This Leadership Profile is intended to provide information about Stockton College and the position of Chief Development Officer. It is designed to assist qualified individuals in assessing their interest in this position.
SUMMARY OF THE OPPORTUNITY

The Richard Stockton College of New Jersey, an innovative, public, increasingly residential, liberal arts and sciences college in southern New Jersey near Atlantic City and the Jersey shore, seeks a Chief Development Officer and Executive Director of the Richard Stockton College of New Jersey Foundation. A thriving institution recognized for excellence by *U.S. News and World Report* and *The Princeton Review*, Stockton College is currently ranked among the top ten public Masters institutions in the northeast. Its small classes and focus on personal attention and close interactions between faculty and students are hallmarks of the College’s campus culture and community. The curriculum emphasizes interdisciplinary approaches and activities. The beauty of the campus setting, surrounding a lake in a woodland area, enhances the student experience.

Reporting directly to a president who has a strong commitment to fundraising, the Chief Development Officer and Executive Director (CDO) will provide the leadership to and management of the Office of Development and Alumni Affairs and the Rickard Stockton College of New Jersey Foundation and will, along with the President and Provost, represent Stockton to its many external constituencies, particularly in regard to alumni relations and fundraising. The new CDO will develop an advancement plan to support the College's strategic plan, planning for and executing the College's upcoming capital campaign.

The ideal candidate will be an experienced advancement leader with proven success building strong teams and operations in alumni relations and development. He or she will have the enthusiasm, leadership, administrative experience and relationship building qualities necessary to support the College's aspirations by mobilizing and leading the division to new levels of achievement. The new CDO will be a key leader on campus and will work closely with foundation board members, alumni leaders, administrators, faculty, staff and students to engage the College's internal and external communities in a unified mission aimed at increasing the culture of philanthropy and service within Stockton College. Candidates should review this leadership statement before preparing their materials.

Stockton College enrolls more than 6,800 undergraduate students (of whom approximately 37 percent live on campus) and about 750 graduate students. There are 268 full-time faculty (of whom 92 percent hold the terminal degree in their field), and 220 part-time faculty at the College. Known as “New Jersey’s Green College,” Stockton College is an environmentally conscious campus of approximately 2,000 acres tucked inside the natural beauty of the Pinelands.
National Reserve. The campus is an easy drive to Philadelphia, Atlantic City, and New York City’s abundant opportunities for intellectual, cultural, and recreational activities. Additional information about The Richard Stockton College of New Jersey can be found at www.stockton.edu. For information regarding how to make a nomination or to express personal interest in this position, please see the section entitled “Procedure for Candidacy” near the end of this document.

AN OVERVIEW: THE RICHARD STOCKTON COLLEGE OF NEW JERSEY

The Richard Stockton College of New Jersey is currently ranked among the top ten public Masters institutions in the northeast and one of nine public institutions in New Jersey. As a highly selective residential college whose students are drawn from throughout the state and beyond, Stockton’s affordability combined with its nationally ranked public liberal arts education makes it unique in the region. Dr. Herman J. Saatkamp, Jr. became the fourth President of The Richard Stockton College of New Jersey in June 2003. Under his leadership, the College has more than tripled its funded assets and endowed funding and has ascended into the ranks of the nation’s top public colleges and universities in the U.S. News and World Report annual survey of “America’s Best Colleges.” His administration has expanded Stockton’s academic and student services, facilities, and the College’s role within the region, state, and nation. President Saatkamp’s bio can be found at http://president.stockton.edu.

Founded in 1969, Stockton College is a thriving institution with a legacy of excellence in a broad array of academic areas and a focus on interdisciplinary approaches. The College offers 30 bachelor degree programs and 13 graduate level and certificate programs including its first doctoral program in Physical Therapy, which launched in 2006. Stockton College's academic programs provide opportunities for study in established fields such as Biology, Business, Criminal Justice, Education, Environmental Science, Literature, Marine Science, and Psychology as well as emerging fields such as Computational Science, Tourism and Hospitality Management, and Homeland Security.

A large part of the College's mission is focused on student learning and educating future leaders of our society. Stockton provides many of the academic, technological and cultural advantages of a private institution or larger university, along with the community spirit of a liberal arts college. Stockton strives to be accessible to a wide range of students from diverse backgrounds and has managed to maintain tuition and fees well below state and national averages. The current President has increased the first-time, full-time freshman class by 10% during his administration, maintaining incoming SAT scores that are also above state and national averages. The College's selectivity is increasing; scholarship recipients are increasingly also applying to selective private institutions like Lehigh, Lafayette, Villanova and Bucknell.

Offering an exceptional college experience at an affordable cost, the College takes pride in its acclaimed faculty, interdisciplinary curriculum, high academic standards and diverse student
body. Stockton has an 18:1 student-faculty ratio and is committed to academic excellence, to student success, and to serving as an intellectual resource dedicated to the positive development of the community, the state and the region.

The College has a tradition of offering unique opportunities for students to connect with highly credentialed faculty in research and community service, and its graduation and retention rates are among the highest in New Jersey. The quality of Stockton College's academic programs and caliber of its faculty have been recognized by such organizations as the Carnegie Foundation for the Advancement of Teaching and Learning, the National Science Foundation, the American Association of State Colleges and Universities, the John Simon Guggenheim Memorial Foundation, the Pulitzer Prize committee, the United States Air Force Academy, and The New York Times. As an example, Stockton graduates nearly a quarter of all math and science majors in the state of New Jersey and is noted nationally for its environmental sciences programs and its contributions to green technologies.

Stockton College is comprised of the following schools (http://www.stockton.edu/provost):

- School of Arts and Humanities
- School of Business
- School of Education
- School of General Studies
- School of Graduate and Continuing Studies
- School of Health Sciences
- School of Natural Sciences and Mathematics
- School of Social and Behavioral Sciences

In 2009, the College received more than $5.3 million in external funding, an increase in excess of 200 percent in four years. It also entered into collaboration with the FAA and New Jersey governmental agencies to plan and build an Aviation Research and Technology Park, which includes federal, state, and county funding of more than $13.6 million.

Stockton College has a rich tradition of growth, change and innovation. In 1990, the College opened one of the first Holocaust Resource Centers hosted by a public college in the United States. The Sara and Sam Schoffer Holocaust Resource Center, including a library and archive of video and audio taped histories of Holocaust survivors and artifacts from the Holocaust, became the hub for the school's pioneering role in Holocaust and Genocide education.

During the past 15 years, construction projects have accommodated the growth in students and programs. In 1995, the newly expanded and renovated Library was dedicated. In 1996, a new $9.6 million Arts and Sciences Building designed by renowned architect Michael Graves opened followed by a $17 million multi-purpose Sports Center in May 2000. Recent projects include the expansion of the F-Wing academic building ($25 million) in 2006, renovation of the 276 seat
Elizabeth B. Alton Auditorium ($3.5 million) in 2009, expansion of the Sara and Sam Schoffer Holocaust Resource Center in 2009 ($868,000), the Aquifer Thermal Energy Storage (ATES) System ($2.75 million), and the 375 bed Housing V Residential Commons ($58.4 million) in Spring 2008. In addition, the College received a $3.46 million grant for the installation of photovoltaic paneled “carports” on the north parking lot and solar installations throughout the main campus.

Currently under construction is a $65 million, 154,000 square foot Campus Center that will provide a major gathering point for students, faculty, staff and visitors to the campus. The Center will provide one-stop shopping for many campus services and will free other parts of the existing facilities to house much-needed classroom and office space. The Campus Center is scheduled to open in Spring 2011, followed closely by a renovations to the spaces vacated by offices moving to the new center. The former L-wing natatorium will be transformed into a more spacious lobby for our Performing Arts Center, including an Art Gallery and many new offices for the faculty and the William J. Hughes Center for Public Policy. In addition, a new $34 million Unified Science Building is currently in the design phase with a projected opening in late 2012.

Stockton College recently received national recognition as a College of Distinction. Only two other higher education institutions in New Jersey, Seton Hall University and St. Peter’s College, earned this high honor. Colleges of Distinction is a college guide that seeks to distinguish the best colleges in which to learn, grow, and succeed. Their approach is unique because colleges and universities are not ranked; instead they are selected based on four distinctions: student engagement, great teaching, vibrant communities and successful outcomes. The elite characteristics of a College of Distinction include: national recognition by education professionals, strong focus on teaching undergraduates, innovative learning experiences, an active campus with numerous opportunities for personal development, and acknowledgement by graduate schools and employers for outstanding student preparation.

The College has begun its next cycle of strategic planning. The plan is called “Stockton 2020” for its emphasis on a clear vision (20/20) of change and development for the sake of the long-term future. Stockton 2020 comes at a time when the College is expanding its facilities and increasing its freshman class, after the successful implementation of its Vision 2010. (See http://president.stockton.edu/2020.html.)

In Fall 2008, the President initiated the strategic planning process by convening a Steering Committee to develop a timeline and to propose draft vision statements. In January 2009, a vision statement emerged; it is under review by the College community:

*The Richard Stockton College will receive national recognition for excellence in education through its focus on learning, engagement, global perspectives and environmental sustainability.*
As the College prepares for a Self-Study and 10-year reaccreditation site visit from the Middle States Commission (scheduled for Spring 2012), it is aligning this process with strategic planning efforts. Planning participants are using a “Balanced Scorecard” approach, which involves both an annual reporting process linked directly to operational plans and metrics to measure progress toward each strategic goal (see Appendix II). The Steering Committee has developed a set of strategic themes, draft objectives and proposed initial measures, all of which are available at the web address given above. The College’s motto, “Excellence in Education,” is supported by the four strategic themes mentioned in the vision statement: Learning, Engagement, Global Perspectives and Sustainability.

An updated Facilities Master Plan has recently been completed, with the goal of refreshing the vision for the campus, capitalizing on the essence of Richard Stockton College, creating a compelling choice for high quality students and building on traditions and unique environmental characteristics. Together with the students, staff and faculty of the College, President Saatkamp has undertaken a carefully planned growth of the College’s facilities. These developments are detailed above, and also include development of the Atlantic City Carnegie Library Center; an educational and arts center in Hammonton, New Jersey; a Sustainability Center in Lower Township, Cape May County; and a partnership with the Noyes Museum in Oceanville, New Jersey.

To fund its operations, Stockton College receives revenues from a variety of sources including tuition and fees, state appropriations, grants and contracts, auxiliary services, and investment income. Like most public institutions of today, state appropriations have been declining; the state now provides only 24% percent of the College's operating needs and, with the current state-wide budget constraints, that allocation is likely to decline further in the coming years. The College continually seeks additional funds from all possible sources to adequately fund operating activities. Operating revenues, including auxiliary enterprises for the year ended June 30, 2009 totaled approximately $152 million.

The College is located in Pomona, New Jersey on over 1,600 contiguous acres of pristine forest and wetlands in a once rural area that is growing rapidly as it becomes suburban. The College operates an 8-acre Marine and Environmental Field Station along the Nacote Creek in nearby Port Republic City, the Carnegie Library Center in Atlantic City, and a recently established Educational Center in Hammonton, NJ. The College's Health Science Programs are enhanced by having two hospitals on campus; AtlantiCare Regional Medical Center - Mainland Campus and the Bacharach Institute for Rehabilitation. The College serves as a major cultural destination for the region, hosting performances and lectures that are well attended by residents of the surrounding areas. In addition, the College owns over 100 acres of wooded property in Hamilton Township, NJ, over 200 acres of wooded property in Galloway Township, NJ, and through a lease with the New Jersey Department of Environmental Protection, will play a leading role in the development of an Environmental/Sustainability Center at a 254 acre site in Cape May County.
THE RICHARD STOCKTON COLLEGE OF NEW JERSEY FOUNDATION

The Richard Stockton College of New Jersey Foundation is a 501 (c) (3) corporation which raises, manages and stewards private resources to support the various missions of the College. As the College's primary philanthropic partner, the Foundation works to create an environment conducive to fundraising, assisting in establishing connections between the College and its constituencies: alumni, parents, friends, business and community leaders, and other individuals. The Foundation cultivates, solicits, records, manages and stewards gifts and distributes philanthropic funds to the College. The Foundation's assets have more than tripled since 2003; as of July 1, 2009, the Foundation's assets were valued at $9.2 million. The current spending rate is 4 percent on a three-year rolling average endowment. Annual philanthropic revenue in FY09 was approximately 1.8 million. $80,947 was from the annual fund, all of which was unrestricted.

The Foundation is governed by a 20- to 40-member self-appointing board of directors elected for four-year terms; the current board numbers 31, including President Saatkamp and a seat for the Executive Director. Directors - other than College officials - may serve a maximum of two terms. Directors carry out their commitment to the College and Foundation through six committees: Executive, Audit, Development, Donor Relations, Finance, Investment, and Nominating and Governance. The FY10 Foundation budget is $533,330.

RICHARD STOCKTON COLLEGE OF NEW JERSEY ALUMNI ASSOCIATION

The Stockton College Alumni Association is a nonprofit 510 (c) (3) organization led by a seven-member board of directors. Stockton has approximately 37,000 living alumni, almost two-thirds of whom live in New Jersey’s five southern counties. The College recently contracted with Ruffalo Cody for its annual fund appeal. In the first six weeks the amount of first time givers compared to last year more than doubled, accompanying an increase of 12% among alumni donors, but the overall giving rates of 2.8% needs attention. An annual fund coordinator was hired early in 2010.

LEADERSHIP OPPORTUNITIES AND CHALLENGES

The new Chief Development Officer will be asked to address the following leadership opportunities and challenges:

Position institutional leadership for success

Stockton College is blessed by the twin advantages of an aggressive, highly-motivated president and a board and community whose commitment to the institution is profound. The former has committed extensive time, effort and resources to the success of the strategic plan – and therefore
will rely heavily on the success of the upcoming campaign that will fund it. Positioning President Saatkamp for success as a fund raiser is thus critical to the success of the whole.

**Strengthen the development operation and infrastructure**

The CDO will provide the leadership, vision, strategic direction and operational management to build a strong and vital development operation. The CDO will foster team spirit, energy and collegiality among the staff in the division in order to encourage longevity and dedication, as well as to maximize efforts. He or she must inspire a middle and senior management team, mentor and develop key leaders in the division and collaborate with key leaders in other divisions, continue the work of putting in place a sound development infrastructure, set goals and objectives for performance across the division, monitor results, and catalyze colleagues and subordinates across development, alumni relations, and other areas to ensure a wide array of constituencies is being fully engaged and fund raising is reaching its potential.

It should be emphasized that the CDO's job is to get things done. The primary job is one of alignment with leadership, skillful work with the Foundation, and - above all - execution. Providing leadership to all development staff to optimize productivity and results is paramount. A chief development officer who combines a strategic outlook and diplomatic skill with leadership by word and by deed will have the greatest success in this critical role.

Direct the upcoming campaign

The CDO will provide leadership for the upcoming comprehensive campaign effort, currently in its silent phase, providing both strategic and operational leadership in executing a campaign that is both aggressive and ambitious in its goals. The CDO will provide and foster a strong focus on the campaign effort from every aspect of development, working closely with staff across the division, with the President and other College leaders, and with the Foundation and lead volunteers.

The CDO is expected to be able to grasp the analytics of the comprehensive campaign effort, making data-informed, strategic decisions that engender optimal outcomes, and using data effectively to tell the story of the campaign, including to internal audiences.

**Enhance Stockton's sense of community and culture of philanthropy**

Although Stockton has seen some recent successes in philanthropy, there is much to be done. The CDO will need to lead the strategic effort to expand the culture of giving and service throughout Stockton's extended communities. He or she will need to educate and collaborate with internal and external partners to enhance the culture of giving and giving back to Stockton. Some initiatives that may require attention in achieving this important goal would include but not be limited to the following:
• Lead the development team in a concerted effort to maintain alliances with current donors while launching a systematic initiative to identify, cultivate, and solicit other individuals and entities capable of making major gifts;

• Work closely with the Director of Alumni Relations to expand the participation of Stockton alumni in annual giving; 2009 saw an increase in alumni donors to the Annual Fund of nearly 12 percent, but the overall alumni giving rate of 2.8 percent requires attention. Devise innovative ways to engage alumni in the life and future of the College;

• Develop and maintain productive relationships with members of the campus community and ensure that development staff do likewise, in order to build understanding of the College's fundraising activities and to engage the campus community in the fundraising process as appropriate; and

• Enhance the administrative support functions where necessary to ensure that fund raisers have easy access to the resources they need. Investigate opportunities to use new technologies in support of advancement activities and programs.

Enhance confidence internally and externally

The previous chief development officer accepted a new position in October 2009 to develop community programs related to the College's engagement theme and community outreach, after having organized the division into areas of focus, ready to execute the vision of the President and the Foundation Board. The President appointed his Special Assistant for External Affairs and an interim CDO while a search is conducted. He is committed to keeping the Office of Development and Alumni Affairs as well as the Foundation viable and productive during this period. The next CDO must be a good listener and leader who has the ability and enthusiasm to move an entire community into a new chapter. The development division as well as the campus community and its external partners are eager to get to the next level of fundraising and engagement. The new CDO will need to possess the vision, energy, leadership and expertise to help move the community forward while displaying competence, professionalism, responsiveness and strength.

THE ROLE OF THE CHIEF DEVELOPMENT OFFICER

The Chief Development Officer and Executive Director of The Richard Stockton College of New Jersey Foundation (CDO) reports directly to President Herman J. Saatkamp, Jr., and is responsible for the College's development and alumni relations programs. He or she works in close collaboration with the other senior leaders of the College and the faculty to ensure the College fulfills its mission and is successful in accomplishing its strategic goals.
As Executive Director of The Richard Stockton College of New Jersey Foundation, the CDO works closely with the Foundation's Board of Directors and is the Foundation's chief executive officer. In this role, the CDO exercises authority over the Foundation's activities, including its budget, financial assets, and relationships with constituents internal and external to the Foundation and its sole beneficiary, Stockton College. The CDO executes the initiatives and enforces the policies of the Foundation's board, providing leadership on the strategic and operational level for the Foundation. The CDO also serves as the primary liaison between the Foundation and the College.

The CDO's direct reports include the following (also see the organization chart, Appendix I):

- Director of Alumni Relations
- Annual Fund Coordinator
- Manager of Special Events
- Director of Advancement Services
- Director of Major Gifts

Total staff in the division number 14. The budget for the advancement division for FY10 is $941,271.

The Chief Development Officer’s responsibilities include:

- Lead the College's fundraising efforts. Evaluate the College's constituencies for the purpose of planning, organizing, implementing and/or directing the implementation of all fund-raising activities of the Foundation to include major gifts, planned gifts and corporate sponsorships. Assist the President and Board of Trustees with identifying campus funding priorities. Coordinate a global development strategy for the College in collaboration with the Alumni Association and the Foundation; recommend appropriate comprehensive campaign goals to college administration and Foundation Board of Directors.

- Serve as the College's chief development officer, working in close concert and collaboration with President Saatkamp. Manage a portfolio of some of the College’s top donors and prospects, closing significant gifts in strategic areas of need for Stockton College. Solicit major gifts from a wide range of potential donors, including current donors, college community and other prospects.

- Engage the staff, faculty, administration and Board members in appropriate fundraising activities, coordinating and providing support for their efforts.
• Enhance the engagement of alumni and volunteer leaders by building and maintaining close relationships with trustees, foundation board members, and key alumni and community volunteers to ensure that the Stockton volunteer community is actively engaged and utilized in the most productive ways. The volunteers must feel that the time they contribute is valued and adds value to the campus and its community. Build a program or system to help identify, cultivate, and attract future volunteer leadership and to build a pipeline of dynamic new leaders for the College. Create avenues for alumni, parents, and other friends to be meaningfully involved in Stockton College.

• Lead the evolution and focus the strategic direction of the Foundation board: Like many public universities, the Richard Stockton College of New Jersey Foundation needs to continue to explore and establish its strategic role in the philanthropic efforts of the College. The new CDO will partner closely with the Chair, the Vice Chair and the entire Foundation board to lead the evolution and the strategic priorities for the Foundation. The board is committed to serving as an important and effective operation enhancing the fundraising opportunities and strategies for the College and the CDO will be a key leader in enhancing the Foundation's efforts.

• Provide staff support for the Foundation Board of Directors, including arranging Board and committee meetings, maintaining minutes, legal documents and other official records; execute agreements on behalf of the foundation; arrange the annual membership meeting and carry out other administrative duties as assigned by the Board.

• Coordinate publications and other communications to inform donors of the College’s development needs and the Foundation’s programs; prepare and report Foundation fund-raising statistics.

• Coordinate and oversee development efforts initiated at the college/department level. Prepare and present donation proposals to individuals, corporations and foundations as is necessary to achieve the funding goals established at both campus and college levels.

• Direct donor research activities. Provide appropriate access to donor information to the Alumni Association and Foundation; provide data to college/departmental development officers as is deemed necessary to assist in fund-raising activities.

• Supervise gift processing and acknowledgement procedures, including posting donor records and purpose accounts.
• Supervise stewardship of Foundation accounts, including documentation of donor agreements, control of expenditures and distribution of periodic account statements to principal donors.

• Interview, hire, train and evaluate unit staff; recommend personnel and salary changes as appropriate.

The Chief Development Officer is involved in a wide range of committees and other groups, including the President’s Cabinet, the Stockton 2020 Strategic Planning Committee, and preparation for a 2012 decennial re-accreditation visit by a Middle States team.

QUALIFICATIONS AND CHARACTERISTICS

The ideal candidate will possess the following professional qualifications and personal characteristics:

• **Mission:** An appreciation for the education and opportunities provided by Stockton College, and an ability to articulate eloquently and compellingly its particular mission.

• **Development experience:** Demonstrated success in leading a campaign of $10 million or more; proven track record of accomplishment as a major and principal gift fundraiser, personally cultivating, soliciting, and stewarding major gifts from individuals, foundations and corporations; thorough understanding of best practices in development including knowledge of all development functions including principal and major gifts, gift policies, annual fund, planned giving, finance and accounting, development communications, stewardship, donor cultivation, acquisition and recognition, planning and execution, alumni relations, and high-level boards and stakeholder groups; strong analytical skills.

• **Executive-level teamwork:** The ability to work with the Foundation board in further developing its contributions to the College; ability to add value by working collaboratively and strategically on a wide range of issues with the College's senior leadership team; capacity to advise the president on diverse matters, from high-stakes donor cultivation to broad institutional issues.

• **Leadership:** A proven leader with the experience, vision, energy and finesse required to partner with a president who is fast-moving and committed to fundraising success; an ability to assess comprehensive development organizations and to work collaboratively and successfully with staff to implement any necessary changes and enhancements; proven staff management and mentoring skills that nurture an accountable, goal oriented and values based environment; a track record of recruiting, retaining, and developing a
high caliber staff, creatively organizing and managing them to maximize the support of external constituencies; good listener who is capable of building teams and collaborating across the campus; the ability to set the tone for a division driven by values based on professionalism, integrity, productivity, responsiveness, a strong work ethic, high effectiveness, collaboration, open communication, mutual respect and achievement.

- **Demonstrated commitment to diversity:** A demonstrated commitment to recruiting and building a diverse and inclusive campus community at all levels.

- **Personal qualities:** Attributes that include integrity, outstanding communication skills, and exceptional judgment; flexibility and the demonstrated ability to thrive in a fast paced environment, juggling numerous projects and satisfying numerous constituencies simultaneously; enthusiasm, ability to take risks; willingness to make difficult decisions when necessary; outstanding interpersonal and relationship building skills, excellent writing and presentation skills.

- **Education:** A bachelor's degree is required; advanced degree is preferred.

### COMPENSATION

Compensation for this position is competitive with comparable institutions.

### PROCEDURE FOR CANDIDACY

Inquiries, nominations and applications are invited. Those interested are encouraged to provide a letter describing their interest in and qualifications for the position and a resume. This packet should be sent by email to Stockton’s consultants, Jean Dowdall, Ph.D., and Robin Mamlet, at Stocktondevelopment@wittkieffer.com. The consultants can be reached by phone at (630) 575-6178. This search will be conducted with respect for the confidentiality of candidates. Candidate review will begin immediately and continue until the position is filled; for fullest consideration, materials should be received by no later than April 23, 2010.

*The Richard Stockton College of New Jersey is an equal opportunity institution encouraging a diverse pool of applicants. (See [www.stockton.edu/affirmative_action](http://www.stockton.edu/affirmative_action))

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*The material presented in this position specification should be relied on for informational purposes only. This material has been copied, compiled, or quoted in part from Stockton College documents and personal interviews and is believed to be reliable. Naturally, while every effort has been made to ensure the accuracy of this information, the original source documents and factual situations govern.*
APPENDIX I – ORGANIZATIONAL CHART

Office of Development and Alumni Affairs

Dr. Herman J. Saatkamp, Jr.
President

Dawn Kanaan Hans
Interim Chief Development Officer and Executive Director College Foundation

Yuberky Pena
Secretary Asst.

Jessica Kowal
Exec. Asst. to the Chief Development Officer

Foundation Board of Directors

Sara Faurot Crowley
Dir. of Alumni Relations & Annual Fund

Marianne Larsen
Senior Clerk Typist

Alum. Assoc. Board Of Directors

Peg Fiore
Major Gifts Officer

Arminta Brown
Principle Clerk Typist

Augusta Baudy Garrett
Director of Advancement Services

Kathleen Cochrane
Program Assistant

Chad Adams
Annual Fund Coordinator

Dawn Kanaan Hans
Manager of Special Events

Janice Weisgerber
Clerk Typist

Brian Pluchino
Program Assistant

Augus