

# Farmingdale State College

State University of New York

## Vice President for Philanthropy and Alumni Engagement

**Farmingdale State College**, a nationally ranked college on a trajectory of growth and improvement, seeks the next **Vice President for Philanthropy and Alumni Engagement**. The College is seeking a leader who can build and guide the strategic vision for Farmingdale's continued success. The new Vice President will join what many describe as the Farmingdale family, where students are the first priority and creative ideas come to fruition.

**The Position:** As a member of the President's Cabinet, the Vice President for Philanthropy and Alumni Engagement works collaboratively with the Provost and the Vice Presidents for Administration and Finance, Student Affairs, and Institutional Advancement (which oversees admissions, marketing, and government relations) to fulfill the College's mission, ensure endowment growth, and promote an environment of continuous improvement. Reporting directly to the President, this senior administrator serves as the Executive Director of the College Foundation to develop, implement, and manage comprehensive programs in alumni affairs, donor cultivation, and philanthropy. The Vice President ensures a coordinated and measurable approach to development that supports the College's top strategic priorities. Supervising nine staff, the Vice President for Philanthropy and Alumni Engagement oversees and works closely with the College Foundation and the Alumni Association while serving as the liaison to the private sector. Active in the College and surrounding community, the Vice President will participate in the identification, solicitation, and stewardship of major gifts, embark on a major gifts campaign, relaunch the College's annual fund initiative, and create additional fundraising opportunities. The College has a distinguished history of building relationships with businesses and industries. This history, and the College alumni base of more than 94,000, makes this an outstanding opportunity for a development professional to grow and excel.

**The Foundation:** The College Foundation is a not-for-profit corporation that provides financial assistance in advancing the purposes and development of Farmingdale State College. The Foundation provides scholarships, faculty development grants, and supports programs and projects not funded by the State budget. The Foundation also receives gifts and bequests from individuals, foundations, and other organizations and institutions. The current endowment for the College Foundation is approximately \$7.5 million for the fiscal year which ended June 30, 2019.

**The Institution:** Farmingdale State College, founded in 1912 and located in the heart of Long Island, is one of the fastest-growing colleges in the region and in the State University of New York system. Farmingdale State College is a thriving institution with robust enrollment, expanding academic programs, new and renovated infrastructure, and excellent student outcomes. With nearly 10,000 students, Farmingdale is the largest college of applied science and technology in the SUNY system with a focus on STEM education and equipping students with the knowledge and critical thinking skills sought by contemporary employers. Through its Schools of Business, Health Sciences, Engineering Technology, and Arts and Sciences, the College offers 38 undergraduate degree programs and a Masters of Technology Management program. Farmingdale is enjoying unprecedented success in introducing new, distinctive programs of study with excellent employment opportunities. About 90% of graduates are employed or attending graduate schools within six months of completing their degrees. The vast majority of those students are working in positions related to their discipline. The Nexus Center for Applied Learning and Career Development is a pioneer in aligning student internships with career goals, the needs of leading regional and national firms, and the mission of the College.

Farmingdale is an increasingly selective institution with over 60% of incoming students identifying the College as their first choice. The College's faculty includes 16 SUNY Distinguished Professors and 71 recipients of the Chancellor's Award for Excellence in Teaching. An extremely successful NCAA Division III athletics program features some of the region's best facilities. Farmingdale has one of the most diverse student populations within the SUNY system. Its program mix, remarkable outcomes, attractive 380-acre campus, and central location on Long

Island have made FSC one of the fastest-growing institutions in the nation. Farmingdale is widely considered a top educational value. A SUNY and regional leader in return on investment, the College ranks in the top 24% of Forbes' "Best Value Colleges" and is recognized among the top 20% of the College Factual's "Best Colleges for the Money." Recently, Farmingdale was ranked among America's 50 Most Transformational Colleges by Money.com based on graduation rates, earnings, and student loan repayment. Farmingdale State College is one of 119 U.S. colleges and universities to have achieved the 2020 Carnegie Community Engagement Classification, an elective designation indicating institutional commitment to community engagement. With the classification, Farmingdale is the only SUNY school on Long Island, and one of only two academic institutions on the Island to be so honored. FSC is now one of nine SUNY schools to currently hold this designation.

**Qualifications:** The ideal candidate will possess a proven track record of securing a high level of gift support for both scholarships and capital needs. The successful applicant will be able to play a major role in positioning a highly successful institution for additional growth by creating an effective program in fundraising. The Vice President will be able to set ambitious, clear, and achievable goals and be able to inspire the staff to meet or exceed these expectations. Highly developed executive communication skills including written, verbal, and interpersonal competencies; the ability to build and sustain internal and external relationships; and a collaborative leadership style are imperative. Other essential characteristics include integrity, an entrepreneurial mindset, a demonstrated commitment to fostering a diverse, equitable, and inclusive working and learning environment, and the ability to passionately advocate for the College. A Bachelor's degree is required, advanced degree preferred.

**Location:** Farmingdale State College is located on 380 lush acres in the center of Long Island, situated in Farmingdale, NY, with access to MacArthur Airport and a Long Island Railroad station just a few minutes away. The LIRR provides its riders ready access to three of New York City's five boroughs including Manhattan. Long Island also has more than 200 miles of coastline, with dozens of beaches, boardwalks, and parks available to the public. Bethpage State Park, less than five miles from the College, provides easy access to outdoor recreation, including tennis courts, bridle paths, hiking and biking trails, and five world-class golf courses. Long Island has a vibrant and very active business community, with numerous software companies, specialized manufacturers, and major national and international corporate headquarters such as Henry Schein, Broadridge Financial Solutions, Systemax, Verint, and Canon all within reach. Scientific research plays a significant role in the economy of the Island also, including research facilities at Brookhaven National Laboratory, Cold Spring Harbor Laboratory, and the Plum Island Animal Disease Center, not to mention labs at several prestigious local colleges.

**Application:** Interested candidates should submit only a cover letter and resume to RPA Inc. at [FarmingdaleVP@rpainc.org](mailto:FarmingdaleVP@rpainc.org). For a confidential discussion about this opportunity or to make a nomination, please call Dana John Cohick, President at 570-321-6111. The review of candidates will begin on March 6, 2020, and first round interviews will commence thereafter.

*Farmingdale State College seeks a broad and diverse pool of candidates for this position. The College is an Equal Opportunity/Affirmative Action employer and does not discriminate on the basis of race, color, national origin, religion, creed, age, disability, sex, gender identity, sexual orientation, familial status, pregnancy, predisposing genetic characteristics, military status, domestic violence victim status or any other legally protected status.*



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