SEARCH PROSPECTUS:
VICE CHANCELLOR FOR INSTITUTIONAL ADVANCEMENT

NC Central University
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North Carolina Central University (NCCU), a top-ranking regional university in the South and historically black university, is located in Durham, North Carolina, and adjacent to Research Triangle Park. One of 17 constituent institutions in the University of North Carolina System, NCCU has an enrollment of 8,011 students from North America, Africa, Asia, South America and Europe. The university offers bachelor’s degrees in 100 disciplines, master’s degrees in more than 40 areas, and a Ph.D. in Integrated Biosciences.

NCCU’s signature graduate and undergraduate degrees are housed in seven colleges and schools: College of Arts and Sciences; College of Behavioral and Social Sciences; School of Business; School of Education; School of Graduate Studies; School of Law; and School of Library and Information Sciences.

Identified as a Community Engaged Institution by the Carnegie Foundation for the Advancement of Teaching, the NCCU community lives by the institution’s motto of “Truth and Service.” It became the first state-supported university in North Carolina to require community service for graduation. On average, students contribute more than 199,000 public service hours, which is valued at more than $5 million dollars in return to the surrounding economy.

NCCU is a leader in the scientific study of health disparities, offering students the opportunity to gain laboratory skills and experience working with faculty researchers and pharmaceutical and biotechnology industry professionals. The Biomanufacturing Research Institute and Technology Enterprise (BRITE) and Julius L. Chambers Biomedical/Biotechnology Research Institute (BBRI) collaborate frequently with pharmacy and biotech companies in and outside of the Research Triangle region. In 2017-2018, the university generated more than $26.8 million in grants and other funding for sponsored research to support groundbreaking research into health issues that disproportionately affect minority and underserved populations, including Type 2 diabetes, cardio-metabolic diseases, as well as prostate, breast and pancreatic cancers.

NCCU is accredited by the Southern Association of Colleges and Schools Commission on Colleges.

The university seeks a VCIA with a proven record of fundraising and leadership success, to deliver the quantum leap in fundraising required by the University’s strategic plan. The position reports to the Chancellor, and has a start date of July 1, 2020, or as soon thereafter as is feasible.
North Carolina Central University, with a strong tradition of teaching, research, and service, prepares students to become global leaders and practitioners who transform communities. Through a nationally recognized law school, highly acclaimed and innovative programs in visual and performing arts, sciences, business, humanities and education programs, NCCU students are engaged problem solvers. Located in the Research Triangle, the university advances research in the biotechnological, biomedical, informational, computational, behavioral, social and health sciences. Our students enhance the quality of life of citizens and the economic development of North Carolina, the nation and the world.

MISSION

In 1910, Dr. James E. Shepard, a Durham pharmacist and religious educator, opened the National Religious Training School and Chautauqua for the Colored Race and declared its purpose to be “the development in young men and women of the character and sound academic training requisite for real service to the nation.”

The institution struggled financially in its early years. In 1915, it was sold and reorganized, then becoming the National Training School. In 1923, the state legislature appropriated funds to buy the school and renamed it the Durham State Normal School. Two years later, the legislature converted the institution into the North Carolina College for Negroes, dedicating it to liberal arts education and the preparation of teachers and principals. The college thus became the nation’s first state-supported liberal arts college for black students.

In 1939, the college offered its first graduate-level courses in the arts and sciences. The School of Law opened in 1940, followed in 1941 by the School of Library Science. In 1947, the legislature changed the name to North Carolina College at Durham. Shepard served as president until his death in 1947.

North Carolina College at Durham became North Carolina Central University in 1969. On July 1, 1972, all the state’s public four-year colleges and universities were joined to become the Consolidated University of North Carolina. The university will commemorate its 110 anniversary on July 5, 2020.
Johnson O. Akinleye, Ph.D., was appointed as the 12th Chancellor of North Carolina Central University (NCCU) on June 26, 2017.

Under Dr. Akinleye’s leadership, NCCU’s enterprise has expanded significantly. Among his accomplishments has been an increase in university enrollment to over 8,000 students in undergraduate, graduate and professional programs, in both on campus and online programs, resulting in the largest number of graduates for a fall Commencement exercise. Dr. Akinleye has led the development of five new major capital projects, including a new Student Center, new School of Business and a public-private partnership that is building three new residence halls. Additionally, he was instrumental in securing approval for NCCU’s Millennial Campus Designation in October 2018, making the institution the first Historically Black College and University in the University of North Carolina System to gain the designation as a single institution. Dr. Akinleye led the development and implementation of a new five-year strategic plan covering 2019-2024, Charting a New Landscape for Student-Centered Success, as well as a new 10-year master plan. He also has executed a comprehensive $3 million campus security initiative that invests in the safety and security of NCCU students, faculty, staff and visitors.

During the 2017-2018 academic year, Dr. Akinleye’s institutional vision led NCCU to become one of two institutions in the University of North Carolina System to meet all the university’s performance metrics as part of the System’s Higher Expectations Strategic Plan. With a focus on increasing the institution’s sponsored research and grant totals, Dr. Akinleye invested in NCCU’s research institutes, which generated a record $33.1 million in grants and other funding for sponsored research during the 2018-2019 academic year.
ABOUT DURHAM

North Carolina Central University is in Durham, in the eastern part of North Carolina's Piedmont region. With the opening of the Research Triangle Park (RTP), Durham has become a global center for information technology, biotechnology, pharmaceuticals, and medicine. The City of Durham is known as the “City of Medicine,” with healthcare as a major industry. Durham is on two Interstate highways, I-40 and I-85, and is served by Raleigh-Durham International Airport. Durham is also home to Duke University.

A wide variety of cultural and educational resources are accessible to NCCU students. Musical organizations and activities in the area include blues, jazz, and gospel festivals, community bands, symphony orchestras and choral societies. Museums dedicated to art, the sciences, history and other topics are in the region, as are theaters performing both classical and contemporary drama.

Durham is the primary beneficiary of North Carolina Central University’s innovative Community Services Program, which insures that NCCU students have experience with voluntary public service. NCCU students serve as tutors in local schools, help build Habitat for Humanity housing, assist with a variety of youth programs, promote the causes of nonprofit service agencies, and volunteer in a variety of other endeavors as they meet the university’s standard of 15 hours of community service per semester.

For additional information about the city of Durham, visit https://durham-nc.com.
The Vice Chancellor for Institutional Advancement at North Carolina Central University is the leader of the Division of Institutional Advancement, one of four divisions at the university. The VCIA manages the overall operation of fundraising efforts for the university, builds and cultivates corporate partnerships, and supports and galvanizes alumni.

The Division of Institutional Advancement advances a culture of philanthropy through the engagement of alumni, faculty, staff, students, parents, and friends (both individually and in the corporate community) in support of the University’s mission of preparing students to become global leaders and practitioners who transform communities. The VCIA manages a team of 18 staff members, which includes liaisons to the academic colleges.

Over the last six years, the Division of Institutional Advancement achieved several important accomplishments:

- Increased its endowment from $36 million to $54 million;
- Galvanized alumni to support their alma mater financially, especially millennials. During the 2019 Ultimate Homecoming Experience, the class of 2014, who graduated just five years ago, presented a class gift of $53,822, a record for any millennial class;
- Converted existing corporate relationships to formal partnerships with the goal of providing market-ready students with internships and ultimately full-time positions. A few partners include PNC, HomefreeUSA and Blue Cross Blue Shield NC;
- Established the “Every Eagle. Every Year” giving campaign, which encouraged the NCCU community and supporters to continue the legacy and tradition of providing students with a quality education;
- Launched the “I Love My 1910” giving campaign in partnership with the Division of Student Affairs to cultivate a culture of philanthropy among students that will continue post-graduation.

- Consistently met and/or surpassed annual giving goals;
- Launched the annual Report on Philanthropy in partnership with the Office of Communications and Marketing, which pays tribute to donors and shares profiles of alumni who established endowments as well as student recipients.
The next VCIA will have the opportunity to shape the future of institutional advancement at North Carolina Central University. He or she will join Chancellor Akinleye’s leadership team at an exciting time, as the university is growing in both enrollment and program offerings. Additionally, the VCIA will enhance the university’s contribution to the Research Triangle region, the state, and the mission of the University of North Carolina System. In addition to undertaking the regular duties and responsibilities of the office, the new VCIA will have the opportunity to advance several areas of strategic importance as NCCU unveiled a new strategic plan, “Charting a New Landscape for Student-Centered Success 2019-2025.”

Among the key areas of emphasis will be building the advancement infrastructure with the ultimate goal of launching a capital campaign. Recent efforts have focused on developing alumni giving, and increasing the endowment. The next Vice Chancellor will lead the development of the university’s capacity to undertake a capital campaign.

The VCIA will look locally, nationally and globally to build an expanded base of philanthropic support and partnerships. A further area of emphasis will be developing corporate giving at NCCU. Located in North Carolina’s Research Triangle, NCCU is surrounded by a robust corporate community. The institution has to aggressively compete for corporate philanthropy from other universities in the region, but has the distinct advantage of its unique mission, as well as its impressive research activity. The next VCIA will leverage these advantages to increase corporate giving. Additionally, the VCIA will strengthen the collaboration with Academic Affairs and engage with the Provost, deans, department chairs, faculty and senior staff, and alumni as partners in fundraising.

A third area of focus will be continuing to develop the university advancement team at NCCU, by strengthening connections and coordinating and collaborating on efforts across the university’s divisions.

Finally, with over 37,000 alumni committed to the university’s future, the development and implementation of a legacy giving program is an untapped area of opportunity for NCCU. It will be a priority for the next VCIA to cultivate a comprehensive legacy gift program that assists alumni and friends in underwriting gifts in the form of life insurance, annuities, trusts, and other financial instruments.
North Carolina Central University seeks an accomplished, energetic, and outgoing leader with excellent collaborative and consensus-building skills to serve as its next Vice Chancellor for Institutional Advancement. It is imperative that the next VCIA have the following minimal qualifications:

- An established and proven track record of fundraising success
- Leadership experience in complex institutions or organizations

**REQUIRED QUALIFICATIONS**

- Master’s degree. Bachelor’s degree may be considered with significant equivalent experience.
- 7-10 years of senior level experience in fundraising management and institutional advancement
- Career history that shows progressive increasing responsibility in advancement or fund raising or related field

**DESIRED CHARACTERISTICS**

- A post graduate degree is preferred
- Demonstrated ability and experience to plan, manage and successfully execute a major capital campaign
- Demonstrated expertise in national best practices in institutionally-related fundraising to implement multiple simultaneous strategies effectively for fund raising across planned gifts, foundation gifts, corporate gifts, major gifts, and annual gifts
- Outgoing, energetic, affable leadership style
- Political savvy and proven leadership to understand and navigate a unique academic community in order to build bridges and strong collaborative relationships with the between the central development (advancement) operation, university foundation, academic affairs and university affairs
- Demonstrated institutional advancement personnel management experience
- Demonstrated experience shaping the use of information systems and data-driven planning and decision-making skills to meet strategic goals
- Experience transforming an organization and leading organization change to improve advancement and development
- Experience making connections to and working with businesses and local community constituents.
- Donor stewardship experience and skills
- Understanding of and appreciation for the culture of NCCU, and HBCUs generally

- Ability to build and manage a strong infrastructure to include communications, gift administration, stewardship, prospect management, alumni relations, events, budgeting, grants and information technology
- Demonstrated success in personally cultivating, soliciting and stewarding major 6 or 7-figure gifts from individuals, foundations and corporations
- Ability to provide counsel and support to the Chancellor, the chief Fundraiser and Spokesperson for the university, in the preparation, cultivation and solicitation of major gifts
- Excellent communication and public speaking skills
- Demonstrated team-building skills
APPLICATION AND NOMINATION PROCEDURE

The search is being assisted by Academic Search, Inc. For a confidential discussion of this position prior to applying or nominating, please contact Senior Consultants John W. Garland, Esq. at john.garland@academicsearch.org or Dr. Eric Richtmyer at eric.richtmyer@academicsearch.org. Phone inquiries can be made at 202-332-4049.

The position will remain open until filled, but only applications received by March 17, 2020 can be assured full consideration. Materials should include 1) a letter of interest addressing how the applicant meets the qualifications and the responsibilities described above, 2) a curriculum vitae or resume, and 3) a list of at least five professional references with contact information and a note explaining their relationship to the candidate.

Materials may be sent to:

NCCUVCIA@academicsearch.org.

North Carolina Central University values diversity and is committed to equal opportunity for all persons regardless of age, color, disability, ethnicity, marital status, national origin, race, religion, sex, sexual orientation, veteran status or any other status protected by law. Moreover, North Carolina Central University is open to people of all races.
ABOUT ACADEMIC SEARCH

Academic Search, Inc. is assisting North Carolina Central University in this work. For more than four decades, Academic Search has offered executive search services exclusively to institutions of higher education. Academic Search was founded on the principle of strengthening higher education leadership through professional search services. We are the only search firm in the nation with a formal relationship to a premier leadership development program. As the subsidiary of the American Academic Leadership Institute (AALI), Academic Search provides substantial financial support to a number of leadership identification, development, and support programs across all sectors of public and private higher education. For more information, visit http://www.academicsearch.org/.

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