Chief Advancement Officer and Foundation President

UNIVERSITY OF MISSOURI – KANSAS CITY
The University of Missouri – Kansas City invites applications from accomplished dynamic and inspiring leaders for the position of Chief Advancement Officer and Foundation President.

About UMKC

UMKC, one of four universities of the University of Missouri System (UM System), is a doctoral research-intensive public university offering traditional and interdisciplinary programs and serving approximately 16,000 students. The University is well positioned to address the demands of the times in a dynamic city that deserves and requires the benefits that accrue from a strong public university.

The University of Missouri-Kansas City has a broad and inclusive educational mission. UMKC’s academic profile includes the College of Arts and Sciences, University College, and School of Education, Nursing & Health Studies, Henry W. Bloch School of Management, Medicine, Law, Computing and Engineering, Biological Sciences, Dentistry, Pharmacy, and the Conservatory.
UMKC is committed to being a transformational force in our community, and in the world, and articulates its mission and vision through the 2018-2028 Strategic Plan.

This plan comprises five pillars through which we will achieve transformation:

- Provide exceptional student learning, success, and experience
- Become a thriving discovery enterprise
- Transform our community and region with impactful engagement
- Foster an environment of invigorating multiculturalism, globalism, diversity, and inclusion
- Develop a strong and resilient people, process, and physical infrastructure

To deliver on those goals, the university unveiled UMKC Forward in March 2021: a bold plan to reimagine our future in innovative and creative ways that would grow our excellence and financial stability.

UMKC Forward calls for the university to commit more than $50 million to $60 million over the next five years in five key investments through a plan developed in a long-term collaboration with faculty, staff, students, and stakeholders.

The five investments are:

- **Student Success**
  UMKC’s signature Professional Mobility Escalators™ program is a unique, trademarked system of personalized support and services unlike anything being offered across the U.S. It will provide a dedicated, GPS-guided path from enrollment to workforce, involving mentors from local business and organizations, internships, networking, and employment preparation in key areas of workforce demand: health care, engineering, business, education and law and justice.

- **Faculty Development**
  A new Center for Advancing Faculty Excellence, or CAFE, will feature a comprehensive program of mentoring, development opportunities and resources to support, attract and retain high-quality and engaged faculty.
• **Research Excellence**
  To reach its goal of doubling research expenditures by 2028, UMKC will invest in building up research capacity and infrastructure, identifying high-impact research collaborations, training, and mentoring researchers as well as investing in faculty hiring.

• **Career Expansion**
  UMKC will expand TalentLink, adding a robust offering of badges and certificates alongside high-quality professional, online, and continuing education opportunities meeting in-demand needs for individuals and the companies they work for.

• **Community Engagement**
  UMKC will leverage its incredibly engaged community partners to create a student and faculty engagement network, increasing opportunities for students and faculty to connect with civic and business partners through internships, service learning and research.

Today, university faculty, staff and students are recognized on a global stage for the difference they make, including:

- Twelve students named Fulbright Scholars since 2006
- Named to the top 100 "green campuses" by the Sierra Club
- Six current UMKC faculty have received Guggenheim Fellowships
- $55 million was awarded to UMKC research and related projects in FY 2021 as external grants

The University has an institution-wide commitment to diversity and inclusion and strives to create a welcoming environment where faculty and staff feel valued for their contribution. The successful candidate will have a genuine enthusiasm for students and the University.
The Leadership

UMKC Chancellor C. Mauli Agrawal, Ph.D., is an experienced leader, award-winning educator, engineer, researcher and inventor.

Agrawal’s chancellorship began June 20, 2018, after serving as interim provost at the University of Texas at San Antonio and dean of the College of Engineering. During his tenure as dean, Agrawal led the UTSA College of Engineering to a 40 percent increase in student enrollment, a 50 percent increase in faculty and a 400 percent increase in research funding.

Rooted in Research

Agrawal’s research specializes in orthopedic and cardiovascular biomaterials/implants. He has been published more than 300 times in scientific journals and has authored 29 patents. He is a Fellow of Biomaterials Science and Engineering, the National Academy of Inventors, the American Association for the Advancement of Science and the American Institute for Medical and Biological Engineering. His bioengineering research group has been responsible for establishing three companies in San Antonio.

Humble Beginnings

Agrawal was born in Allahabad, India, as the younger of two siblings. He grew up in a home without television, refrigerator or air conditioning. He was accepted into the Indian Institute of Technology, which had an acceptance rate of 1.5 percent and is considered to be one of the top schools in the country.

After graduating with his bachelor’s degree in technology, he worked for an automobile company in India as an engineer before deciding to pursue advanced degrees in the United States, earning a master’s degree from Clemson University and a doctorate from Duke University, both in mechanical engineering.

Agrawal and his wife of 30 years, Sue, have two children who both graduated from Rice University: Ethan with a degree in chemical engineering, and Serena with a degree in mechanical engineering.
Building a Community of Excellence

Since becoming UMKC chancellor, Agrawal has spent countless hours meeting with faculty, staff, students and alumni about what makes UMKC great and how it can be even stronger. In his first eight months on campus, he announced $40 million in new scholarships, launched two institutes on Data Science and Health Equity, created a task force to examine mental health issues and unveiled a new proposed home for UMKC performing arts programs.

Chancellor Agrawal continues his work to become a part of our university’s vibrant history and build special relationships between UMKC and the Kansas City community.

The Foundation

The UMKC Foundation is an independent, nonprofit organization that operates with its own Board of Directors. Established in 2009, the Foundation exists to encourage gifts and bequests to promote academic achievement, foster research and elevate intellectual pursuits at UMKC. The UMKC Foundation manages an endowment—a collection of hundreds of individually named funds that are invested for growth—and annually distributes earnings providing private support as determined by our donors for University programs, students and faculty. Through the prudent stewardship of donors’ gifts, the Foundation is able
to ensure stability for programs and student financial aid. Since the principal is not spent, endowments generate earnings year after year. Mission and Governance.

**Alumni Relations and Alumni Association**

Alumni Relations supports involvement and engagement of alumni across the university through events, mentorship of students, activities and by serving as a voice for more than 135,000 alumni who graduated from or attended UMKC. Alumni Relations works in conjunction with the Alumni Association to support, strengthen and unite our robust community of UMKC alumni. The Alumni Association works diligently to keep alumni connected and engaged through UMKC’s schools and colleges.

**The Opportunity**

The University of Missouri-Kansas City (UMKC) Foundation and the University seeks a dynamic and experienced Chief Advancement Officer with a strong record of organizational fundraising and fundraising administration. The UMKC Foundation, acting as a separate organization, works collaboratively with all entities to encourage philanthropic support, while carrying out its donors’s wishes, often in perpetuity. The Foundation and the university work in a closely coordinated and cooperative manner to promote a philanthropic culture to benefit the university. Their Mission is to foster a culture that inspires philanthropy to achieve university priorities. The vision is to be the valued and trusted partner that inspires, enlists and unites philanthropic support for Kansas City’s premier urban university.

Reporting to the Chancellor and the Foundation Board of Directors, the Chief Advancement Officer and Foundation President will have broad authority to shape and build an advancement program in the annual fund, corporate and foundation relations, major gifts and gift planning programs, endowment, capital campaigns, alumni and constituent relations efforts, stewardship and advancement services.

**Duties include, but are not limited to:**

- Provide expertise, leadership and executive support to the UMKC Foundation Board of Directors.
Advance the mission, vision, and short and long-term goals of the University in concert with the University Chancellor and senior leaders;

Work closely with the Chancellor in all phases of his advancement and campaign leadership activities;

Serve as a member of the university leadership team and maintain close working relationships with members of the UMKC Trustees, the University’s primary outside support organization and key volunteers, alumni, parents, and friends;

Build and maintain a dynamic group of high net worth individuals and secure major, capital and planned gifts, as well as advanced annual gifts and endowment support;

Participate in strategic discussions and develop programs to strengthen the financial resources of the university;

Create and execute fundraising plans that utilize best practices in annual, major and planned gift programs to meet fundraising goals;

Ensure dynamic processes in all phases of donor qualification, cultivation, solicitation and stewardship;

Prepare for the launch of a capital campaign through comprehensive and effective planning, engagement and execution;

Hire, train, inspire and guide the entire advancement team toward accountable, goal-oriented outcomes;

Develop annual plans and budgets and create and implement an annual and long-term fundraising plan that includes strategies to dramatically increase giving in all sectors and with all vehicles (annual fund, grants, corporate/foundation relations, major, planned, and principal giving and capital campaign);

Engage university colleges, schools and programs to enhance the culture of philanthropy. Maintain close working relationships with faculty, coaches and campus departments whose cooperation is essential to effective outreach and fundraising;

Provide leadership and innovation in the areas of alumni relations, parent relations and other key constituent relations;
Devise and implement effective internal and external messaging and methods of advancement communication;

Serve as an exemplary university advocate with local government, business and corporate partners, and build relationships that closely link the community with the university;

Be active, visible, and involved in the advancement profession by promoting the success of UMKC’s advancement division and ensuring its program has a foundation of innovative, forward-looking best practices;

Embody values of caring, compassion, justice, inclusion, integrity, competence and affirmation;

Treat members of the campus community with fairness, dignity and respect - seeking a spirit of unity and harmony to achieve a common mission;

Availability for extensive travel and all other duties as assigned by the Chancellor and Foundation board.

**Qualifications:**

- A bachelor’s degree is required - advanced degree preferred - and five years of experience as an Advancement/Development officer in a higher education or non-profit organization.

- Experience building and leading a team of fundraising and administrative professionals is essential to fulfilling these responsibilities.

- The successful candidate will display a record of leadership and accomplishment in advancement with a proven track record of fundraising success, especially with campaign planning and execution and in major gift solicitations.

- Strong organizational, supervisory and leadership capabilities are required.
• Successful preparation and solicitation of numerous major and principal gifts and presents a history of building advancement program and fundraising performance with strong experience in writing gift solicitations.

• Exemplary interpersonal skills are essential as is the ability to affect favorably sophisticated volunteers and donors.

• Must be a visible leader both on and off campus.

Statement on Diversity

UMKC values diversity as central to its mission as an urban-serving research university and as a driver of excellence in teaching and learning. UMKC embraces a broad spectrum of diversities, including race, ethnicity, culture, nationality, gender, age, sexual orientation, disability, linguistic ability, learning style, religion, socioeconomic and veteran status, life experiences, educational level and family structure. For more information on our diversity mission, visit the Office of Diversity and Inclusion website.

The Kansas City Metropolitan Area

Greater Kansas City has a well-established reputation for being one of the best places to live and work in the nation. The approximately 1.8 million residents enjoy an affordable cost of living, safe neighborhoods, short commutes, and renowned schools. Named one of the “Top 50 Best Places for Business and Careers” by Forbes, Kansas City offers a vibrant community of professionals working in areas of entrepreneurship, innovation, higher education,
and technology. Kansas City was also recently named the “Coolest City in America” by the Huffington Post (http://www.huffingtonpost.com).

Kansas City is alive with art, dance, theater, eclectic local attractions, international events, and music of all kinds, including jazz, for which Kansas City is famous. Kansas City has four major league athletic teams, including the Super Bowl Champion Chiefs, the World Series Champion Royals, the Sporting KC (men’s professional soccer) and the KC Current (women’s professional soccer), all of which play now or will play in remodeled or new stadium facilities.

Relevant websites that provide meaningful information about the region are as follows:

- City of Kansas City, Missouri  www.kcmo.gov
- Kansas City Convention & Visitors Association  www.visitkc.com
- Kansas City Star Newspaper  www.kansascity.com
Application & Nomination Process

EFL Associates, an executive search firm, is assisting UMKC with its search for this important leadership position. All calls and inquiries should be made through the search firm. Nominations and applications will be held in strict confidence and candidates will remain confidential until the final stage of the search, at which time the express permission of finalists will be obtained before making their candidacy public.

APPLICATION PROCESS

STEP 1: Complete a brief online application (2-3 minutes):
- https://www.surveymonkey.com/r/UMKC-CAO

STEP 2: Send us your résumé or curriculum vitae:
- Send in PDF format please
- Send to ApplyHigherEd@eflassociates.com
- Email subject line should read “UMKC-CAO Application Documents”

KEY DATES

- Application deadline is June 24, 2022
- Semi-Finalist Interviews are tentatively scheduled for late July or early August, 2022
- Campus Interviews are tentatively scheduled for week of August 15-19, 2022
- The desired start date is late September, 2022, but is negotiable

CONFIDENTIAL INQUIRIES:

Steve Waldron, JD
Managing Director, Higher Education Practice
816-945-5423 (direct)
swaldron@eflassociates.com

APPLICATION QUESTIONS & NOMINATIONS

If you would like to provide a nomination, please email all pertinent information (including email address and phone number of the nominee) to:

Ms. Edith Ketay
Project Manager, Higher Education Practice
816-841-4001 (direct)
Edith.Ketay@EFLAssociates