaluation, and improving policies and decision-making. CPRD has an interdisciplinary staff of academic professions covering such disciplines as public health, education, anthropology, psychology, political science, social work and administration.

College of Applied Health Sciences

Applied Health Sciences is comprised of four departments: Illinois Health; Kinesiology and Community Health; Recreation, Sport & Tourism; and Speech and Hearing Science. Additionally, the College maintains four units: the Center for Health, Aging and Disability; Disability Resources & Educational Services; the Center for Wounded Veterans, and the Motorcycle Rider Program.

There are five undergraduate and four graduate degree programs offered through the College of Applied Health Sciences.

Research Initiatives at Illinois

The University of Illinois at Urbana-Champaign has a unique breadth of research expertise, with world-renowned strengths in the arts, agriculture, business, the humanities, and the social sciences, as well as top-ranked programs in the natural sciences and engineering. Many of the technologies that enable the modern electronic era were developed at the U of I, and year in and year out, it is among the top universities in NSF-funded research and development expenditures. Today, the U of I is building on that tradition, working to address society's most pressing problems by doing what it does best – interdisciplinary research that drives positive change in our communities, the state, the nation and the world.



Assistant/Associate Vice Chancellor for Advancement
Health Sciences & Research Initiatives

University of Illinois Facts

Founded:	1867
Chancellor:	Dr. Robert J. Jones
University System Enrollment:	83,321 Total
U of I Enrollment:	47,826 Total 33,624 Undergraduate 14,202 Graduate/Professional
Campus:	300 main buildings on 1,400 acres
Degrees Awarded, (Urbana-Champaign) (2017):	Bachelor's – 8,098 Master's – 3,359 Doctoral – 832 Professional – 263
Library Holdings:	Largest public university library holdings in the United States containing 14 million volumes and 24 million other items in 20+ areas of study
Governance:	Eleven-member Board of Regents, appointed by the Governor plus 3 student members (1 with voting privilege)
Endowment:	\$1.75 billion
Operating Budget:	\$2.9 billion
University Web Site:	http://illinois.edu/

University Advancement

The University of Illinois Foundation serves all three campuses of the U of I. Each campus has its own Vice Chancellor for Advancement and its own Advancement structure and team.

The University of Illinois at Urbana-Champaign has a decentralized advancement model with a variety of centralized functions – including analytics, annual giving, communications, stewardship, advancement marketing and communications – serving the various colleges and units. Other central functions include the office of the Assistant Vice Chancellor for Administration and Talent Management and the Executive Director of Principal Gifts.



The University's \$2.25 billion capital campaign has raised nearly \$1.35B to date with four years to completion.

The following chart reflects philanthropic support to Illinois for the past three fiscal years:

Fiscal Year	Total Support
FY 2017	\$957,079,321
FY 2016	\$755,432,897
FY 2015	\$519,560,368

Position Description

Assistant/Associate Vice Chancellor for Advancement Health Sciences & Research Initiatives

The University of Illinois at Urbana-Champaign seeks a dynamic and seasoned advancement professional to lead all fundraising components for the Health Sciences and Research Initiatives at Illinois. The Health Sciences cohort is a transformational, collaborative partnership that includes the Carle Illinois College of Medicine, the Cancer Center, the College of Applied Health Sciences, the School of Social Work, the College of Veterinary Medicine, and Research Initiatives. The newly-created role of Assistant/Associate Vice Chancellor for Advancement, Health Sciences & Research Initiatives will have the opportunity to contribute to the future of medicine, health care, wellness, and social change in the United States and across the globe by developing and executing a comprehensive advancement strategy that will leverage interdisciplinary medicine and research initiatives.

The ability to gain support from unit deans/directors and successfully manage assigned advancement staff to achieve long and short-range program goals and objectives, specific program plans and major tactical objectives is required. Accomplishing this requires the leadership skills to meet advancement program objectives in a complex organizational environment and a broad knowledge of the academic health sciences.

The Assistant/Associate Vice Chancellor for Advancement, Health Sciences & Research Initiatives is responsible for leading, planning, and implementing the advancement program for the Health Sciences and Research Initiatives programs. This includes:

- Plan and implement a comprehensive fundraising plan for units and programs included in Health Sciences that will secure funds for the most important strategic initiatives.
- Manage the major gifts program designed to maximize private gifts from alumni, friends, corporations and foundations.
- Partner with deans/directors of these schools and programs to maximize fundraising.



- Provide oversight for advancement staff dedicated to schools/programs. Maintain performance-based metrics to measure and monitor each major gift officer’s activities and fundraising results.
- Manage a portfolio of 100 major gift prospects for the purpose of cultivation, solicitation, and stewardship. Maintain a significant travel schedule throughout the United States and occasionally internationally.
- Work with OVCIA and university advancement leaders to manage the principal gift tracking system for each of the schools/programs.

Organizational Relationship

The Assistant/Associate Vice Chancellor for Advancement, Health Sciences & Research Initiatives reports to the Vice Chancellor for Advancement. The Assistant/Associate Vice Chancellor provides strategic leadership for chief advancement officers, major gift officers, and other advancement team members associated with Health Sciences and Research Initiatives.

Required Qualifications

- Bachelor’s degree.
- A minimum of ten years of successful fundraising experience, including at least five years of experience soliciting and closing gifts major and/or principal gifts (“frontline” fundraising experience), preferably at a major research university and/or complex healthcare or research institution.
- A minimum of eight years of leadership experience, preferably leading an advancement team.
- Excellent interpersonal, written and verbal communication skills.

Preferred Qualifications

- Advanced degree.
- Experience in a major research university and in a healthcare institution.

Biographical Profile

Barry Benson
 Vice Chancellor for Advancement
 University Advancement
 University of Illinois

Barry Benson started his role as Vice Chancellor for Advancement in March of 2017. He came from the University of Arizona, where he served as the Senior Vice President of Development at the University of Arizona Foundation.



A Colorado native, he played collegiate baseball and received a BS in finance from the University of Northern Colorado and has a Master of Business Administration from Colorado State University. Barry enjoys the outdoors and most importantly, loves spending time with his wife Jami (whom he met in 6th grade) and his three daughters.

Champaign-Urbana, Illinois

The twin cities of Champaign-Urbana are classified as “micro-urban” which is defined as, “population centers of 250,000 or less that possess a highly uncommon set of desirable attributes normally exclusively associated with much larger metropolitan centers.” In this small close-knit community you will find a vibrant arts/culture/nightlife scene, an internationally diverse population, a strong technology base and one of the nation’s most elite public high schools.

While still rooted in the heart of the American prairie, it is also home to Nobel Laureates, Olympians, international film and music festivals, world-renowned entrepreneurs, restaurants featured in Bon Appetit, one of the most powerful supercomputer in the world, as well as the world’s premier university-based performing arts complex.

The campus offers 500,000 square feet of state-of-the-art recreation facilities. Families enjoy over 1,000 acres of city parks and green space where outdoor concerts and farmers markets are held. It is a great place for outdoor activities with over 26 miles of city trails/bike paths and with just a short drive, you can visit three major forest preserves in Champaign County for swimming, boating, fishing, hiking, camping, and cross-country skiing.

Champaign County Schools boast a 90+ percent graduation rate and provide options for students who test as gifted and those interested in high-tech trades. In addition, you will find STEM schools, gifted programs and dual-language immersion programs in Spanish and Mandarin that even begin in elementary school. University of Illinois Laboratory High School, a free public school, ranks as one of the best in the state.

Urbana-Champaign is home to Research Park at the University of Illinois, which is focused on helping science and technology entrepreneurs connect to talent and funding. Forbes and Inc. have rated it as one of the top college town incubators in the nation and it is one of the top 10 cities in the nation for venture capital per capita.

Many companies utilize the engineering talent of the area. Global companies like Yahoo, Intel, Citrix Systems, Grainger, and Raytheon all have a significant presence in the twin cities.

Champaign-Urbana enjoys lower prices on nearly everything. In fact, according to Forbes, the cost of living is more than 10 percent below national average. The median home price is \$120,000, the average commute is 14 minutes, and there is ample public transportation (free with university ID).



These twin cities also defy the stereotype of the Midwest as they are a true melting pot. Here you will find the highest number of international students of all public universities in the U.S. Thus, there are a variety of international markets, ethnic restaurants, cultural centers, diverse houses of worship and foreign language media outlets. This area is also pioneers empowerment for the disabled community. At the 2012 London Paralympic Games, athletes from the University of Illinois earned 10 of the 28 track and field medals won, and in 2014 the twin cities were designated as an official U.S. Paralympic Training Site.



Application Procedure

To apply for the Assistant/Associate Vice Chancellor for Advancement for Health Sciences and Research Initiatives opportunity at the University of Illinois, please submit your resume and cover letter in confidence to:

Sally Bryant DeChenne, President and CEO, BRYANT GROUP
sdechenne@bryantgrp.com

BRYANT GROUP is the industry leader in executive search for philanthropy. For 30 years, BRYANT GROUP professionals have focused on recruiting successful development and advancement professionals at the mid- and senior-executive levels for institutions of higher education, hospitals and medical centers, and other nonprofits nationally and internationally. The firm also offers team-building education and executive coaching to help our clients build powerful advancement teams.



Assistant/Associate Vice Chancellor for Advancement
Health Sciences & Research Initiatives