



CHAPMAN  
UNIVERSITY

VICE PRESIDENT OF DEVELOPMENT

CHAPMAN UNIVERSITY

ORANGE, CALIFORNIA

The Aspen Leadership Group is proud to partner with Chapman University in the search for a Vice President of Development.

The Vice President of Development will serve as the university's Campaign Director and lead all fundraising and development activity across Chapman University in support of Chapman's \$500 million comprehensive campaign and pursuant to its strategic plan, *Our Path to Greatness*. The Vice President will build and lead a team of talented development professionals and will implement best practices to ensure progressive fundraising success. The Vice President will develop and implement a goal-oriented, data-driven, and donor-centric approach to enhance and elevate the university's existing development programs. The Vice President will oversee Legacy Planning, Corporate Giving, Foundation Relations, Prospect Research and Management, College and School Development, Institutional Support, Annual Giving, the Chapman Fund, and Campaign Communications and will partner with Strategic Marketing and Communication, Special Events, Donor Relations, and alumni and parent engagement to create a robust and comprehensive advancement plan that optimizes Chapman's development efforts. The Vice President will build lasting relationships with a portfolio of high-potential donors and prospects, leading to strong fundraising success. The Vice President will set annual development goals in consultation with the Executive Vice President and will collaborate extensively with university leadership, including the President, Board of Trustees and Board of Governors, to optimize development and stewardship opportunities.

Chapman University, founded in 1861, is a nationally ranked, mid-sized private institution, known for its commitment to excellence through research and innovative teaching, as well as its distinctive approach to personalized education. Located just 15 miles from the beach in Orange, California, Chapman's main campus is close to industry leaders in fields from science to screenwriting that propel and jumpstart student careers. The Rinker Health Sciences campus serves graduate students in nearby Irvine, California, which is home to numerous hospitals, labs, and medical and pharmaceutical businesses. Channeling the entrepreneurial spirit of the West Coast, Chapman's proximity to Los Angeles helps students land internships, job prospects, and other opportunities with industry leading organizations. University facilities offer an array of the latest educational and technological resources, housed in a blend of new, state-of-the-art, and historic buildings.

Chapman University attracts high-achieving undergraduate and graduate students from across the United States and internationally. Its campuses are home to nearly 10,000 students representing 49 states, two territories, and 82 countries. The 11 schools and colleges of Chapman offer 65 bachelors, 53 master, and six doctoral programs, along with nearly 60 minors and 17 accelerated and bridge programs.

In addition to its schools and colleges, Chapman is home to several innovative independent centers and institutes focused on advancing research in a variety of disciplines, from economics and entrepreneurship to human rights and quantum studies.

Classes are taught by the more than 1,100 dedicated faculty members who are leaders in their fields, including Nobel Prize recipients, MacArthur Fellows, National Medal of Science honorees, former U.S. Supreme Court clerks, and Emmy, Grammy, and Academy Award winners. Despite its remarkable growth—nearly doubling its enrollment in the last decade—Chapman fulfills its promise of providing its students with innovative teaching and individualized attention. With a 12:1 student to faculty ratio, learners experience the personalized education for which Chapman is known. With extraordinary faculty and staff support, students are thriving at Chapman, with an average retention rate of 90%. Beyond its renowned faculty and academic excellence, students have opportunities outside of the classroom to participate in the more than 175 student organizations and 21 intercollegiate athletic teams that compete in NCAA Division III. With more than 55,000 alumni worldwide, there is always someone cheering for the success of Chapman students and alumni.

Chapman University has always been a place where potential translates to possibility, which ties to its mission to provide personalized education of distinction that leads to inquiring, ethical, and productive lives as global citizens. As an institution that began with inclusivity, a passion for teaching and learning, and forward-looking optimism at its core, Chapman continues to champion these goals today.

Chapman University is ranked in the top 15% of American colleges and universities. According to *The Princeton Review*, Chapman is an “extraordinary blend of liberal arts, science, and professional programs,” and one of the nation’s best institutions for undergraduate education. Chapman also has been identified as a top producer of Fulbright Scholars for three years running and was named one of the top fifty-two “Most Innovative” universities in the nation by *U.S. News & World Report*. Chapman’s Dodge College of Film and Media Arts was named fourth among top American film schools by *The Hollywood Reporter*. *U.S. News & World Report* ranked many other schools and programs at Chapman within the top 100 in the nation, including Argyros School of Business and Economics, the School of Pharmacy, the M.S. in Communication Science Disorders, and the Doctorate in Physical Therapy.

In 2019, Chapman achieved an important milestone with its elevation to R2 status under the Carnegie Classification of Institutions of Higher Education. This designation acknowledges Chapman’s rigorous research, doctoral, and professional practice degree programs and places Chapman in a small cohort of research institutions that receive this recognition of their excellence as research-focused institutions. Indeed, only 10 percent of all U.S. universities achieve R2 designation.

Chapman’s academic excellence and momentum as an institution are supported by its healthy financial position, resulting from careful planning and the thoughtful stewardship of university assets. In fact, due to prudent financial management, Chapman avoided making any layoffs during its implementation of COVID-19 policies and preparedness measures, which included upgrades that cost approximately \$110 million to ensure a safe return to in-person instruction. Further, the university’s endowment exceeds \$600 million and has been amongst one of the fastest-growing university endowments in the country.

## FROM THE EXECUTIVE VICE PRESIDENT

Chapman University is a special place. We talk a lot about the Chapman Family here, and our culture values a collaborative, mutually supportive, and personalized environment where students and colleagues thrive. Indeed, even at this mid-sized, private university, it is surprising to walk across campus and run into a colleague who you do not yet know. Chapman's tight-knit community draws a special kind of student, faculty, colleague, alum, employer, and supporter to engage with—and immerse themselves in—our dynamic university. We believe deeply in Chapman's mission and the transformational impact that our personalized education of distinction has on our students, the opportunities they have after graduating, and their contributions to the world.

Chapman has reached a pivotal time in its history. Founded in 1861, Chapman has experienced near-unprecedented growth during the last thirty years, evolving from a regional college with approximately 2,000 students to a nationally ranked, R-2 comprehensive research university of nearly 10,000 students. We recently adopted our new strategic plan, [Our Path to Greatness](#), an ambitious five-year plan that sets a course towards significantly elevating Chapman's academic excellence. The Chapman Family is excited about our new strategic plan, and our comprehensive campaign, [Inspire: The Campaign for Chapman University](#), will help fuel our success. In February, we announced the public phase of the campaign, and we are already more than \$320 million towards the \$500 million goal. We are well-positioned—in fact, confident—that we will meet our collective goals.

Our next Vice President of Development will have an exciting opportunity to lead a talented and dedicated team to reach new heights in our philanthropic support. With the momentum we are experiencing plus new strategic investments in staffing, the development team is poised to surpass our campaign goal—the largest campaign in our history—and, in the process, help Chapman actualize its new strategic plan. Perhaps just as importantly, you will have the opportunity to lead this team in achieving the yearly success we have enjoyed, while focusing on building a strong pipeline of donors that will help fuel Chapman's future success. Chapman's Board of Trustees, President, and I are all resolutely committed to the success of the campaign and building a strong pipeline of donors for the future. As a senior leader at Chapman, you will work closely with the President and the Board to lead Chapman's development efforts. As Executive Vice President and Chief Advancement Officer, I look forward to partnering with you to advance Chapman in dynamic and meaningful ways. In these regards—and in this critical role—you will have the immediate and engaged support of university leadership and a philanthropic ecosystem that is ready for a seasoned leader to elevate the culture of giving at Chapman. I hope that we will have the opportunity to discuss this impactful and exciting opportunity.

—Matt Parlow, Executive Vice President and Chief Advancement Office

## REPORTING RELATIONSHIPS

The Vice President of Development will report to the Executive Vice President and Chief Advancement Officer, Matt Parlow. The Vice President will serve as a member of the University Advancement Senior Leadership Team. The Vice President will oversee a team of approximately 30 staff including seven direct reports: Associate Vice President, College and School Development; Assistant Vice President, Legacy Planning; Assistant Vice President, Development; Assistant Vice President, Annual Giving; Director, Corporate and Foundation Relations; Director, Prospect Research; Director, Development Communications; and Executive Assistant.

## **CHAPMAN UNIVERSITY'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION**

Chapman University is deeply committed to enriching diversity and inclusion through on-going efforts to cultivate a welcoming campus climate for all members of the Chapman community. It strives to provide an inclusive academic curriculum, promote equity and access in recruitment and retention, and develop meaningful outreach programs and partnerships within a diverse local community.

The university values diversity and inclusion in the learning environment and believes it is vital to the fulfillment of its mission. An inclusive learning environment facilitates complex, critical, and creative thinking and differences in identities, values, beliefs, and perspectives are fundamental to a comprehensive education.

At Chapman the term diversity implies a respect for all and an understanding of individual differences including race, color, religion, sex, gender identity, gender expression, pregnancy, national origin, ancestry, citizenship status, age, marital status, physical disability, mental disability, medical condition, sexual orientation, military or veteran status, genetic information, and any other characteristic protected by applicable state or federal law, so that all members of the community are always treated with dignity and respect.

### **PRIMARY RESPONSIBILITIES**

#### **Leadership and Campaign**

The Vice President of Development will

- as Campaign Director, and in collaboration with the Executive Vice President, thoughtfully lead the \$500 million comprehensive campaign, overseeing the public phase of the campaign and bringing it to a successful completion;
- assess current development strategies and fundraising potential and develop a strategic plan to enhance fundraising activity;
- implement solicitation strategies of the strategic plan that result in sustainable long-term growth in philanthropic contributions including growth in unrestricted, restricted, major gifts, capital, and endowment funds;
- develop and deploy a strategic, current, and forward-thinking operating model that utilizes and is enabled by metrics, data analytics, and predictive modeling to build portfolios and inform fundraising strategies;
- establish development goals and benchmarks, track progress, and adjust strategies and tactics, as necessary, to meet goals;
- develop strategies and incentives to facilitate close collaboration among fundraisers and other colleagues to optimize fundraising opportunities;
- develop and implement new and innovative plans to identify and acquire prospective individual and institutional donors, increase donor retention, and upgrade and renew existing donors;
- partner with the Executive Vice President, President, and board leadership in the identification, recruitment, and cultivation of new board members, identifying potential key leaders, as well as other new funding sources;
- work closely with Strategic Marketing and Communication, Special Events, Donor Relations, and Alumni and Parent Engagement to develop a robust and comprehensive advancement plan for Chapman's development efforts;
- design initiatives and collaborate with Alumni Engagement to increase alumni participation rates;

- ensure the cultivation of prospective donors at all levels, including annual, mid-level, planned, major, principal, and transformational giving;
- ensure that development activities across the university are well coordinated and support both institutional and unit-specific priorities;
- orchestrate the participation of the President, Executive Vice President, Provost, deans, faculty members, trustees, and volunteers in the joint cultivation and stewardship of key funding sources;
- develop clear and compelling messaging that leverages the strengths and aspirations of Chapman University, generates excitement about the university's trajectory, and results in philanthropic support for funding priorities; and
- oversee the preparation of written proposals and targeted marketing for the comprehensive campaign, donor cultivation, and stewardship.

### **Personal Portfolio**

The Vice President of Development will

- serve as frontline qualification, cultivation, and solicitation officer to create opportunities for connecting constituents with Chapman University's strategic funding priorities;
- personally cultivate, solicit, and steward a select portfolio of up to 50 major and principal gift prospects, including many of the university's highest potential donors; and
- lead the frontline fundraising team by example, personally securing major and principal gifts, and meeting individual fundraising goals.

### **Management and Administration**

The Vice President of Development will

- lead, support, and mentor a development staff of approximately 30 professionals, promoting a culture of excellence, collaboration, and professional growth;
- oversee development personnel activities, including hiring, training, coaching, and performance assessment and feedback;
- set clear direction, priorities, and well-defined and measurable goals for development staff;
- ensure that staff members execute effective prospect and donor management strategies that result in meaningful engagement and the successful solicitation of gifts;
- foster a work environment that recognizes and rewards performance, supports innovation, builds confidence, encourages collaboration and teamwork, reduces silos, and retains staff;
- actively and meaningfully promote a commitment to diversity, equity, and inclusion;
- ensure staff are knowledgeable of and in compliance with all regulations and laws, policies, procedures, and ethical standards; and
- oversee and administer the development budget and manage expenses for the team.

## **LEADERSHIP**

### **Daniele C. Struppa, Ph.D.**

*President*

Inaugurated on September 1, 2016, Daniele C. Struppa, Ph.D. is Chapman University's thirteenth president. Previously, Dr. Struppa held the position of Chancellor at Chapman University for nine years. Dr. Struppa joined Chapman University in 2006 as Provost, responsible for creating and implementing academic priorities for the university and for the allocation of resources to support those priorities. In 2007, with the addition of further leadership responsibilities, he was appointed as Chapman's first Chancellor.

Dr. Struppa came to Chapman University from George Mason University, where he served as Director of the Center for the Applications of Mathematics, as Chair of the Department of Mathematical Sciences, and as Associate Dean for Graduate Studies. In 1997, he was selected Dean of George Mason's College of Arts and Sciences. Prior to his tenure at George Mason, Dr. Struppa held positions at the University of Milano (Milan, Italy), the Scuola Normale Superiore (Pisa, Italy), and the University of Calabria (Calabria, Italy).

Dr. Struppa earned his laurea in mathematics from the University of Milan, Italy in 1977, and received his doctorate in mathematics from the University of Maryland, College Park, in 1981. In recognition of his work, he has been awarded the Bartolozzi Prize from the Italian Mathematical Union (1981), and the Matsumae Medal from the Matsumae International Foundation of Tokyo (1987). Additionally, Dr. Struppa received the prestigious Cozzarelli Prize from the National Academy of Sciences for a paper he co-authored (2017).

Dr. Struppa is the author of more than 200 refereed publications, and he is the editor of several volumes. He has edited or co-authored more than ten books, including *Bicomplex Holomorphic Functions* (2015), *Regular Functions of a Quaternionic Variable* (2013), *Noncommutative Functional Calculus: Theory and Applications of Slice Hyperholomorphic Functions* (2011), *Analysis of Dirac Systems and Computational Algebra* (2004), *Fundamentals of Algebraic Microlocal Analysis* (1999), and *The Fundamental Principle for Systems of Convolution Equations* (1983). While serving as Chancellor, Dr. Struppa continued his scholarly research focusing on Fourier analysis and its applications to a variety of problems including the algebraic analysis of systems of differential equations, signal processing and pattern recognition. Some of his recent work applies these ideas and methods to problems ranging from denoising to bio-contaminant protection to proteomics of cancerous cells.

#### **Matthew J. Parlow**

*Executive Vice President and Chief Advancement Officer*

*Parker S. Kennedy Professor of Law*

Matt Parlow is the Executive Vice President, Chief Advancement Officer, and Parker S. Kennedy Professor of Law at Chapman University. In this role, Parlow oversees an award-winning and diverse team who are responsible for development, strategic marketing, communications, career services, and the Hilbert Museum of California Art.

Prior to his current role, Parlow served as Dean and the Donald P. Kennedy Chair in Law of Chapman's Dale E. Fowler School of Law. As the law school's second longest-serving dean, Parlow brought the Fowler School of Law to financial stability while at the same time matriculating the strongest and most diverse classes in its history and achieving three consecutive years of record graduate employment. His fundraising also led to the establishment of several new professorships; created scholarship funds to increase access for students from underrepresented groups; and supported expansion of key curricular areas to spur innovation and student success.

Previously, Parlow was the Associate Dean for Academic Affairs and a Professor of Law at Marquette University Law School, where he taught Property, Land Use, and Professional Sports Law (with Major League Baseball Commissioner Emeritus Bud Selig). Prior to that, he served on the faculty at the Fowler School of Law from 2005 to 2008. Parlow was voted the Professor of the Year during his time at both Marquette Law School and the Fowler School of Law. Prior to his academic career, Parlow was an associate with the Los Angeles firm of Manatt, Phelps & Phillips, LLP and served as a law clerk for the Honorable Pamela Ann Rymer of the United States Court of Appeals for the Ninth Circuit. Parlow holds a J.D. from Yale Law School and a B.A., *magna cum laude*, in History from Loyola Marymount University.



Parlow also has served on the Board of Directors of several nonprofit organizations and has been appointed to a number of local and state government task forces. In addition, he serves as a consultant to professional sports leagues and teams, and advises local, state, and national officials on a variety of political, legal, and policy matters. Parlow has been a leader in the legal academy in serving as the Chair of both the State and Local Government Law and the Sports Law sections of the Association of American Law Schools and on accreditation teams for the American Bar Association. His scholarship has appeared in the *Colorado Law Review*, *Oklahoma Law Review*, and *Harvard Journal of Sports and Entertainment Law* among other journals.

## PREFERRED COMPETENCIES AND QUALIFICATIONS

Chapman University seeks a Vice President of Development with

- a commitment to the mission of Chapman University—to provide personalized education of distinction that leads to inquiring, ethical, and productive lives as global citizens;
- depth of knowledge in all key areas of development, including designing, implementing, and closing a comprehensive campaign;
- experience managing a portfolio and personally securing major and principal gifts as part of a comprehensive campaign;
- an ability to build upon an existing development program, resulting in a meaningful increase in philanthropic revenue;
- experience increasing the effectiveness of a development program and its staff through established objectives and performance standards;
- an ability to establish a goal-oriented environment that empowers staff, fosters professional development, and celebrates achievement;
- an ability to lead by example, bring out the best in staff, and yield pride, ownership, and a sense of team effort;
- an ability to train and motivate frontline fundraising teams to meet annual fundraising goals;
- an ability to use data analytics and predictive modeling to build individual portfolios and inform fundraising practices;
- an ability to build relationships with a wide range of constituents from diverse backgrounds;
- a commitment and sensitivity to fostering inclusive working and learning environments;
- experience with board development and working with board members and volunteers in the cultivation of prospects;
- an ability to represent Chapman University in a positive light, communicate persuasively and passionately to, and collaborate effectively with various internal and external constituencies;
- strong interpersonal skills and an ability to develop and maintain relationships, exercise diplomacy, and build partnerships;
- an ability to create operational efficiencies and determine the best use of resources, including a demonstrated understanding of budget management;
- financial analysis skills and an ability to provide reports and analyses to leadership and the Board of Trustees;
- an ability to work effectively with deans, directors, and academic and university leaders to achieve annual fundraising goals;
- knowledge and understanding of academic and research functions as well as the operating principles of a private university; and

- familiarity with Orange County and greater Southern California philanthropic and business communities (preferred).

Chapman University will consider candidates with a broad range of backgrounds. A bachelor's degree or an equivalent combination of education and experience and at least ten years of progressively responsible fundraising experience, including leadership experience, in a university advancement organization or other complex advancement organization is preferred.

### **SALARY AND BENEFITS**

The salary range for this position is \$300,000 to \$350,000 annually. Chapman University offers a comprehensive [package of benefits](#).

### **LOCATION**

This position is in Orange, California.

### **APPLICATION INSTRUCTIONS**

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Chapman University as well as the responsibilities and qualifications presented in the prospectus.*** Preference will be given to applications received by May 24, 2023.

To apply for this position, visit: [Vice President of Development, Chapman University](#).

To nominate a candidate, please contact Don Hasseltine, [donhasseltine@aspingleadershipgroup.com](mailto:donhasseltine@aspingleadershipgroup.com).

All inquiries will be held in confidence.