

UNIVERSITY *of* WASHINGTON



**SENIOR VICE  
PRESIDENT  
FOR UNIVERSITY  
ADVANCEMENT**

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LEADERSHIP PROFILE

**BE BOUNDLESS**  
FOR WASHINGTON

FOR THE WORLD





**The University of Washington is seeking applications and nominations for the position of Senior Vice President for University Advancement.**

**ABOUT THE POSITION**

The University of Washington is seeking a creative, inclusive, strategic and collaborative leader to serve as the next Senior Vice President for University Advancement. Under the leadership of its retiring Senior Vice President, University Advancement has blazed a trail in establishing an integrated advancement program that works in strategic alignment and close collaboration with the University's schools, colleges, campuses and programs. University Advancement comprises alumni and stakeholder engagement, development, and communications and marketing, working as one team. This structure of integration and partnership has been the foundation for broad success across the organization. The next Senior Vice President will have an opportunity to build on this excellence while leading a team in identifying and capitalizing on opportunities for increased impact in support of the University's mission.

The next Senior Vice President for University Advancement will address a wide range of opportunities and challenges to enable the UW to meet its aspirations, most notably:

- Advancing the UW's impact by growing its reputation, financial resources and community engagement

- Driving multi-stakeholder strategy to influence and create alignment around University and unit priorities, maximizing their impact
- Furthering a culture of continuous improvement and bold innovation
- Curating a path for stakeholders' profound engagement with the University — connection, community and contributions in all forms
- Nurturing and deepening the synergies resulting from the full integration of the three disciplines of advancement, and infusing this integration throughout the institution
- Investing in and supporting the people who constitute University Advancement, with a deep commitment to team culture and an understanding that our people are the drivers of our success

Reporting to President [Ana Mari Cauce](#), the Senior Vice President oversees the integrated University Advancement team. Operating in a centralized-decentralized model, this leader works closely with institutional and academic leadership across all three campuses to advance the UW's impact by supporting institutional and school/college/campus priorities.



The Senior Vice President represents University Advancement to the broader UW community, manages a budget of approximately \$90 million and oversees seven direct reports:

- Vice President for Alumni and Stakeholder Engagement
- Vice President for Development
- Vice President for Marketing and Communications (joint report to the President)
- Associate Vice President for Advancement Operations
- Associate Vice President for Campaigns and Emerging Initiatives
- Principal Analyst
- Executive Assistant

## QUALIFICATIONS AND CHARACTERISTICS

A bachelor's degree is required; an advanced degree is a plus. Desired qualifications include:

- Prior administrative and leadership experience in a large, complex higher-education environment, including evidence of vision and effective strategic planning and implementation
- An understanding of the importance of, and demonstrated success in, promoting diversity and inclusion among staff and volunteers
- A history of creative, inclusive, strategic and collaborative work
- Demonstrated commitment to fostering collaboration across advancement disciplines
- Demonstrated success developing and deepening authentic relationships with a wide array of internal and external stakeholders
- Demonstrated success securing principal gift private support
- A leadership style based on integrity, transparency and inclusiveness, with a proven ability to influence others beyond formal authority
- Demonstrated ability to strategically manage human, financial and information resources
- Exceptional interpersonal, written and oral communication skills
- Experience with multibillion-dollar campaigns, Division I athletics and high-performing, complex academic medical centers is preferred

## UNIVERSITY ADVANCEMENT

The University of Washington is supported by an exceptionally high-performing advancement team of 600+ full-time employees. University Advancement integrates alumni and stakeholder engagement, development, and marketing and communications in collaboration with advancement operations — one of the few university organizations to do so. These University-wide functions work in close partnership with school/college/campus (“unit”) advancement teams. Together, they support University and unit priorities. College and school leaders contribute nearly a third of the total budget. The independent, nonprofit 501(c)(3) UW Alumni Association is strategically aligned and administered in partnership with University Advancement and the UW.

University Advancement's values exemplify its approach: It starts with me; our best work is done together; we create impact.

Our comprehensive campaign, Be Boundless — For Washington, For the World, is the largest in public higher education. We reached our \$5 billion goal two years ahead of schedule, and the campaign continues through June 30, 2020, with a focus on funding unmet priorities and securing support for students and faculty. As of January 2019, campaign progress stands at \$5.3 billion.







# THE UNIVERSITY

**As one of the world's leading public research universities, the University of Washington is driven by a determination to serve the greater good.**

## ABOUT THE UNIVERSITY OF WASHINGTON

The University of Washington is among the world's preeminent public research universities, ranked No. 10 among all global universities in 2019 by U.S. News & World Report and first among all public universities in the nation in federal research dollars received. The UW is a significant contributor to the economic vitality of the nation and the workforce needs of Washington state and the Pacific Northwest. The UW's FY 2019 budget is \$7.84 billion.

With campuses in Seattle, Bothell and Tacoma — as well as an expanding presence in Spokane and a global network of programs and outreach, including the Global Innovation Exchange (GIX) — the UW educates more than 59,000 students annually. The UW's three campuses offer more than 613 degree options across 312 programs for undergraduate, graduate and professional students.

More than 50,000 people participate in UW continuing education, including professional and certification courses, summer youth programs, international and English language courses, and lifelong learning.

The UW's collective vision is to be the greatest public university in the world, as measured by our impact. The University

offers a comprehensive portfolio of undergraduate, graduate, professional and cocurricular programs that prepare and engage Washington's and the world's most promising students. The UW is a thriving center of education, research and innovation in multiple fields, and it attracts exemplary faculty and a highly diverse student population.

The UW is home to six renowned health science education programs: medicine, dentistry, pharmacy, nursing, social work and public health. The highly ranked School of Medicine currently serves as a community-based medical school for Washington, Wyoming, Alaska, Montana and Idaho — the WWAMI program, which includes partnerships with the five states and higher-education institutions across the region. UW Medicine and UW health sciences professionals support a world-class health-care system that serves the people of Washington and the surrounding region.







## SERVING WASHINGTON AND THE WORLD

Our students, faculty and staff are united by a steadfast belief in the power of possibility. The UW provides boundless opportunities for students while making a profound impact on the lives of people in the Puget Sound region, across the state of Washington and around the globe.

Located a few miles from downtown and surrounded by the Puget Sound, two mountain ranges and miles of forests, the UW's historic campus in Seattle exemplifies the beauty of the Pacific Northwest, from the blossoming cherry trees on the Quad to Red Square's majestic view of Mount Rainier. Thousands of UW students live on campus or in nearby residences.

### Seattle campus colleges and schools:

- College of Arts & Sciences
  - Henry M. Jackson School of International Studies
- College of Built Environments
- College of Education
- College of Engineering
  - Paul G. Allen School of Computer Science & Engineering
- College of the Environment
- Evans School of Public Policy and Governance
- Foster School of Business
- Graduate School
- Information School
- School of Dentistry
- School of Law
- School of Medicine
- School of Nursing
- School of Pharmacy
- School of Public Health
- School of Social Work

Adjacent to campus, the University District is an eclectic mix of historic sites, restaurants, shops and a rapidly developing tech sector that the UW is fostering by supporting startups and strong partnership with the city and the neighborhood.

## CHALLENGING THOSE WHO DARE TO DO

With a proud history of educating leaders, thinkers and doers, the UW's Seattle campus includes 18 colleges and schools offering an extraordinary range of programs for undergraduate, graduate and professional students. At the educational core of the University is the College of Arts & Sciences, where nearly 60 percent of all undergraduates earn their degrees from among 40 departments.

## SNAPSHOT

### ENROLLMENT

42,578 undergraduates  
 16,685 graduate / professional students  
**59,263 total**

### DEGREES AWARDED, 2017-18

11,095 bachelor's  
 4,529 master's  
 821 doctoral  
 551 professional  
**16,996 total**

- **73 percent** of undergraduates are Washington state residents.
- **19.3 percent** of U.S. students in the 2018-19 freshman class are underrepresented minorities.
- **More than 32 percent** of incoming freshmen across all three campuses will be first in their families to earn a bachelor's degree.
- **53 percent** of UW undergraduates receive some form of financial aid, totaling more than \$420 million in FY 2018-19.
- **32 percent** of UW undergraduates — **nearly 10,000** — are eligible for the **Husky Promise**, which covers the tuition and fees of students with financial need.
- Since the **Husky Promise** began in 2007, **more than 40,000** UW students have received support from the program.





## UW BOTHELL

As one of the fastest-growing and most diverse university campuses in the state, UW Bothell offers high-demand degree programs with an emphasis on student-faculty interaction and critical thinking. Hosting nearly 6,000 students, UW Bothell's breathtaking campus includes the state's most successful wetlands restoration site, providing unique educational and research opportunities.

### *UW Bothell's schools include:*

- School of Business
- School of Educational Studies
- School of Interdisciplinary Arts & Sciences (IAS)
- School of Nursing & Health Studies
- School of Science, Technology, Engineering & Mathematics (STEM)

## SNAPSHOT

- **99 percent** of UW Bothell's incoming first-year students are from Washington state.
- **50 percent** of all UW Bothell students are first-generation college students.



## UW TACOMA

At UW Tacoma, students become engines of change for themselves, their families and their communities — and this urban-serving university has become an engine for the revitalization of historic downtown Tacoma. Of UW Tacoma's 5,375 students, 10 percent receive veterans benefits, and the university is recognized as a “veteran-supportive campus.”

### *UW Tacoma's schools and programs include:*

- School of Education
- School of Engineering & Technology
- School of Interdisciplinary Arts & Sciences
- Milgard School of Business
- Nursing & Healthcare Leadership Program
- Social Work & Criminal Justice Program
- Urban Studies Program

## SNAPSHOT

- **93 percent** of UW Tacoma students are from Washington state.
- **59 percent** of UW Tacoma students are first-generation college students.





# SEATTLE AND THE PUGET SOUND REGION

**What do biotech, Pearl Jam and Starbucks have in common? They're all icons of the Emerald City: a thriving urban hub, technology hotspot, and cultural and philanthropic center that continues to attract the world's best and brightest.**

Seattle is one of the nation's fastest-growing cities, and its success is integral to the UW. Thousands of UW alumni and friends have partnered with the UW to develop the business, industrial and creative legacy of the Puget Sound region. Home to Amazon, REI, Microsoft, Boeing, Costco and Starbucks, the Seattle area offers a vibrant, innovative and fast-paced environment.

Hundreds of independent philanthropic foundations anchor our region's strong culture of giving and civic duty. Seattle-rooted giants in the field include the Bill & Melinda Gates Foundation, the Washington Research Foundation, PATH, the Marguerite Casey Foundation and the Paul G. Allen Family Foundation. As the gateway to the Pacific Rim, Seattle has a unique history of expanding that legacy across Asia through relationships with businesses, organizations and educational partners.

## LIVING IN SEATTLE

With a metropolitan population of nearly 4 million, Seattle is ranked regularly as one of the country's most livable cities. The city and surrounding area have many public and private K-12 school options, as well as excellent health care and public

transportation. The UW is home to UW Medical Center and Harborview Medical Center, both renowned for their research-based clinical care. Commuting by public transit is easy and convenient, as Link light rail runs from Sea-Tac International Airport through downtown to the UW campus, and several bus lines serve the UW. The Burke-Gilman biking and walking trail winds through campus, which offers nearly 10,000 parking spaces for bikes.

Seattle is a city of neighborhoods, each with its own character and housing style, from turn-of-the-century bungalows to midcentury ramblers to modern townhouses and apartments. Seattleites love to read — Seattle Public Library and King County Library System are in the top five libraries for digital checkouts, according to OverDrive digital distribution platform. And it's a great place for animal lovers: The Seattle Humane Society places 7,000 rescue pets each year.

Outdoor recreation and sports opportunities abound. Lake Washington and Lake Union host sailing, kayaking and paddleboarding; skiing, snowboarding and snowshoeing are just a short drive away at Snoqualmie Pass. In addition to Husky athletics, Seattle serves as home base for the NFL's Seahawks, Major League Baseball's Mariners, WNBA's Seattle Storm and the Seattle Sounders soccer team.

Seattle's weather is temperate. The average high temperature in July is around 72 degrees, while the average low in January is 36. And it's drier than you might think: Seattle gets 34 inches of rain a year — less than New York City, which averages 46 inches a year.





# UW

# PROCEDURE FOR CANDIDACY

## Review of candidates will begin in April 2019.

The search firm of Isaacson, Miller is assisting the University of Washington with its recruitment of a new Senior Vice President for University Advancement. The selection process is governed by an Advisory Search Committee consisting of a diverse mix of UW constituents. All deliberations of the committee are conducted with full confidentiality for candidates.

The Advisory Search Committee invites nominations, applications (a letter of interest, diversity statement, comprehensive curriculum vitae, and the names and contact information for five or more references) or expressions of interest to be submitted to Isaacson, Miller. Electronic submissions preferred. Confidential review of materials will begin immediately and continue until the position is filled.

Visit [uw.edu/president/advancement-search](http://uw.edu/president/advancement-search) for more information.

**Confidential inquiries, nominations and application materials should be directed to:**

**Jack Gorman, Partner**

617-262-6500

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[imsearch.com/search-detail/S6-993](http://imsearch.com/search-detail/S6-993)

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*The University of Washington is an affirmative action and equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, gender expression, national origin, age, protected veteran or disabled status, or genetic information.*