



Vice President for Institutional Advancement and Executive Director of the CSU Foundation

Central State University invites applications and nominations for the position of Vice President for Institutional Advancement and Executive Director of the CSU Foundation.

The Vice President for Institutional Advancement and Executive Director of the CSU Foundation (VPIA & EDF) reports directly to President Morakinyo Kuti and serves as a member of his Cabinet. This position is responsible for designing and implementing comprehensive institutional advancement programs, including major gifts, annual giving, corporate and foundation relations, alumni and constituent relations, and capital and endowment campaigns. The VPIA will lead the Institutional Advancement division and set priorities and devise strategies for University-wide objectives.

Central State seeks an accomplished and dynamic advancement professional with proven leadership ability to serve as the next VPIA and guide the University's institutional advancement program through its next phase of development. The new VPIA will be a seasoned advancement professional who is excited and energized by the mission of Central State, by the University's vision for the future, and by a belief in the transformative power of higher education. The successful candidate will be committed to relationship-based advancement work that values authenticity, integrity, and personal engagement. A strong record of leadership and accomplishment, and documented success in fundraising that includes annual giving, major gifts, and campaign experience is required. A minimum of six to eight years of advancement work is required.

As Ohio's only public Historically Black College or University (HBCU) and 1890 Land-Grant Institution, Central State has enriched minds and changed lives for over 137 years. Central State University is proud to foster academic excellence within a nurturing living-learning environment and graduate a diverse population prepared for leadership, research and service in Ohio and beyond.

Located just minutes outside of Dayton and within an hour driving distance of both Cincinnati and Columbus, Central State is home to approximately 3,100 full-time students. Central State students study across 39 majors and minors, in addition to an MBA program and pre-professional programs. To learn more about Central State University, visit: <https://www.centralstate.edu/about#>

Institutional Advancement

The mission of the Division of Institutional Advancement at Central State University focuses on shaping the future of the University and its students by providing leadership, expertise, and support in the areas of fundraising, development, and donor relations. The Institutional Advancement team is committed to:

- Securing public and private financial resources in support of the annual fund, the endowment, other institutional programs, and the larger mission of the University
- Creating and managing comprehensive solicitation and stewardship efforts
- Providing attentive and responsive alumni initiatives that foster mutually beneficial relationships and lifelong support
- Being committed and insisting on accurate and timely donor information
- Sustaining an aggressive and responsive campaign strategy focused on growth and program enhancement

The Division of Institutional Advancement is organized into four areas: Alumni Relations, Strategic Partnerships and External Affairs, University Communications, and Development. The Vice President for Institutional Advancement oversees a team of 13 full-time staff, with five direct reports: the Director of Alumni Relations, the Director of Strategic Partnerships and External Affairs, the Director of University Communications, the Director of Development and a special assistant.

Development

The Development team oversees the identification, cultivation, and solicitation of private support for Central State University, including annual giving, major gifts, corporate and foundation grants, planned/deferred giving, and endowment. Key priorities include: Increase levels of alumni participation in annual giving, alumni events, and volunteer activity; Enhance university-wide visibility, marketing and communication efforts; Build on existing structure for significant corporate partnerships within Ohio and surrounding area; Develop ways to capitalize on Land Grant status; Work with university leadership team to develop a successful strategic plan.

Following is an overview of fundraising with prior year comparisons for the period July 1-June 30.

FY24	FY23	FY22	FY21	FY 20	3 Year Average
\$1.65 million	\$1.26 million	\$1.71 million	\$959,000	\$751,000	\$1.54 million

**Includes new pledges (multi-year and annual, new estate pledges, new cash gifts, and new in-kind gifts received in the reporting period*

Campus Engagement and Annual Giving

The Communications and Annual Giving team cultivates relationships with alumni, fosters their ongoing involvement with Central State, and encourages their financial support through annual giving campaigns. The staff focus on engaging alumni and donors to maintain a strong connection to the University and sustain annual philanthropic support.

Central State University has 20,000 contactable alumni, many of whom live in Ohio, with a significant population in the region closest to the university. Alumni participation in annual giving is approximately 4.2%, providing the opportunity to increase alumni support with enhanced engagement initiatives. Central State's annual giving team receives roughly 1,500 gifts per year, with an average gift of around \$400 each.

Leadership Opportunities

Provide Vision and Leadership for the Institutional Advancement Team and Foundation Staff

The VPIA will provide inspirational and effective leadership for the Division of Institutional Advancement and Central State University Foundation with a collaborative, collegial and open leadership style. The VPIA will inspire the team to grow professionally and embrace nationally recognized best practices and excellence in performance. This position will be an advocate of data, analytics, advancement information technology, and reporting to support a sophisticated Institutional Advancement infrastructure and operation. They will grow the team to support the current and future needs of Central State University as needed.

Serve as a Strategic Partner for President Kuti and his Leadership Team

The VPIA will be a visionary advancement leader capable of partnering with a dynamic and engaging President to bring strengthened philanthropic results to the Central State community. The VPIA will provide experienced support and strategic advice to President Kuti, who is committed to building an exceptional advancement program that will facilitate Central State's agenda for the future. The next Vice President will be an integral and contributing member of the Central State leadership team and will build and maintain transparent, collaborative, and supportive partnerships with the other leadership team members.

Grow Corporate and Foundation Support

Central State University has increased its focus on strengthening corporate partnerships by establishing the [Center of Excellence HBCU Corporate Engagement](#) under the Division of Institutional Advancement. The center focuses on outreach, research, and development for student placement and talent pipeline development. Through partnerships with Nationwide Insurance, Proctor & Gamble, Dominion Energy, JPMorgan Chase, Grange Insurance, PNC Bank, and Fifth Third Bank, the University raised over \$2 million for the center in a few months. Currently there are 27 companies that work closely with the Center. The next VPIA will continue to support these initiatives by growing and maintaining corporate partnerships locally, throughout the state of Ohio, and beyond.

Foster a Strong and Sustainable Culture of Philanthropy

The VPIA will have the opportunity to nurture and strengthen a culture of philanthropy that recognizes Central State's history, historic fundraising base, and embraces its exciting future. The VPIA will develop effective means to help the Central State community – including previous, current and future donors, to better understand the ways in which they can provide impact through philanthropic support of the University. The VPIA will build a broader base of support for Central State with expansion of robust major gifts, corporate and foundation relations, planned giving, and donor relations programs. The VPIA will lead efforts to expand the College's philanthropic revenue by implementing plans for the strategic identification, cultivation and solicitation of both alumni and non-affiliated prospects, including community members and others (individuals and institutions) who may be motivated to invest in Central State because of its mission, status as an Ohio land grant, important programs, community impact, or other reasons.

Strengthen Collaboration with Academic Enterprise

The VPIA will engage with and strengthen Institutional Advancement's collaboration with Central State's Provost, deans, department chairs, faculty, and staff and embrace them as partners in fundraising. This position will grow the partnership between Institutional Advancement and the academic enterprise that provides structure for robust fundraising collaboration and coordination, facilitates communication and, as appropriate, professional development for faculty interested in being more extensively involved in advancement work. The next VP will strive to foster an inclusive environment and a sense of belonging for students, staff, and faculty, and bring all stakeholder groups into a closer relationship with the university.

Build and Empower Alumni Connections and Commitment to Central State

The VPIA will prioritize the strengthening of alumni relations to support an inclusive, forward-looking, and sustainable advancement program and build longer-term connections and commitments to Central State. The VPIA will implement initiatives to increase alumni engagement through enhanced programming and other activities, including opportunities with the University's Center of Excellence HBCU Corporate Engagement, that recognize and celebrate Central State's history and impact on the lives of its alumni base, as well as its important role in the state and region.

Partner with Central State's Board of Trustees and Foundation Board

The VPIA will work closely with the Central State Board and CSU Foundation Board to advance philanthropic support for the University by cultivating strong relationship with Board members, engaging the Boards in fundraising efforts, and ensuring open and transparent communication with the Boards. In addition, the VPIA will help to foster the strategic development of the Boards, including ensuring that members have an optimal mix of skills and attributes, to more effectively participate in the fundraising mission of Central State.

Position Responsibilities

As the leader of Central State's Institutional Advancement Division, the VPIA's responsibilities include:

- A personal commitment and passion for the mission and history of Central State and the transformative power of higher education.
- A demonstrated capacity to lead successful fundraising teams, to balance multiple priorities, to be creative and flexible, and to keep a clear focus on the future.
- Facilitate the success of the President as chief spokesperson and fundraiser, serving as a coach, mentor and co-strategist on cultivating and soliciting transformative gifts. Similarly guide and support Trustees, senior staff and other volunteers in development and marketing activities.
- Ability to seek out potential foundation grants that will help Central State fulfill its mission as a premier HBCU on a global stage.
- Partner with the Central State Foundation staff to grow and enhance the University's capacity to raise endowment support, hold alumni attention and interest, and steward donors and friends effectively.
- Personally identify, cultivate, solicit and steward a portfolio of major and principal gift prospects.
- Develop and maximize the fundraising potential of the University; create a sophisticated fundraising strategy that will result in short-term gains as well as sustainable long-term growth in unrestricted, restricted and endowment funds. Capitalize on the University's strengths and assets.
- Provide guidance and evaluate strategy to secure increased alumni participation in the Annual Fund.
- Deepen and maintain relationships with existing donors, and launch a systematic initiative to identify and develop major gifts prospects from a broader constituency of individuals – including parents and friends – foundations, and corporations capable of making major gifts.
- Provide guidance to the Alumni Relations staff in developing activities and priorities of the University's Alumni Association.
- Oversee advancement services and prospect research to ensure the database is well maintained and accurate and that gifts are recorded in compliance with donor stipulations and to generate comprehensive reporting to analyze all Advancement programs, including all fundraising initiatives and alumni engagement.
- Responsible for financial management of budgets for alumni relations and development activities including product design, direct mail, stewardship, reunions, special events, alumni programs and special fundraising campaigns.
- Assess current staff strengths and recruit new staff as necessary, to build and augment a high-quality, diverse team. Provide professional development opportunities as appropriate.

- Cultivate strong working relationships with administrators, faculty and staff across the University. Ensure that Institutional Advancement is seen as a collaborative, responsive partner able to professionally address both opportunities and concerns.
- Work closely with the communications team to ensure that internal and external communications incorporate appropriate and consistent development and alumni relations messages; ensure that advancement related messages are aligned with the key messages of the University.
- Other duties as may be assigned by the President.

Qualifications and Preferred Attributes

Minimum Qualifications

- Bachelor's degree (advanced degree preferred)
- Minimum of six to eight years progressive experience in alumni relations and/or fundraising and familiarity with principles and practices of annual giving as well as demonstrated track record of fundraising success.
- Excellent writing, communication and organizational skills.
- Must be capable of working with sensitive information with complete confidentiality.
- Experience in preparing and managing operating budgets.

Preferred Attributes

- Demonstrated ability to identify and cultivate major donors and philanthropic interests.
- Experience with identifying nontraditional donor constituencies, corporate or foundation support.
- Superior strategic skills with a strong grasp of industry best practices and a holistic understanding of all aspects of fundraising, alumni relations, stewardship, volunteer leadership and donor relations.
- Willingness to travel.
- Familiarity with available industry-standard software required. Advanced knowledge of Blackbaud/Raiser's Edge and Excel spreadsheets as well as accounting and other industry-standard software preferred.
- A consensus builder who enjoys cross-departmental collaboration. Able to create excitement and energy around Central State's mission and encourage others to support the University.

- Demonstrated ability to work with colleagues, volunteers, parents, and friends of higher education and comfortable in making a gift appeal in person, on the telephone, and in writing is required.
- Flexibility with work schedule and available to work weekends and evenings when necessary.
- Ability to represent the Advancement Office and Central State professionally.
- Strong personal integrity and work ethic.

About Central State University

History

As Ohio's only public Historically Black College or University (HBCU) and 1890 Land-Grant Institution, Central State has enriched minds and changed lives for over 125 years. Central State University is proud to foster academic excellence within a nurturing living-learning environment and graduate a diverse population prepared for leadership, research and service in Ohio and beyond. Located just minutes outside of Dayton and within driving distance of both Cincinnati and Columbus, Central State is home to approximately 3,100 full-time students. Central State students study across 39 majors and minors, in addition to an MBA program and pre-professional programs.

Central State University started in 1887 as a two-year normal and industrial department funded by the state of Ohio. It was first located at Wilberforce University, a historically black college in southern Ohio that was owned and operated by the African Episcopal Methodist Church. In 1941, its curriculum was expanded to a four-year program emphasizing teacher education. In 1947, it was separated from Wilberforce, and in 1951 renamed as Central State College. In 1965, with further development, it achieved university status.

Wilberforce University had been founded in 1855 jointly by the Cincinnati Conference of the Methodist Episcopal Church in collaboration with the AME Church; they had a biracial group of trustees to manage it, including founders Bishop Daniel A. Payne and Salmon P. Chase, then governor of Ohio. By 1860 the college, based on a classical education, had 200 students, mostly the mixed-race children of wealthy Southern planters. With the advance of the Civil War, most of the southerners were pulled out of the school, and it was forced to close in 1862. The Methodist Church felt it could not support it financially given the demands of the war.

The African Methodist Episcopal (AME) Church purchased the facility and reopened the college in 1863, the first to be owned and operated by African Americans. In 1887, the Ohio General Assembly enacted legislation to create the Combined Normal and Industrial Department at Wilberforce, to provide training for primary teachers in a model common in the United States, and vocational education. This department operated as part of Wilberforce University, but a separately appointed board of trustees governed the state-financed operations.

In 1941 the Normal and Industrial Department expanded from a two-year to a four-year program. In 1947, it was legally split from Wilberforce University and was renamed as the College of Education and Industrial Arts at Wilberforce, Ohio. In 1951, it was renamed Central State College. With further development, in 1965 the institution achieved university status.

In 1974, half the campus was destroyed in a severe tornado. The university has since re-established itself and achieved recognition by the state of Ohio (three Centers of Excellence), with new academic degree programs in Agriculture, Sustainable Ag and Exercise Science, and national recognition as the 2017 HBCU of the Year and for its Summer Banking Institute (HBCU Digest). Central State University is and has always been open to all students of every ethnicity, background, religion, etc. and continues to attract students from across the country and internationally.

Vision Statement

Central State University is the premier Land Grant institution of excellence in teaching, learning and research that embraces diversity and innovation in a global society. British abolitionist William Wilberforce, who founded CSU's predecessor institution, claimed the institution founded by the African Methodist Episcopal Church was a "refuge from slavery's first rule: ignorance." Today, the leaders of CSU continue this proud legacy, preparing young people to lead and uplift the world.

Rooted in Innovation

In 1890, the federal government designated the first set of Historically Black Colleges and Universities (HBCUs) as Land-Grant institutions — public agricultural and mechanical colleges for Black students who were largely shut out of higher education. More than a century later, in 2014, Central State was honored to be granted an 1890 Land-Grant designation on the strength of our longtime work educating students underrepresented in the agricultural and food sciences.

Academics

Central State University is organized into four colleges: The John W. Garland College of Engineering, Science, Technology & Agriculture, the College of Humanities, Arts, Social Sciences and Education, the Honors College, and Central State Global. With an average class size of 24, Central State students study across 39 majors and minors, in addition to an MBA graduate program and pre-professional programs, with all Central State faculty teaching in the classroom. Central State Global has been providing online degree programs for bachelor's and master's degrees 100% remotely. Central State Global currently offers four online certificate programs, six online bachelor's degrees, four online minor programs, and an online MBA.

Students

Central State is home to approximately 3,100 full-time students, nearly all of which receive some type of financial aid, and Central State prides itself on serving a large and diverse, first-generation student population.

Leadership

Morakinyo A.O. Kuti was named the 10th President of Central State University on Feb. 9, 2024. Kuti's appointment as the 10th President of Central State University marks a new era of research and innovation for the institution.



Kuti has served as the Vice President for Research and Economic Development and Director of Land-Grant Programs for Central State University. Kuti's dedication to Central State is evident in his efforts to secure funding for the University, which has been used to enhance the physical infrastructure and support faculty research. Additionally, his programs have provided scholarships and experiential learning opportunities, ensuring that students have the resources and support they need to succeed.

Under Kuti's leadership, Central State has achieved significant growth in external awards and has climbed the ranks in the National Science Foundation survey. This recognition is a testament to Kuti's ability to foster a culture of research and innovation within the university.

Prior to his appointment at Central State, President Kuti has served in a number of roles including as the Interim Dean of the College of Engineering, Technology and Agriculture, the Associate Provost for Research, and Director of the Office of Sponsored Programs. An alumnus of the institution, Dr. Kuti earned his Bachelor of Science in Finance from Central State University, his Master of Business Administration from St. Thomas University, and his Doctorate in Philosophy from Walden University.

About Wilberforce, Xenia, Dayton, and the Central State Community

The main campus is located in Wilberforce, 4 miles northeast of Xenia, the county seat of Greene County, Ohio, with a population of just over 25,000. Eighteen miles away is the city of Dayton, Ohio's sixth most populous city, and the county seat of Montgomery County, Ohio. Dayton anchors the state's fourth largest metropolitan area, with a population exceeding 814,000. A branch campus of CSU is located in Dayton. Dayton is also midway between the major cities of Cincinnati and Columbus, each about 55 miles away.

Adjacent to the main campus is an outdoor education area, a natural reserve. Within a hundred yards of the Robeson Center is the National Afro-American Museum and Cultural Center, operated by the Ohio Historical Society.

Applications, Nominations, and Expressions of Interest

AGB Search is pleased to assist Central State University with this leadership search.

To apply for the Vice President for Institutional Advancement position, candidates are requested to submit the following:

- (i) resume.
- (ii) a letter of interest that addresses how the candidate's experiences and qualifications connect with the required/preferred characteristics and priorities as expressed in this position profile; and
- (iii) contact information for five references (to be contacted with candidate's permission at a later date).

Please click here (bit.ly/3WsNJrt) to apply for the position. The deadline for best consideration is August 30, 2024. The search will remain open until an appointment is made. Should you have any questions or encounter any difficulties with the application process, please contact VPIACentralState@agbsearch.com.

Nominations and expressions of interest in the Vice President for Institutional Advancement position are encouraged. Please direct them to VPIACentralState@agbsearch.com or to the AGB Search consultants listed below:

Roderick 'Rod' McDavis, Ph.D.
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Central State University Equal Employment Opportunity Statement

Central State University, an 1890 Land-Grant Institution, offers its programs and activities to people of diverse backgrounds, and does not discriminate on the basis of age, ancestry, race, color, disability, gender identity or expression, genetic information, HIV/AIDS status, marital or family status, military status, national origin, political beliefs, religion, sex, sexual orientation, or veteran status. The University is an Equal Opportunity Institution. For inquiries regarding non-discrimination policies or accessibility, please contact the Office of Human Resources at 937-376-6540.



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