Binghamton University, State University of New York invites nominations and applications for the position of Vice President for Advancement.

Founded in 1946, and one of four research universities in the SUNY system, Binghamton enrolls 16,000 undergraduate and graduate students in its six schools and colleges. Consistently ranked among the top 50 public universities in the nation by U.S. News & World Report and among the most selective public institutions for undergraduates in the nation, the campus has swiftly built a reputation for excellence in undergraduate education that is bolstered by growing, high-quality graduate programs and a rapidly expanding research enterprise. The campus is nestled in the rolling hills of the Southern Tier in upstate New York on 930 acres, and includes the University’s state-of-the-art Innovative Technologies Complex as well as the University Downtown Center.

The vice president for advancement, reporting directly to the president and working closely with his team – the executive vice president for academic affairs and provost; the vice presidents for research, student affairs, and administration; the director of athletics and the deans – is responsible for providing the leadership, vision and effective management to take the University’s development and alumni relations initiatives to new and higher levels of accomplishment, also enhancing connections with the community at local, state and national levels. The vice president will build on a solid base of donors, alumni and friends to develop a plan for attracting continuing University support and broadening the University’s base of support, engaging the senior officers of the University, the Alumni Association Board, the members of the Binghamton University Foundation and the faculty in this effort. This will include establishing goals and creation of a strategic and tactical plan for achieving them in conjunction with a staff of 22. The vice president will also be responsible individually for solicitation of substantial major gifts and will establish the foundation for solicitations by the president. The vice
president will lead development of plans and, when feasible, the execution of a comprehensive gifts campaign with a goal exceeding $100 million.

The institutional advancement effort at Binghamton University has built a solid foundation for the University’s development efforts. The University raised $8.9 million in 2012-2013, and in 2011-2012 successfully completed its second comprehensive gifts campaign, surpassing the original goal of $95 million and topping the $100-million mark. The development group includes major gifts, the annual fund as well as planned giving, corporate and foundation relations. In summer 2011, the Alumni Association Board of Directors hired a consultant to perform a self-assessment of alumni relations at Binghamton University. The consultant interviewed more than 70 stakeholders including senior University officials, alumni leaders, alumni staff, young alumni and students. The board also invested in a first-in-its-history comprehensive online survey of alumni attitudes and feelings regarding Binghamton University. In short, engaging students and alumni in more meaningful ways will be the key to a successful advancement program at Binghamton University. This growing student body and younger alumni group that numbers one-third of living alumni will comprise the major gifts donors of the future. The Alumni Association is in the process of developing a strategic plan that will actively engage alumni so they will be ready to invest in extraordinary ways when they are able to give back.

The vice president will build upon this strong foundation and continue the University’s impressive trajectory. The successful candidate will be a high-energy, experienced and entrepreneurial advancement leader who will articulate a vision for Binghamton’s future development and alumni initiatives and who will provide support for the University’s students, faculty and infrastructure. As an ambassador for Binghamton, the vice president will have the personal presence and experience necessary to deal with top individual and corporate donors and prospects, and strengthen partnerships and relationships with donors, alumni, businesses, industry and other educational institutions and organizations. Binghamton intends to compete at a still higher level in its development effort; it seeks a leader professionally and personally prepared to undertake this leadership challenge. S/he will have significant senior-level experience in fundraising and in managing complex programs and will also bring the skills to excite, inspire and motivate the staff and the alumni and volunteer communities. The candidate of choice will possess a baccalaureate; an advanced degree and higher education experience are preferred.

A search committee representing the University’s various constituencies has been appointed to lead the recruitment of a new vice president for advancement. The committee has retained the services of Storbeck/Pimentel & Associates, a national
executive search firm, to assist in this critical effort. All applications, inquiries, nominations and referrals can be directed to Storbeck/Pimentel, as noted at the end of this document.

THE SUNY SYSTEM
SUNY is the nation’s largest and most comprehensive state university system consisting of 64 campuses including major research universities, health sciences centers, comprehensive and technical colleges and community colleges committed to providing a broad range of outstanding academic programs for students within New York and from around the world. Each college and university within the State University of New York has its own council and is administered by a president who recruits and leads his/her own administrative team. The campus presidents report to the Chancellor and the Board of Trustees of the State University of New York.

SUNY enrolls over 462,600 students, half of them in community colleges, has more than 90,200 employees and has a projected all-funds budget in excess of $8 billion. Binghamton is one of four research university centers in the SUNY system along with the University at Albany, University at Buffalo and University at Stony Brook. The system annually receives upwards of $1 billion in sponsored research. SUNY is both a significant force in higher education nationally with increasing global impact as well as a vital economic, social, and cultural engine for the state of New York.

Nancy Zimpher was appointed chancellor of the SUNY system in June 2009. Prior to her appointment, Dr. Zimpher served as president of the University of Cincinnati, chancellor of the University of Wisconsin-Milwaukee and executive dean of the professional colleges and dean of the College of Education at The Ohio State University.

The chancellor has articulated in a strategic plan for the SUNY system a number of themes, most of which align well with Binghamton University’s strengths. Among them are: entrepreneurship, a more seamless SUNY system, healthier New York, green initiatives and sustainability, community involvement, and globalization (SUNY and the world). Binghamton is a leader in environment and sustainability; international education and global initiatives; community involvement, entrepreneurship and economic development; and healthcare, especially at the community level and in rural areas.

BINGHAMTON UNIVERSITY
**History**

Binghamton University opened its doors as Triple Cities College in 1946 to serve the needs of local veterans at the end of World War II. Originally located in Endicott, five miles west of the present campus, the fledgling school was a branch of Syracuse University. When the college was incorporated into the State University of New York four years later, it was renamed Harpur College in honor of Robert Harpur, a Colonial teacher, patriot and pioneer, who devoted his later years to settling the area around Binghamton.

Until 1953, Harpur College was one of only two public liberal arts colleges in the state. In 1961, the campus was moved across the Susquehanna River to Vestal. Growing enrollments and a reputation for excellence soon led to the selection of Harpur College as one of four doctorate-granting University Centers in the state system. In 1965, the campus was formally designated the State University of New York at Binghamton, though its arts and sciences component has retained the prestigious Harpur College name, the only college in SUNY with a name other than that of the community in which it resides. While formally still the State University of New York at Binghamton, it adopted Binghamton University as its informal name in 1992.

Dr. Harvey Stenger, a chemical engineer by training, assumed the presidency of Binghamton University on January 1, 2012, after serving in administrative positions at Lehigh University and the University at Buffalo. Under his leadership, the campus is forging ahead with a strategic plan – The Road Map to Premier – that includes the strategic development of new degree programs and investment in current high-quality, in-demand programs; expansion of diversity among student, faculty and staff populations; increased access for students from economically disadvantaged families; enhanced research, scholarship and graduate programs through strategic investments in hires in areas aligned with Binghamton’s strengths in its traditional fields while simultaneously identifying those in emerging fields; an enhanced reputation for student experiences in student life, advising, counseling, career guidance and post-graduate assistance; and significant expansion of our development program to accelerate the growth of annual and endowed funds. Binghamton University is a major catalyst for action in the region and New York state by driving economic development.

Since his arrival in January 2012, President Stenger has coordinated a strategic planning process that involved more than 400 student, faculty, staff, alumni and community volunteers. The result – The Road Map to Premier – focuses on five strategic priorities that will guide the University:

The premier public university of the 21st century will:
• Engage in path-breaking graduate education, research, scholarship and creative activities that shape the world
• Provide a transformative learning community that prepares students for advanced education, careers and purposeful living
• Unite to foster a diverse and inclusive campus culture
• Enhance the University’s economic, social and cultural impact through engagement from the local to the global level
• Optimize the acquisition and allocation of human, technological, financial and physical resources

ALUMNI AND DEVELOPMENT
Binghamton University has more than 110,000 alumni, who live in every state of the union and in countries around the world. It is a young alumni body with an average age of 43 years. The Binghamton University Foundation is a not-for-profit corporation established to raise funds for the University. In total, gifts from donors have enabled the Binghamton University Foundation to award more than $2.5 million to 1,800 scholarship, fellowship, assistantship and research grant recipients this year. Specifically, the foundation administers 343 named scholarships, 106 named awards and 35 fellowships. The foundation is led by a board of 25 alumni, friends and elected officers who work closely with the University’s development team. The complete list of board members, along with brief biographies, can be found online at http://www2.binghamton.edu/giving/about-the-foundation/board-of-directors.html.

The Foundation is closely linked to the Binghamton University Forum, a membership organization established in 1977, that opens doors to the campus and allows business, professional and community leaders the opportunity to know the University on a personal basis, while also promoting community relations. The University Forum has been very successful in developing a mutually beneficial relationship between the University and the community.

Binghamton completed its very first comprehensive gifts campaign in 2003, calling on alumni and friends of the University to contribute and participate in the University’s future as never before. The $36 million Believe in Binghamton Campaign was highly successful for a first-time campaign, concluding a year ahead of schedule and surpassing its original goal by 122 percent, raising a total of $43.7 million for faculty and academic program support, student support, campus enrichment and facilities enhancement. Within two years, a second campaign, Bold.Brilliant.Binghamton — The Campaign for Binghamton University, began. In April 2010, the University took another daring step and launched the public phase of the campaign via an innovative, live Internet event with
over 1,100 participants. Started at a time of fiscal uncertainty across the nation and across New York state, *Bold.Brilliant.Binghamton* came to a successful conclusion, and with the support of 38,739 donors surpassed its original $95 million goal — and a subsequent goal of $100 million — and raised more than $101 million.

The 2012-2013 annual report can be found online at [http://www.binghamton.edu/ar-2013/](http://www.binghamton.edu/ar-2013/).

The Binghamton University Alumni Association is a dynamic and inclusive organization that is recognized as a valuable resource by the Binghamton University community. The mission of the Alumni Association is to foster a life-long relationship between Binghamton University and its alumni. The Association connects alumni to the University and to each other, provides valued benefits and supports the University’s mission of teaching, research and service. It does so by encouraging collaboration and inclusiveness, continuing the tradition of excellence and building pride.

A dedicated board of directors works effectively with campus partners to offer opportunities and services that foster campus traditions and perpetuate a passion for continuing engagement with the University. The Binghamton University Alumni Association is nearly as old as the University itself. The Harpur College Alumni Association elected its first officers in 1951, following the first Commencement. As Harpur College grew and became a part of the State University of New York, the Alumni Association grew and today serves as the umbrella organization for a number of alumni groups and activities. The association is a non-dues paying organization, offering all alumni quality benefits, opportunities and programming.

**SCHOOLS AND ACADEMIC PROGRAMS**
Binghamton offers over 100 programs of undergraduate study and more than 80 graduate programs in its six schools and colleges:

- College of Community and Public Affairs
- Decker School of Nursing
- Harpur College of Arts and Sciences
- Graduate School of Education
- School of Management
- Thomas J. Watson School of Engineering and Applied Science

Graduate programs are administered through Binghamton’s Graduate School.
The **College of Community and Public Affairs** is located in the University Downtown Center, where students can work closely with non-profit and government community partners through internships, independent study and fieldwork. The college, which prepares its graduates to work with individuals, groups, families and communities, offers undergraduate degrees in human development as well as graduate programs in public administration, social work and student affairs administration. The youngest of Binghamton University’s schools, it is growing in reputation and depth. A PhD in community affairs designed to be both theoretical and applied was recently approved. Its first cohort of students, who will enter a community of scholars, educators and advanced practitioners, enrolled in fall 2013.

For over 40 years, the **Decker School of Nursing** has awarded bachelor and advanced degrees in nursing. Its graduate programs include the master of science with a major in family nursing, community health nursing or gerontological nursing, a PhD in nursing with a focus on rural health and the recently added Doctor of Nursing Practice degree. The Decker School houses an Innovative Practice Center with laboratory space and equipment which was significantly expanded in 2005 with a $500,000 gift from the Dr. G. Clifford and Florence B. Decker Foundation. The center is the home to several human patient simulators and it has become an integral component of the education each student experiences at the school. The school is also closely linked to the community by an interdisciplinary clinic it runs for elders experiencing changes in cognition.

**Harpur College of Arts and Sciences** is the oldest and largest of the University’s six schools. More than 60 percent of Binghamton undergraduates and 25 percent of graduate students earn degrees within its three divisions: humanities and fine arts, science and mathematics, and social sciences. Through its 26 departments and 14 programs, Harpur offers the ideal liberal-arts foundation — effective oral and written communication, rigorous scientific analysis, independent thinking and cultural literacy — for any career or advanced course of study. Harpur students work side by side with distinguished faculty, in the classroom, on the stage, in the studio or laboratory and beyond the campus borders. Curiosity is the norm, and creativity is the result as students learn to open their minds to new ideas and perspectives.

The **Graduate School of Education** prepares educators to be teachers, administrators, scholars and policy makers, awarding master degrees in childhood education, adolescence education, literacy education, special education and educational studies, as well as certificates of advanced study in educational leadership and doctoral degrees in educational theory and practice. Faculty and students partner with local school districts on a wide variety of innovative educational projects. Undergraduates interested in teaching careers in math and science can opt for the Harpur College-Graduate School of
Education 3 + 2 program, attending Harpur College for their bachelor’s degree and completing studies for a master’s degree in teaching for grades 7-12 (in mathematics or science) through the Graduate School of Education.

The School of Management (SOM) offers bachelor of science programs in accounting and management, master degrees in accounting and business administration, and a PhD program with specializations in accounting, finance, marketing, organizational behavior/leadership and supply chain management. SOM students learn theory and the real-life practice of management and accounting in a stunning facility that includes features such as the high-tech Zurack Trading Room. They also benefit from study-abroad partnerships with accredited business schools around the world. The school also has an Executive MBA program for working professionals and a fast-track professional MBA program in New York City. The school was recently ranked the 25th best public undergraduate business program in the nation by Bloomberg Businessweek.

Founded in 1983, the Thomas J. Watson School of Engineering and Applied Science, named for the legendary leader of IBM, is the fastest-growing engineering program in New York state. Its faculty bring considerable industry and research experience to bear in preparing students to embrace new challenges and create the future. The school offers undergraduate and graduate degrees in eight fields of study: bioengineering, computer engineering, computer science, electrical engineering, industrial and systems engineering, materials engineering, mechanical engineering and systems science. Unique undergraduate initiatives like the new general engineering minor, the First-Year Engineering Program and the Watson Engineering Learning Community have created a supportive, vibrant and diverse environment in which to learn.

Binghamton University recently submitted a letter of intent to the SUNY system to establish a pharmacy school and will submit its full proposal soon. There is currently only one public pharmacy school in New York state, in Buffalo. Binghamton’s proposed pharmacy school has strong support from the leadership of the local hospitals as well as within the University. A recently completed feasibility study indicates there is a strong demand for pharmacy, pharmacy students would fit in well with the University’s academic profile, there are good placement opportunities for students and the University would have the ability to develop a PhD program in pharmaceutical sciences once the PharmD program is approved and in place. Leaders of Binghamton’s other schools see the proposed pharmacy school as an internally consistent way of building on intellectual and research themes in the existing schools. For example, Harpur College of Arts and Sciences has strong programs in psychology and integrative neuroscience in particular, and there are also strong ties to Watson and Decker school programs, as well as social work in CCPA. Binghamton sees exciting potential synergies between our research and teaching programs and a school of pharmacy.
Faculty and Research
During the 2012-2013 academic year, full-time teaching faculty members numbered 604, of whom 90 percent held the PhD or the appropriate terminal degree in their fields. The Binghamton University faculty includes Fulbright Scholars, Getty Scholars and members of the National Academy of Sciences, recipients of Presidential Early Career Awards for Scientists and Engineers and faculty who have earned numerous other recognitions for scholarly distinction.

Last year, Binghamton was awarded $34.9 million in sponsored research. Research awards are administered through The Research Foundation, a private, nonprofit educational corporation that administers externally funded contracts and grants for and on behalf of the State University of New York. The Research Foundation provides the independence and administrative flexibility to respond quickly to the special demands of sponsored programs in a manner that facilitates their scientific or technical execution; these are needs that could not be as easily accommodated through state processes.

Many faculty collaborate on interdisciplinary research through Binghamton’s 21 organized research centers, including a New York State Center of Excellence, and eight institutes for advanced study. The New York State Center of Excellence – the Small Scale Systems Integration and Packaging (S³IP) Center – is a research and development organization that addresses research challenges in small-scale system design, process development, prototyping and manufacturing for academia and the microelectronics industry. The center brings together partners from government, industry and academia, providing opportunities for collaborations that will advance microelectronics research and development. It was designated as a New York State Center of Excellence in 2006.

Students
Binghamton University is highly selective and its students are hard-working, motivated and successful. The University is home to 13,013 undergraduate students. Ten percent are from out-of-state and another ten percent are international students. Last year, Binghamton received over 29,000 applications for its freshman class, of whom only 42 percent were accepted. Of these, 2,590 students enrolled. During the past 10 years, 90-92 percent of Binghamton freshmen returned for their sophomore year. On average, nearly 70 percent of freshmen graduate after four years and nearly 80 percent after six, well above national averages. Binghamton is ranked third in the nation among peer public universities for its 4-year graduation rate, behind the University of Virginia and the
University of Connecticut. Approximately 20 percent of Binghamton’s students are the first in their families to attend college and more than 26 percent are people of color.

**Student Life**

Much of Binghamton’s success in retention and student satisfaction can be attributed to the integration of student life and academics through its living and learning communities. Binghamton has six residential communities that give students the close-knit and supportive feel of a small college while still providing the resources and advantages of a larger university. The communities were originally modeled after Oxford University. Each community is distinctive, with its own dining hall, area government, professional staff and tenured Faculty Master, who reports jointly to the vice provost for undergraduate education and the director of residential life and is dedicated to facilitating learning outside the classroom. These communities provide students with a strong sense of identity at the University that remains strong even after they graduate.

Binghamton undergraduates enjoy a wide range of self directed learning opportunities. Specialized programs allow creation of individualized majors, service learning in the community, experiential education with community and industry partners. Working closely with faculty, students have access to research and scholarship opportunities in partnership with graduate students and post-doctoral fellows. Students and alumni reflect that access to state of the art research faculty and facilities, in an accessible collegiate environment, are key to their success. They also make significant contributions to community service through volunteer and course-based activities of many kinds. In 2008, Binghamton was recognized on the top-25 list of major Peace Corps-volunteer producing colleges and universities. The campus boasts over 300 student-lead clubs and organizations as well as a comprehensive and very active school-wide student government. Binghamton’s student leaders are engaged with the university president, administration and faculty to promote understanding of student concerns and perspective on campus and administrative activity.

In recent years, Binghamton undergraduates have won Goldwater, Luce, Fulbright, National Science Foundation, Udall, Thayer and Truman scholarships, among others.

**Internationalism**

Internationalization is woven into nearly every aspect of academic and co-curricular life at Binghamton. There are more than 2,500 international students from 102 countries enrolled, placing Binghamton among the top 100 colleges and universities in the United States based on international student enrollment. Nearly 20 percent of Binghamton students study abroad, the highest proportion of any campus within SUNY and nearly five times the national average for public universities.
There are strong international education opportunities even for those who do not go abroad. All undergraduate students develop a foundation in global perspectives through the two-course Global Visions General Education requirement. Given eleven modern languages regularly offered, 12 interdisciplinary and cross-disciplinary programs, a nationally recognized Languages Across the Curriculum Program, the Global Studies Minor, and high levels of internationally-oriented subject content in a number of departments, students have many opportunities to gain specialized knowledge and skills which are critical to thrive in the complex, globally connected world. These learning opportunities continue outside of the classroom in numerous cross-cultural programs, clubs, events and services offered by student affairs and residential life.

The University has also established several international partnerships with distinguished institutions around the world including student exchanges, faculty collaborations, and dual degree programs. Many of these partnerships are with world class research universities such as the University of Edinburgh, the University of Utrecht, Fudan University (China), the National Academy of Chinese Theatre Arts and Seoul National University. Binghamton also partners with universities that are innovative leaders in higher education in their countries: for example, Al Akhawayn University in Ifrane (Morocco) and the University of the Free State in South Africa.

In the last decade, Binghamton has received seven awards in recognition of its achievements in comprehensive internationalization throughout its curriculum. In 2004, Binghamton was one of just five colleges and universities nationwide to receive the Senator Paul Simon Award for Campus Internationalization from NAFSA: Association of International Educators, in the inaugural year of this highly competitive award. The other doctoral-university recipients in the first few years of this award were Duke, Kansas, Michigan State, North Carolina-Chapel Hill, Purdue, and UCLA.

**Success after Binghamton**

About half of Binghamton graduates go right to work with a median starting salary in recent years of $54,500. About 35 percent of Binghamton’s graduates go on to pursue graduate degrees. Binghamton’s 86 percent acceptance rate for law school is 11 percent higher than the national average, and its medical school acceptance rate of approximately 60 percent is more than 15 percent higher than the national average.

**Graduate Students**

Binghamton is an attractive destination for graduate work, enrolling 3,085 graduate students this year. The University offers 60 master degree programs and over 30 doctoral programs in arts and sciences and in its professional schools, with more than 100
doctorates awarded annually. As teaching assistants, these graduate students contribute substantially to the cutting-edge intellectual atmosphere for undergraduate education in classrooms, laboratories, and studios across the campus. In addition to teaching, many graduate students devote their time by providing needed services in the community as well as contributing their expertise toward the development and implementation of SUNY initiatives.

**Athletics**
Binghamton athletics completed its transition from Division III to Division I in 2001, joining the three other SUNY research centers (Buffalo, Albany and Stony Brook) in Division I. Student-athletes at Binghamton play on 21 Division I varsity teams in the America East Conference. Scholar-athletes have maintained an overall grade-point average of 3.0 or higher for 15 consecutive semesters. Binghamton has captured the America East Academic Cup twice and finished among the top 3 two other times since joining the conference. Since 2001, seven different teams have made 21 NCAA tournament appearances and the University has also crowned one national champion and 14 All-Americans during that span. Community support for Binghamton athletics is very strong as demonstrated by its America East conference-leading spectator attendance.

**Staff**
Binghamton University benefits from a large cadre of experienced, long-term staff who are committed to the University. It has 1,665 non-faculty employees, the vast majority of whom are represented by four bargaining units with contracts negotiated at the state level. The University aims to be the employer of choice in the region by supporting work-life balance. It offers competitive benefits and policies as well as learning opportunities for employees that are widely recognized and appreciated in the region. The University is proud of the commitment of an excellent staff, a point that is readily apparent in interaction with staff at all levels.

**Campus Facilities**
The Binghamton campus — spread over 930 acres on a wooded hillside above the Susquehanna River — features physical facilities that are modern, attractive, accessible and exceptionally well-maintained. A special campus feature is the Nature Preserve, a 190-acre forest and wetland area with a six-acre pond that adjoins the campus.

The University’s physical plant is in excellent condition with little deferred maintenance as a result of construction projects completed in the last decade. A process of forward-
looking budgeting, careful planning, rigorous execution and dedicated physical plant staff supports the quality of the facilities.

The five-building, modern science complex, including a life science laboratory facility and vivarium that opened in 2011, includes a multi-climate greenhouse — one of the largest teaching and research facilities of its kind — and science laboratories equipped with some of the most sophisticated instruments and equipment available today. The campus Innovative Technologies Complex (ITC) is also undergoing construction to add a new Center of Excellence Building to the LEED© Platinum-certified Science and Engineering Building and Biotechnology Building already on the site. The ITC will expand further with a fourth building, currently in design, that will have a focus on smart energy. ITC facilities also include organized research centers and small business incubation facilities.

Binghamton's facilities for the fine and performing arts include a world-class performance complex, the Floyd E. Anderson Center for the Arts. The center features the 1,200-seat Osterhout Concert Theater with a retractable rear wall to allow for an additional 1,500 audience members in lawn seating for summer events, and a 420-seat Chamber Hall for small stage productions and recitals. Concerts, plays, dance performances, faculty and student recitals, and guest artists are all showcased in the Anderson Center. The University Art Museum has an Asian Art Gallery and a permanent collection of 1,500 art objects representing many periods and styles. On regular display are special traveling and loan exhibits as well as the works of University artists.

Two academic buildings that were completed in 1998 were featured in Progressive Architecture for their striking designs that are marked by expansive glass exteriors and modern classrooms, lecture halls and computing facilities. They are home to the School of Management, the Decker School of Nursing, the Graduate School of Education, as well as the Office of Undergraduate Admissions.

In 2007, the University expanded its reach in downtown Binghamton with the construction of the University Downtown Center, a 74,400-square-foot facility that is home to the College of Community and Public Affairs and supports a wide range of community-related programming.

Binghamton's extensive athletic and recreation facilities include two large gymnasiums with swimming pools, an indoor track, and basketball, volleyball and racquetball courts. FitSpace, a state-of-the-art fitness facility, is available to the entire campus community. Outdoor facilities include 26 tennis courts, a fitness trail, a 400-meter track and soccer field, and numerous playing fields. The multi-purpose 156,000-square-foot Events Center
is home to basketball, indoor track, and tennis. Large concerts and other programs are also held in the center, as are the University commencement ceremonies.

An addition to the University Union, which serves as a focal point for student activities, opened in the spring of 2002 and is home to an expanded bookstore and dining area, as well as student services, clubs and media. The University has also recently completed a $350 million replacement of two of its residential learning communities – Newing College and Dickinson Community – adding approximately 1,000 beds to its housing stock.

“Green" Campus
Binghamton’s official color is green and the “green” theme carries through in its commitment to the environment and sustainability. In September 2007, then-President Lois B. DeFleur endorsed the American College and University Presidents Climate Commitment, pledging to eliminate, over time, the greenhouse gas emissions associated with Binghamton’s campus activities and she established The President’s Taskforce for Campus Climate Commitment which recommends projects for the campus. In 2012, Binghamton was selected by The Princeton Review as one of the “greenest” colleges or universities in the nation.

Evidence of the University’s green initiatives is apparent across campus, and it goes beyond plentiful recycling bins and organic food on dining hall menus. These initiatives demonstrate Binghamton’s vow to create a sustainable community by engaging students, faculty, staff, partners, suppliers and neighbors through educational programs, outreach efforts, research projects and programs that reduce the University’s impact on the environment.

Binghamton’s sustainability efforts range from an energy management system to extensive recycling efforts that include organic gardening and composting. Other initiatives include a variety of energy-savings projects, LEED® building standards and educational efforts that include a residential community energy contest as well as regular programs and events that engage and educate the campus community in thinking about and changing energy habits.

LOCATION
Binghamton University is located in the Town of Vestal, just one mile beyond the Binghamton city limits in the Southern Tier of Upstate New York. Binghamton, Endicott and Johnson City — along with Vestal and a few other suburban towns and villages — make up Greater Binghamton, offering a sophisticated cultural life, lively spectator sports and accessible outdoor recreation. Major employers include United Health Services,
Lourdes Hospital, IBM, Lockheed Martin Systems Integration, BAE Systems Controls, Maines Paper and Food Service, Universal Instruments and the University itself, one of the largest employers in Greater Binghamton.

Several theaters, the Tri-Cities Opera, the Binghamton Philharmonic, the Roberson Museum and Science Center and the Kopernik Observatory are well supported by the community. The Broome County Arena, home to the Binghamton Senators hockey team (a AAA affiliate of the Ottawa Senators), also hosts well-attended rock, country and pop concerts. The Binghamton Mets (a AA affiliate of the NY Mets) play baseball in a downtown stadium. The area also offers restaurants, shopping centers, and many urban and wooded parks and picnic areas as well as a rail-to-trail path.

Binghamton is located at the crossroads of I-81, I-88 and NY Rte 17, within easy reach of major metropolitan areas. Binghamton is 50 miles (75 minutes) from Ithaca, 72 miles (80 minutes) from Syracuse, 140 miles (2 hours) from Albany and about 200 miles (3-and-a-half hours) from both New York and Philadelphia. Three airlines serve the Greater Binghamton airport and offer regional jet service to Washington, D.C., Philadelphia and Detroit.

**FINANCES**
The Binghamton University Foundation has an endowment valued at approximately $90 million. The University’s state operating budget totals $161 million, and expenditures from all fund sources total approximately $293 million. About 28 percent of the all-funds budget is supported by general revenues of the state and about 39.5 percent comes from student tuition. Tuition, room and board for the 2013-2014 academic year is $18,826 for in-state students and $29,146 for out-of-state students. Kiplinger’s has ranked Binghamton the #12 best value in the nation for its high quality and low cost of attendance, and the Princeton Review places it at #8 best value based on academics, cost of attendance and financial aid.

Binghamton has weathered challenging economic times through a highly disciplined, transparent and collaborative process that tightly links strategic planning and budgeting. There is extensive communication regarding how budgetary decisions are made. The University has established a system and culture whereby all departments are encouraged to evaluate and maximize their contributions to the University’s overall mission. President Harvey Stenger instituted the Binghamton University Road Map Process in spring of 2012, to formulate the strategic plan for the University for the next 5 to 20 years. Nine Road Map teams submitted proposals for initiatives, innovations, and ideas to move the University ahead as part of the NYSUNY 2020 Plan, as well as to promote the
University’s future growth, academic excellence and operational excellence. The president and provost work with persons and organizations throughout the University to make decisions on the items that will require funding and will become part of the new budget. As items are selected for implementation, funding can be provided during the Financial Plan process. Divisions are also instructed to implement some items without additional funding. This ensures that the University’s resources are devoted to its highest priorities and it enables managers to plan well in advance of the intended start of new initiatives.

**Opportunities and Challenges**

Binghamton University seeks a new vice president for advancement to guide and inspire institutional advancement initiatives. The Division of Advancement, formed as part of a reorganization of the former Division of External Affairs, will better serve and engage Binghamton University’s external supporters and constituents as it focuses on alumni relations, development and philanthropy. With the University’s Road Map to Premier strategic plan as a guide, the successful candidate will oversee a strengthened Binghamton in virtually every dimension, and one that aims to become the premier public of the 21st century.

The overarching challenge for the new vice president is to build on Binghamton’s exceptional momentum and continue the University’s development in spite of the economic challenges facing public institutions around the nation. Specifically, the new vice president will need to bring a new perspective with a bigger, broader vision of what is possible in development.

**Articulate a Vision for Future Advancement Initiatives**

The new vice president will want to evaluate the strengths of the existing programs and the current advancement model. As with any rapidly growing organization, there is room for greater efficiency and sophistication in both the programs and operations of the development, research, alumni relations and donor relations functions. A number of the 22 current staff in the Division of Advancement have been at the University for several years and represent a rich resource for understanding the University community, its history and its strengths. They are, as a group, relatively young; some may need to be trained further. The vice president will create a sense of collegiality and camaraderie. Over time, best practices will be further integrated into each of the operation’s functions. A new vice president will work closely with the Alumni Association Board of Directors to fully implement the recommendations from the consultant’s report and to implement the strategic plan focusing on University-wide alumni engagement.
Support and Champion the University’s Culture of Philanthropy
Because they represent a core strength of the University, active support of faculty will be essential to the success of the any advancement efforts. The faculty need to be informed and to understand the University’s priorities and the reasons for the priorities. Assuring that the remarkable strengths of the student body and the intellectual standard that characterizes the community can be preserved – in part by providing student scholarships for undergraduates and fellowships for graduate students, by endowing professorships – will be at the core of initiatives.

Participate in University Leadership
The new vice president will be a part of the University president’s senior officers group (SOG), establishing the strategic directions and policies for the University for the future, as well as the on-going issues that the University faces. The successful candidate will have the experience, the presence and the intellectual ability to make substantive contributions to the University’s leadership.

Reinforce the Strategic Framework that Guides the Allocation of Financial Resources
While Binghamton is positioned to continue its steady financial condition, there are challenges in maintaining financial health. As funding for public universities across the country has decreased, New York state is not unique in its budgetary challenges. State appropriations have not kept pace with inflationary pressures resulting in increasing tuition rates and budget cuts.

The vice president will be responsible for leading the development initiatives that will provide for a margin of excellence and work to ensure financial stability. To retain and strengthen its position as a leading institution of higher education, Binghamton must identify the core values on which it cannot compromise and identify the opportunities that it must seize in order to move ahead.

Broaden and Deepen the Base of the University’s Financial Resources
The vice president will provide strong leadership for the Binghamton Foundation to develop its next comprehensive gifts campaign, and create an effective strategy to continue to increase the endowment. Building on past campaigns’ positive momentum, the vice president will raise money from individual and institutional donors and generate corporate sponsorship through partnerships with businesses, industries and public-sector enterprise.

The Successful Candidate: Qualifications
Binghamton seeks in its new vice president a leader with creative vision, a global view, extraordinary energy and the personal qualities and integrity to inspire all of the University’s constituencies and lead Binghamton to new levels of excellence. The search committee understands that no single candidate will have all of the ideal qualifications, but seeks candidates with the following experience and abilities:

- to provide creative and decisive leadership in managing the resources of the University in the context of a strategic vision, to develop his or her own strategy for institutional advancement, and to continually seek opportunities to support the University’s mission as a teaching and research institution of distinction;
- to ensure the successful achievement of ever-increasing fund-raising goals, including the initiation of a campaign, and engaging alumni, friends, corporations, foundations and influential leaders in support of the effort;
- experience as a senior manager and as a strategic and fiscal planner;
- a willingness to seize opportunities for growth, while assuming responsibility for appropriate risks;
- experience in managing change, resolving conflict and building consensus;
- a deep commitment to collegiality and the ability to develop strong, respectful working relationships with the faculty, students and officers of the University, alumni, the boards of the foundation and the alumni association, and community and business leaders;
- comfort in dealing with a broad range of constituents, ranging from the diverse student body to the most senior of corporate and cultural leaders;
- the extraordinary communication skills, orally and in writing, necessary to articulate the vision and the case for support for the University – especially the ability to present a compelling case in a public forum;
- intelligence, sophistication, empathy, creativity, political savvy, inner toughness, tolerance for organizational ambiguity, and high standards for personal and professional achievement;
- boundless energy, grace under pressure and a sense of humor.

TO APPLY
Binghamton University has retained Storbeck/Pimentel & Associates, a national executive search firm, to assist in this search. Confidential inquiries, nominations, referrals, and resumes with cover letters should be directed to:

Steve Leo, Vice President
Susan VanGilder, Principal
Matthew Bunting, Senior Associate
An equal opportunity and affirmative action employer, Binghamton University is committed to building a diverse community and encourages the applications of women and minority candidates.