

SEARCH PROFILE:

SENIOR VICE PRESIDENT OF
INSTITUTIONAL ADVANCEMENT



ST. CATHERINE
UNIVERSITY

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St. Catherine University, a Catholic institution founded by the Sisters of St. Joseph of Carondelet, seeks an experienced and innovative leader with strategic vision to serve as Senior Vice President of Institutional Advancement (SVPIA). Under the leadership of its new President, Marcheta P. Evans, PhD, the University seeks a partner who can passionately and effectively articulate the unique mission of St. Catherine University to both internal and external communities.

The successful candidate will be a seasoned fundraising professional who values the importance of providing educational opportunities to a diverse student population, many of whom are first-generation students. The University is seeking an individual with a strong record in fundraising including substantial experience with capital and comprehensive campaigns. Other areas of experience are in major gifts, corporate and foundation relations, oversight of annual funds and special events, alumni relations, and the development of other funding strategies to support institutional initiatives.

Joining the President, the new SVPIA will have the unique opportunity to develop a comprehensive strategic plan for institutional advancement. This is an exciting opportunity for a mission-driven professional who thrives in a dynamic and hands-on leadership environment within an institution that makes a difference in the lives of students and the community. This is a fast-track search and President Evans prefers to have the SVPIA in place or hired as soon as possible.





ST. CATHERINE UNIVERSITY TODAY

One of the largest private women's universities and among the most comprehensive Catholic universities in the U.S., St. Catherine University educates women to lead and influence and prepares students to make a difference in their professions, their communities, and the world through incorporating and emphasizing principles of social justice. The University is home to more than 3,500 students and offers access to 100 academic programs in associate, bachelor's, master's, doctorate, and certificate programs. The undergraduate college at St. Catherine University is one of only four U.S. institutions that is both a women's college and a minority serving institution. With a highly diverse student population, 48% of students in the College for Women are students of color and 35% are the first in

their families to attend college. One hundred percent of first-year students receive some form of financial aid.

In 2009, St. Catherine University moved from college to university status by expanding its structure to a college and school model. The University has three colleges and four schools.

Collaboration among the schools is also apparent in a number of accelerated master's and doctoral programs that build on the University's distinctive reputation for integrating a foundational liberal arts experience with professional training. Integrated Learning at St. Catherine University is a multidimensional expression of an active liberal arts pedagogy.

COLLEGE AND SCHOOL STRUCTURE

The University is organized into four Schools, with each School representing a grouping of academic areas at the institution – the School of Humanities, Arts, and Sciences (SHAS), the School of Nursing, the School of Business, and the Henrietta Schmoll School of Health Sciences. Academic leadership and faculty within the four Schools deliver programs that serve traditional and adult undergraduates as well as graduate students. Programs across the four Schools enroll students from up to three colleges: the College for Women, the Graduate College, or the College for Adults.

College for Women is the heart of St. Catherine University. Students benefit from a unique learning environment that emphasizes women’s ways of knowing, foregrounds the disciplinary and civic tenets of a liberal arts education, and values social justice in teaching and learning. Students can choose from 50 majors and 76 minors, including dual-bachelor’s/graduate degree programs. Two hallmarks of excellence in the College for Women are an outstanding liberal arts core curriculum and the high-impact, nationally recognized Collaborative Undergraduate Research program.

Graduate College welcomes students who have the capacity to develop advanced skills for ethical leadership, critical thinking, applied research, and communication within a variety of programs in healthcare including nursing, education, business, management, social work, library and information science, and organizational leadership. With a focus on social justice and global citizenship, the Graduate College offers women and men more than 20 rigorous programs at the certificate, master’s, and doctoral degree levels. Degree programs are offered on a part- or full-time basis and take advantage of online and on-campus instruction. The Graduate College has grown steadily in recent years with graduate students comprising one-third of the university’s full-time equivalency students.

College for Adults offers students a variety of flexible and affordable options for completing their bachelor’s or associate degree. Completion programs are offered in such in-demand areas as business, health care (nursing and public health), social work, and psychology. Signature associate programs are in healthcare, featuring radiography, physical therapist assistant, and a nationally marketed occupational therapy assistant (OTA) online degree. All programs are flexibly designed with expanded hybrid/online options and support

services tailored to meet the distinctive learning requirements of adult women and men balancing the demands of work, family, and community.

The School of Humanities, Arts, and Sciences (SHAS) is home to more than 25 majors and 30 minors, with some of the most popular programs for students including psychology, English, and biology. Innovative and traditional teaching-learning practices foster the mental agility students need to understand deeply, analyze critically, explore, and assess available solutions, and take effective action in increasingly complex and ever-changing global communities.

School of Business offers the university’s majors in business, communication studies, education and fashion design. The school also offers renowned graduate programs in business administration, organizational leadership, library and information science, management, and education. The School of Business prepares students to become critical, knowledgeable and engaged scholars, and effective, ethical and reflective practitioners.

Henrietta Schmoll School of Health Sciences builds on the University’s longstanding excellence in health sciences and nursing education with its robust offering of nationally known programs at all degree levels. Henrietta Schmoll School of Health Sciences focuses on clinical and ethical reasoning, evidence-based practice, interprofessional education, the use of the latest technologies and creation of innovative healthcare delivery models to develop competent, compassionate professionals. Robust relationships with multiple clinical partners support nearly 10,000 student clinical rotations each year. Program examples from the more than 30 offered include nutrition and exercise science, physical therapy, occupational therapy, diagnostic imaging, and public health.

The School of Nursing is dedicated to holistic learning and committed to excellence and service. With the belief in the value of experiential learning, students in the school of nursing are empowered to succeed with a combination of contemporary nursing knowledge, interdisciplinary collaboration, and state-of-the-art simulation technology. Their strong relationships with the community and partnerships with health organizations provide their graduates with opportunities to lead and influence in nursing and healthcare.





STUDENT POPULATION

As of Fall 2023, the University enrolled more than 3,550 students. Of those, 1,102 students are in the Graduate College, 1,046 students are in the College for Adults (bachelor and associates), and 1,402 in the College for Women.

Students are actively engaged on campus and participate in the 60+ clubs and organizations and 24+ honor societies. Service learning is an integral part of students' education and calls for building inclusive communities, engaging in service to others, and promoting social responsibility. Primarily at the undergraduate level, St. Kate's six residence halls and two apartment buildings house more than 600 students.

The St. Catherine University varsity athletic department is a member of NCAA Division III and the 12 varsity teams compete in the Minnesota Intercollegiate Athletic Conference (MIAC), which is one of the strongest conferences in the nation. The Wildcat athletic teams have grown to both regional and national prominence over the last five years. Multiple

ACCOLADES

- Alumni 57,000 strong around the world
- Ranked No. 53 in Top Performers on Social Mobility (National Universities)
- Ranked No. 3 by bestcolleges.org as Best Colleges for Single Parents
- Ranked No. 3 by NICHE Best Colleges for Nursing in Minnesota
- Top 5% in Best Associate Degree Colleges in the Nation by College Factual

teams have earned regional and national rankings including the golf and softball teams who have achieved top ten national rankings. The growth of the athletic department has played an important role in the overall enrollment strategy. Wildcat student-athletes are equally successful in the classroom as demonstrated by their high retention and graduation rates.

FACULTY AND STAFF

St. Catherine University has 236 full-time faculty and 171 part-time faculty. The faculty are passionate teacher-scholars and teacher-practitioners who resonate with the mission of the University.

St. Catherine University faculty—frequently in collaboration with their students—make rich contributions to scholarship,

creative work, and knowledge generation. Hundreds of publications, presentations, performances, research reports, and working papers are produced each year.

The university has 363 staff who serve the institution with a high level of professionalism and dedication to ensure an optimum student experience.

STRATEGIC PLAN

In 2018, St. Catherine University launched its ten year "Setting Our Sails" strategic plan. Key initiatives include cultivating a dynamic environment that fosters discovery, inquiry, and application in a complex world, graduating successful students while maintaining affordability, expanding academic reach through forging new partnerships, and developing systematic infrastructure to ensure inclusive excellence is integrated into all operations.

The University has instituted an Academic Master Plan (May 2020), an Inclusive Excellence Plan (October 2020) and a Strategic Enrollment Plan (2021). The plans outline strategic direction for the University and center around enhancing the student life experience, innovation in curriculum for today's learner (interdisciplinary clusters and accelerated baccalaureate/master's program), and retention and persistence efforts.



INCLUSIVE EXCELLENCE

As citizens of a diverse world, St. Catherine University is committed to reflecting this diversity among students, faculty, staff, administrators, Board of Trustees, and alumni in participation, policy, leadership, and equity in opportunities. The University seeks to provide an understanding of and respect for human differences as integral to a liberal arts education and as preparation for a

diverse workforce. The St. Catherine University community challenges itself to be welcoming and respectful, while interacting effectively, sensitively, and with humility in an increasingly diverse, global community. The institution believes that all members of the community should have equitable access to education, safety, care, and career regardless of status, position, or privilege.

HISTORY

Formerly the College of St. Catherine, St. Catherine University was founded in St. Paul in 1905 by the Sisters of St. Joseph of Carondelet, under the leadership of Mother Seraphine Ireland with Mother Antonia McHugh, who served as first dean and president. Founded in 17th-century France, the Sisters of St. Joseph are committed to doing “all of which woman is capable, and which will most benefit

the dear neighbor.” The Sisters’ social justice mission of loving God and neighbor without distinction anchors their commitment to respond to the needs of the time. The University is named for St. Catherine of Alexandria, the 4th-century Egyptian philosopher, who suffered martyrdom for her faith.

MINNEAPOLIS AND ST. PAUL

St. Catherine University’s campus is in St. Paul and consists of 110 wooded acres in the Highland Park neighborhood near the Mississippi River. Together, St. Paul and Minneapolis are known as the Twin Cities—recognized nationwide for their robust cultural scene (theater, music, and art), commitment to K-12 and higher education, extensive bike trails and recreation paths, lakes

(more than 900) and overall quality of life. St. Catherine University students enjoy the hundreds of restaurants, concerts, interesting shops and shows, as well as participate in internships in many of the area’s major non-profit organizations, corporations, and top-ranked medical centers.

LEADERSHIP AND GOVERNANCE

The University's administrative leadership includes the senior leadership team, all of whom report directly to the President:

- Co-Provost and Senior Vice President for Academic Programs and Faculty Affairs
- Co-Provost and Senior Vice President for Academic Operations and Student Success
- Senior Vice President and Chief Information Officer
- Senior Vice President, Chief Financial Officer, Treasurer, and Corporate Secretary
- Senior Vice President for Strategy, Enrollment and Growth
- Senior Vice President of Equity and Belonging
- Senior Vice President for Institutional Advancement

The institution is governed by a 25-member Board of Trustees. Among the board members are leaders in finance, law, health care, manufacturing, non-profit service, Catholic mission, and education; the Board includes six Sisters of St. Joseph of Carondelet.



President Marcheta Evans, Ph.D

FINANCIAL OVERVIEW

The university's current annual operating budget is approximately \$83 million. The budget is heavily tuition-dependent, which requires attention to strong enrollment and net tuition revenue as well as stewardship of expenses. All first-year undergraduate students receive financial aid.

As of June 2024, the endowment stands at approximately \$219.6 million, and the University holds another \$21 million

in other investable assets. The University carries approximately \$96 million in debt. For the fiscal year ending May 31, 2023, total assets were approximately \$333 million and total debt was approximately \$75M. New debt financing supports campus renovations most notably Mendel Hall. This science building renovation was also part of the last campaign. St. Kate's maintains an investment grade rating of Baa1 with Moody's.





SENIOR VICE PRESIDENT OF INSTITUTIONAL ADVANCEMENT

The SVPIA is responsible for the leadership, strategy, and oversight of all internal and external relationships that help advance the University. This includes all fundraising initiatives, grant writing, alumni relations, internal and external communication functions, university events, and the O'Shaughnessy Performing Arts Center. The SVPIA collaborates regularly with the Board of Trustees, the President, her Cabinet, key faculty and staff, alumni, and corporate and foundation partners to inform and develop a comprehensive institutional advancement strategy for St. Catherine University.

The new SVPIA must be a hands-on leader capable of building and developing a strong team and being directly involved in day-to-day operations. Currently, there are 38 full-time professional staff members in the advancement division.

The SVPIA will also have the opportunity to collaborate with a committed and dedicated Board of Trustees who understand the need to develop a robust and successful office of advancement. The SVPIA will also staff two Board committees. The Board expects the new SVPIA to provide direction and leadership to maximize the talents, resources, and expertise of Board members, and to increase fundraising, community partnerships, and engagement with

the campus community.

St. Catherine University has a strong history of generous philanthropic support from alumni, friends, the Sisters of St. Joseph of Carondelet, foundations, and corporations. The University's most recent comprehensive campaign, *LEAD & INFLUENCE: Campaign for the Next Level of Excellence*, was the most ambitious campaign in the university's history, with a goal of \$130 million. The campaign successfully concluded at \$149 million at the end of 2023. The campaign focused largely on student scholarships and high-impact offerings such as global studies, undergraduate research, the Honors program, student fellowships, career and professional development, faculty support, and two significant capital projects—the Mendel Science Building renovation and Chapel restoration. Over 15,750 donors participated in the campaign, including 1,100 donors who have made a gift every year for the last ten years. Additionally, over 50% of faculty and staff contributed to the campaign.

On average, annual gifts and pledges from primary donor groups have totaled \$20 million per year over the last three years, representing a significant increase from the previous annual range of \$8 to \$11 million.

DESIRED SKILLS AND CHARACTERISTICS

The University seeks a Senior Vice President of Institutional Advancement who has achieved success in positions of increasing responsibility. The successful candidate must have an earned master's degree and enthusiasm for the mission and values of St. Catherine University. Experience in and understanding of the philanthropy in the Twin Cities and a proven track record of philanthropic success are preferred. Very importantly, candidates must demonstrate extensive experience managing comprehensive and capital campaigns. This includes the ability to plan, execute, and oversee large-scale fundraising efforts that involve multiple phases and a wide range of stakeholders.

In addition, the next SVPIA will possess many of the following characteristics:

- Extensive experience in—and a passion for—fundraising and donor cultivation, with a proven track record of securing substantial gifts, preferably for educational institutions.
 - Commitment to a culture of excellence and growth, including enhancing the abilities of the President, senior colleagues, and the institutional advancement team.
 - Partnering with the President to promote a culture of philanthropy within the University community.
 - Engagement with the Board of Trustees in a diverse portfolio of advancement efforts.
 - Strong leadership and change management skills, with the ability to effectively lead a dedicated staff to execute both short- and long-term priorities to maximize results with limited resources.
 - Appreciation for Catholic higher education and enthusiasm for advancing the mission of the University, particularly as a Catholic institution.
 - Financial acumen and budget management skills, with the ability to make data-informed decisions in resource-constrained environments.
- Ability to build and maintain collaborative relationships with internal and external partners, fostering a culture of philanthropy, engagement, and stewardship, particularly in the local community and region.
 - Experience across the spectrum of advancement operations, including planning, donor prospecting, gift solicitation, and stewardship at various levels (annual giving, planned giving, major gift development and acquisition, etc.).
 - Familiarity with grant writing and securing funding from foundations and government agencies, maximizing available sources of support.
 - Knowledge of emerging trends in philanthropy and fundraising techniques, with a willingness to adapt strategies to stay ahead in a competitive fundraising landscape.
 - Understanding of alumni relations and the importance of fostering alumni engagement through targeted programs, events, and communications.
 - Exceptional communication and interpersonal skills, with the capacity to engage with diverse stakeholders, including students, alumni, donors, faculty, and community members in various forms (writing, speaking, one-on-one, etc.).
 - High ethical standards and a commitment to transparency and accountability in all fundraising activities, ensuring compliance with relevant laws and regulations.
 - Ability to learn quickly and translate ideas into action promptly, with a thoughtful, consultative, and decisive decision-making approach.
 - A collaborative style marked by enthusiasm, a positive approach, resilience, humility, and trust.





APPLICATIONS, NOMINATIONS & INQUIRIES

The search for St. Catherine University's next Senior Vice President for Institutional Advancement is being assisted by Maya Ranchod Kirkhope at Academic Search. Applications, nominations, and expressions of interest can be submitted in confidence to StKateSVPIA@academicsearch.org.

Applications should consist of a detailed letter of interest that describes the candidate's interest and alignment with the agenda for leadership, and a current curriculum vitae, sent as separate PDFs.

Though applications will continue to be accepted until the position is filled, only those materials received by **September 27 2024**, are assured full consideration.

For more information about St. Catherine University, please visit <https://www.stkate.edu/>.

St. Catherine University is an equal opportunity employer. Our commitment to inclusion reflects the central value of the Sisters of St. Joseph of Carondelet to "love of neighbor without distinction" and provides a learning and working environment that is enriched by the diversity of all our members. Individuals of religious, racial, ethnic, gender identity, nation of origin, or disability groups that have traditionally had less representation in higher education are encouraged to apply. Should you need an interview accommodation please contact us at hr@stkate.edu or 651-690-6565.

ABOUT ACADEMIC SEARCH

Academic Search is assisting St. Catherine University in this work. For more than four decades, Academic Search has offered executive search services to higher education institutions, associations, and related organizations. Academic Search was founded by higher education leaders on the principle that we provide the most value to partner institutions by combining best practices with our deep knowledge and experience. Our mission today is to enhance institutional capacity by providing outstanding executive recruitment services, executive coaching, and transition support, in partnership with our parent organization, the American Academic Leadership Institute.

