



LAW SCHOOL

UNIVERSITY OF MINNESOTA
Driven to DiscoverSM

Chief Advancement Officer
University of Minnesota Law School
Minneapolis, MN

<https://www.law.umn.edu/>

Send Nominations or Cover Letter and Resume to:

Libby Roberts
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The University of Minnesota Law School



The University of Minnesota Law School is one of the country's **top public law schools**. It is a leader in preparing students to solve the complex social, economic and business issues of our time. The Law School's exceptional faculty, innovative curriculum and unmatched clinical and experiential learning opportunities equip students for the demands of the 21st century.

It is distinguished by a **rare collegial culture** that emphasizes teamwork, problem solving, leadership and persuasion. Students learn to think analytically, to identify the core element of a complex problem and to

develop real-world solutions — skills that are essential beyond law school for all fields of employment. Public service is at its core.

The School's faculty includes some of the **most accomplished and productive scholars in the world** in business law, criminal justice, international law and human rights, and law, science and technology. A large, active network of alumni in the Twin Cities and around the globe is eager to mentor, teach and hire its students.



The Law School draws a talented, **diverse student body** from every part of the United States and numerous countries whose median LSAT score is in the top 10% nationwide and median GPA is 3.79.

The Law School benefits from being **part of one of the largest research institutions in the world** and its location in vibrant and diverse Minneapolis/St. Paul, which annually ranks as one of the most affordable, livable and literate metropolitan areas in the country. With 17 Fortune 500 companies, federal and state courts, and the state capitol just minutes away, the University of Minnesota is located in one of the best places in the country to experience law in action.

Experiential Learning is a top priority. It offers one of the nation's largest and most distinguished clinical education programs, a unique first-year Law in Practice course, abundant corporate externships, capstone courses focused on solving real-world problems, extensive legal practice skills courses, and a choice of nine concentrations.



The Law School offers a **cutting-edge curriculum** that prepares students for practice, faculty renowned for their teaching as well as their research and the resources of a great public university, including one of the largest law libraries in the country, student and faculty-edited journals, LL.M. and combined degree programs, in addition to its nationally recognized clinical education program. The Law School is truly a school of opportunities.

Public service is at its core. The students embrace it, faculty and staff reinforce it, and the community benefits from it. It graduates problem solvers, students who can think analytically, identify the core of a complex problem and develop innovative solutions — skills that are essential for all careers.

With more than 13,000 alumni worldwide, the Law School **offers access to alumni** in leadership positions at large law firms, small boutique firms, corporate legal departments, public interest organizations, and the local, state and federal judiciary systems.

New Leadership



Garry W. Jenkins

Dean

University of Minnesota Law School

An experienced, collaborative leader, Garry W. Jenkins will be the next dean of the University of Minnesota Law School, effective July 31, 2016, and pending approval by the Board of Regents in June.

Jenkins comes to Minnesota from The Ohio State University where he served as associate dean for academic affairs and the John C. Elam/Vorys Sater Professor of Law at the Moritz College of Law.

As dean, Jenkins will be chief executive officer and chief academic officer of the Law School, which is ranked as one of the top public law schools in the country. He will provide strategic and intellectual leadership and administrative oversight for the school and work to maintain and enhance the school's stature. Jenkins will also collaborate with other deans to advance the broader educational mission of the University.

A specialist in law and philanthropy, corporate governance, and leadership studies, Jenkins co-founded the Program on Law and Leadership, a multifaceted education and development initiative to advance the theory and practice of leadership among lawyers. Prior to joining the Ohio State faculty in 2004, Jenkins was chief operating officer and general counsel of the Goldman Sachs Foundation—responsible for domestic and international grant-making programs, communications, finance, legal affairs, and investment management for one of the country's largest corporate foundations. Earlier, he was an attorney with the New York law firm of Simpson Thacher & Bartlett, where he counseled public charities and private foundations as well as private investment funds.

As associate dean of the Ohio State law school, he had primary oversight of academic programs and policy, curriculum, communications, and other key areas and collaborated to help shape and implement a strategic plan, advance fundraising, and support diversity and inclusion. An energetic, creative, and collaborative leader and consensus builder, Jenkins worked as part of an entrepreneurial team to advance the school in the increasingly challenging environment for law schools and public higher education. He also led the law school's efforts to implement significant curricular reforms and innovations, develop new co-curricular programs, and revitalize branding.

Jenkins earned his J.D. from Harvard University Law School, where he was editor-in-chief of the Harvard Civil Rights-Civil Liberties Law Review, and he went on to clerk for Judge Timothy Lewis on the U.S. Court of Appeals for the Third Circuit. He also earned an M.P.P. from the Kennedy School of Government at Harvard University, and his B.A. is in political science, from Haverford College. He currently sits on the governing boards of Haverford College and the American Civil Liberties Union of Ohio as well as the advisory board of the National Center on Philanthropy and Law at New York University School of Law.

The Opportunity



The Law School seeks an enterprising and accomplished development professional to serve as its next Chief Advancement Officer. The new leader will play a key role in elevating this esteemed law school to even greater prominence.

The Chief Advancement Officer will report directly to the Dean of the Law School and provide innovative leadership and strategic vision to all aspects of the fundraising activities. The Chief Advancement Officer will lead a staff of eight across the areas of individual giving, corporate and foundation relations, and alumni relations.

Because the development operation is organized in a hybrid structure of centralized and decentralized activities, the Chief Advancement Officer must forge an effective working relationship with the University of Minnesota Foundation. S/He will partner with the Foundation's development leadership for strategy sessions, annual work, planning, status reports, and effective coordination of the School's donors and prospects. S/He will also be an active and engaged user of the Foundation's central development services for research, annual giving, stewardship and the Donor Management Systems (DMS).

In 2015 1,905 donors gave \$5.6 million to the Law School. These impressive annual results build on the recent campaign success of the Law School's Generations campaign. With a goal of \$70 million, in 2013 the Law exceeded its goal raising \$73 million.

To learn more about the university's record year in fundraising, please visit:

<http://discover.umn.edu/news/vision-leadership/u-m-posts-record-year-giving>

Position Overview – Chief Advancement Officer, Law School

The Chief Advancement Officer will seize opportunities to broaden and strengthen the School's development, outreach and donor activities and will:

- Lead all aspects of the upcoming capital campaign.
- Manage a portfolio of major and principal gifts prospects and donors with an emphasis on gifts of \$1M-\$5M+.
- Create and promote opportunities for increased volunteerism. Provide the highest level of personal support to the members of the volunteer leadership; ensure that their experience is meaningful, productive and enjoyable, and that their intellectual and emotional connection to the Law School, the University and each other is strengthened.
- Coordinate with faculty and champion fundraising for professorships, research initiatives and student scholarship.
- Define and pursue a comprehensive, effective program for engagement and stewardship of past, current and future donors that more closely ties these donors to the School.
- Recognize that transformational gifts are likely to be interdisciplinary and involve two or more schools or units and effectively differentiate between the Law School-only funding opportunities and those which would benefit from partnerships with other school and units.
- Embrace opportunities for collaboration in order to identify and cultivate new donors.
- Serve as the Dean's representative to the Law School community, alumni, volunteers, and current and prospective supporters.
- Travel extensively and often throughout the United States and abroad.

Lead the development staff, promoting a culture of excellence, collaboration and professional growth:

- Set clear direction and priorities for a staff of eight professionals and administrative support. Promote excellence through well-defined and measurable goals; inspire and motivate staff through

the free flow of information and place staff members' work within the context of the Law School's strategic priorities.

- Lead by example; foster a work environment that recognizes and rewards team-based efforts. Celebrate current achievement and set clear expectations for future success.
- Actively mentor and train staff, providing opportunities for learning and growth; emphasize retention as a means of increasing the capacity and expertise of the team. Assess the current structure, making adjustments as necessary to fully leverage human and financial resources.
- Provide structure and guidance to promote a high-performance culture that meets the expectations of a successful, entrepreneurial and fast-moving community.
- Proactively manage the budgeting process by anticipating costs and prioritizing needs.

Qualifications:

- A deep appreciation for the history, achievements, and aspirations of the Law School and the University, and the ability to effectively articulate the Dean's vision to a diverse audience of students, alumni and friends.
- A genuine passion and energy for contributing to the growth and evolution of a School in a rapidly changing environment; the ability to work effectively with a broad range of internal and external constituents; provide strong support, inspiring them to action, and making the experience rewarding.
- At least 10 years of relevant leadership experience in complex advancement programs, preferably in higher education; meaningful experience in or knowledge of all key development areas.
- Proven ability to cultivate, solicit, and steward leadership donors at the six and seven-figure level.
- A demonstrated ability to execute and successfully close a significant comprehensive campaign.
- Cultural sensitivity and demonstrated ability to work with diverse communities.
- A high level of comfort and effectiveness working with high net worth individuals and corporate business leadership, domestically and internationally.
- A track record of success leading a development operation; an approach to management that brings out the best in staff and yields pride, ownership, and a sense of team effort.
- Proven skills as a strategist with the ability to articulate a vision. Ability to engage peers, supervisors and subordinates in that vision, and build and institutionalize a program capable of fulfilling it.
- Superior communication skills and the ability to connect with a variety of audiences; clear and effective written and oral presentation. The experience, ability, and inclination to be an effective, outgoing spokesperson for the Law School.
- Exemplary interpersonal and listening skills as well as a high degree of comfort working on a global basis.
- An understanding of and appreciation for the use of technology in building an extended school community.

- A keen eye for operational efficiency and optimal use of resources; the ability to plan, monitor and tightly manage a budget.
- A sense of humor.
- Undergraduate degree required; an advanced degree, ideally a J.D., is preferred.
- The ability to travel frequently, both domestically and internationally.

The University of Minnesota



Ranked by *Forbes* as one of the 10 best educational employers in the nation, the University of Minnesota's 4,000 faculty include members of the National Academy of Sciences, the National Academy of Engineering, and the Institute of Medicine, plus the American Academy of Arts and Sciences, among other bodies.

Current and former faculty have won Guggenheim Fellowships, MacArthur Fellowships ("genius grants"), Nobel Prizes, and other significant honors.

The University is located on multiple campuses throughout the state which host 32,300 undergraduate students studying on the Twin Cities campus, 16,700 graduate and professional students, and 6,100 international students from 142 countries. 2,500 students study abroad—3rd most among U.S. universities. It ranks 14th nationally in number of graduate Fulbright Scholars.

400,000 alumni are proud to call the University of Minnesota their *alma mater*. Famous alumni include Norman Borlaug (Nobel Peace Prize-winning agronomist), former Vice President Walter Mondale, satirist Garrison Keillor, and Super Bowl championship coach Tony Dungy. Its alumni have started 10,000 companies, employing 500,000 and generating revenue of \$100 billion.

Location

Minneapolis/Saint Paul, MN:

The Twin Cities are one of the country's most beautiful and livable metropolitan areas, with one-of-a-kind attractions, tax-free shopping, nationally praised dining, world-class theater, museums galore, and green space. In Minneapolis Saint Paul, there are two cities worth for the price of one.

With 30 theater venues, more than 10 dance companies, 30 classical music groups and nearly 60 museums, it's no wonder the Twin Cities are called the Midwest's cultural capital. And it's not just numbers that impress, but what's inside. Find paintings by van Gogh at the Minneapolis Institute of Arts, catch a Broadway show at the Orpheum Theatre, or enjoy the melodic sounds played at the newly renovated Orchestra Hall.



With no sales tax on clothes and shoes, the savings here are unbeatable—and there is no shortage of places to do so. Not only is there the Mall of America and its 520 stores, but the Twin Cities are also home to the nation's first enclosed mall, Southdale, and shopping neighborhoods like 50th and France and Saint Paul's Grand Avenue.

Attend the Minnesota State Fair, Saint Paul Winter Carnival or one of its many other festivals. Explore the Chain of Lakes. Bike along or snowshoe through its many miles of trails. Paddleboard on the Mississippi River. Tee off at championship courses. Play pond hockey. Visit the racetracks, casinos, amusement parks, or two zoos.

The Minneapolis–Saint Paul area is home to 16 of Minnesota's 17 Fortune 500 headquarters - UnitedHealth Group, Target, Best Buy, Supervalu, CHS, 3M, US Bancorp, General Mills, Land O'Lakes, Xcel Energy, Ameriprise Financial, CH Robinson Worldwide, Mosaic, Thrivent Financial, Ecolab, and St. Jude Medical. Large private companies include Cargill, Carlson, Andersen, and Holiday Station stores . Foreign companies with U.S. headquarters in the Twin Cities include Aimia, Allianz, Canadian Pacific, Coloplast, Medtronic, Pearson VUE, Pentair and RBC.

The area has the second largest economy in the Midwest, behind only Chicago. The metro area continues to grow at a rapid pace. Currently, the Twin Cities is the second largest medical device manufacture center in North America. In August 2013, Minneapolis–Saint Paul appeared on *Forbes* magazine's list of Best Places for Business and Careers. CNBC ranked Minnesota as the top state for business in 2015.

Background Checks:

Prior to submitting your resume for this position, please read it over for accuracy. LLLS does verify academic credentials for its candidates. Successful completion of a background check is required prior to finalizing an offer.

To learn more, call
Libby Roberts, Vice President at
617-262-1102, extension 225
or send nominations or cover letter and resume to
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All inquiries will be held in confidence.



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