Senior Associate Vice President for Institutional Advancement
The University of Texas Health Science Center at San Antonio
San Antonio, TX
http://www.uthscsa.edu/

Send Nominations or Cover Letter and Resume to:
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The Opportunity:

“To make lives better through excellence in education, research, health care and community engagement.”

The vision of The University of Texas Health Science Center at San Antonio (UT Health San Antonio) is to be a world-class academic health center transforming health and health care for a diverse society. Its five schools offer 56 professional, graduate and undergraduate degree and certificate programs. Designated as a Hispanic-Serving Institution by the U.S. Department of Education, UT Health San Antonio consistently ranks among the top
UT Health San Antonio is the premier academic research center in San Antonio and South Texas. From the notable research findings published in leading journals around the world to revolutionary advancements in aging, neuroscience, cancer and cardiovascular disease, its experts pursue powerful scientific solutions for society. A $22.7 million Clinical and Translational Science Award (CTSA) was awarded to UT Health San Antonio — the second consecutive CTSA award received by UT Health San Antonio — both dedicated to improving the health of the population and communities in this largely medically underserved region through the acceleration of scientific discovery and then advancing the public health applications that make lives better. UT Health San Antonio is the chief catalyst for the $30.6 billion health care and biosciences sector of the San Antonio economy, the city’s largest economic sector.

UT Health San Antonio’s research translates from the bench to the bedside as faculty offer clinical treatment based on the latest laboratory findings. With almost 1,000 residents in training, it has strong research, clinical and educational partnerships with the military and every hospital system in San Antonio. Its comprehensive network of medical and dental specialists provides every patient the most complete care available using the latest in medical treatments. UT Health San Antonio’s Cancer Center is one of only four National Cancer Institute designated cancer centers in Texas. The specialists at the cancer center bring a multidisciplinary approach to cancer care through cancer prevention, diagnosis, patient care, clinical trials and research. The School of Medicine’s medical practice supports 1.5 million patient visits each year through 700 providers in 140 specialties and subspecialties. Its physicians comprise the largest medical practice in Central and South Texas. UT Health San Antonio offers superb dental care in nine specialty clinics staffed by more than 100 faculty experts and 616 residents and students, with comprehensive patient care provided with the backing of one of the top-ranked Schools of Dentistry in the country.
Within the UT system, UT Health San Antonio boasts one of the top performing frontline advancement teams. Reporting to the Vice President of Institutional Advancement and Chief Development Officer, the incoming Senior Associate Vice President will be responsible for securing significant financial support to sustain and develop the missions of UT Health San Antonio, with a focus on the identification, cultivation, solicitation and stewardship of principal and transformational gifts ($5 million+) as well as major gifts ($1 million+) and oversight and development of the University’s vision to cultivate gifts from grateful patients, alumni and new donors to build the pipeline for future philanthropic support. Working closely with the Vice President, President and other institutional leaders, the Senior Associate Vice President participates in making strategic decisions and maintaining key relationships that impact fundraising for the institution across revenue streams.

Position Overview – Senior Associate Vice President for Institutional Advancement

The new Senior Associate Vice President will demonstrate the following skills and experiences:

• Significant success in both major gifts fundraising and fundraising management within a complex system, ideally with a comparable academic research institute;
• Political acumen, intellectual curiosity, sophistication, diplomacy and a collaborative nature that leads to productive relationships with internal and external stakeholders;
• Substantial and positive experience working closely with high-level volunteer boards;
• Leadership ability in articulating a compelling vision, planning and executing strategy, and supporting institutional success through a strong example of successful fundraising;
• Entrepreneurial skills to adapt to changing markets;
• Strong communication and public speaking presence; and
• Ability to interact professionally with donors and prospects at every level, with earnestness, integrity and respect; as well as with executive leadership across the University, including Deans, Vice Presidents and other senior leaders in the schools, such as faculty, physicians, nurses, dentists, other healthcare professionals and scientists; and with staff at all levels in an academic health sciences environment focused education, patient care, biosciences research and community service.

Job Responsibilities:

• Develop annual organizational goals and objectives consistent with the mission and vision of UT Health San Antonio, ensuring alignment with the mission and vision of UT Health and its priorities and programs. Develop metrics and performance plans that promote team and individual success and accountability for overall fundraising goals.
• Responsible for successfully meeting annual fundraising goals established with the Vice President of Institutional Advancement and Chief Development Officer. Serve as a strong individual fundraiser
and ambassador who must lead by example to establish an environment focused on building and maintaining strong, productive and long-lasting relationships among the institution’s many constituents.

- Manage and grow a University-wide portfolio of significant ($1 million+) donor relationships with support of the President, the Vice President and Chief Development Officer and in collaboration with other key University leadership and the development team to ensure effective relationship development and long-term growth in support for institutional priorities that also complement donor interests.

- Oversee management and tracking of the progress of the integrated gift and fundraising strategy and solicitation, and communicate with colleagues involved in or impacted by a strategy or solicitation. Maintain knowledge of relevant clinical, research and educational developments and fundraising priorities from both institution and school perspectives. Collaborate with Institutional Advancement team, University leadership, faculty/deans and key volunteers to coordinate cultivation and solicitation strategies for donors, especially for those who have multiple funding interests and the potential for significant institutional impact.

- Provide strategic leadership and direction to all academic fundraising teams to drive increased development activity and total contributions. Develop short- and long-range strategic plans for fundraising efforts.

- Support the Vice President of Institutional Advancement and Chief Development Officer in stewardship and planning for the Development Board and other key volunteer leadership groups, including cultivation and solicitation of their prospects to engage participation by new donors and cultivate personal and sphere of influence giving from the Board and key volunteer leaders across the University.

- Collaborate with the Vice President of Institutional Advancement and Chief Development Officer to create, implement, integrate, assess and improve on an ongoing basis the institution’s infrastructure and strategies required to conduct successful overall advancement efforts and provide reasonable assurance that operations are effective and efficient, assets are safeguarded, and financial information is reliable and compliant with applicable laws, regulations, policies and procedures.

- Other duties as assigned.

**Minimum Qualifications:**

- Bachelor’s degree in Liberal Arts, Business, Public Administration, Communications, Accounting or Marketing required. Master’s degree preferred.

- Minimum of 10 years of experience in development, with a minimum of five years of leadership/management experience at a director level or higher leading Development teams or programs.

- Proven track record of successful fundraising in a complex organization of comparable scope and scale; development experience in an academic health research setting is preferred.
Other:
- Strong written and verbal skills.
- Strong interpersonal skills and the ability to work well with others.
- Proven manager with experience in working with and developing teams.
- Problem solving ability and public relations skills.
- Ability to work independently and apply sound judgment in making decisions.
- Must handle confidential materials with appropriate discretion.

Advancement Overview

The division of Institutional Advancement encompasses Major Gifts, Planned Giving, Corporate and Foundation Relations, Annual Giving, Special Events and Fundraising, Alumni Relations, Development Marketing and Communications, Endowments and Administration, Advancement Services, Prospect Research and Database Management.

Of the more than $800 million budget for UT Health San Antonio, 27% comes from state appropriations. In the dozen years that Vice President Debbie Morrill has led the Institutional Advancement division, she has grown the program from a small staff in a decentralized environment raising about $20 million annually, to build a centralized team that completed the historic $600 million Campaign for the Future of Health in 2014 over goal raising $618 million, and recently secured a gift to name the Joe R. and Teresa Lozano Long School of Medicine among many other naming gifts accomplished during her tenure, including the Greehey Children’s Cancer Research Institute. This year, her advancement team of 37 is on target to raise more than $80 million. The leadership of UT Health San Antonio realizes that there is even more potential for philanthropic growth and a new campaign is in the silent phase. As a member of the leadership team responsible for planning and executing this next endeavor, the Senior Associate Vice President is an important hire for the success of the larger strategy of increasing charitable giving across UT Health San Antonio.

Client Overview:

Established in 1959, UT Health San Antonio provides the best in professional health careers education, biomedical research, patient care and community service to San Antonio and the South Texas/Border Region.

Through undergraduate, graduate and
postgraduate programs, the faculty is committed to educating health professionals who will provide excellent patient care and research that can be applied to treat and prevent disease.

The physician practice of UT Health Physicians (formerly called UT Medicine) features more than 700 physicians and healthcare providers offering advanced services and technologies for individual and family needs. UT Health Physicians supports 1.2 million patient visits each year through 800 providers in 100 medical specialties and subspecialties.

UT Health San Antonio also has a robust biomedical research enterprise, with strengths in cancer, population health, cardiovascular disease, neurosciences and military health. UT Health’s Barshop Institute has consistently ranked first in Texas and among the top in the nation for aging research funding from the National Institute on Aging.

UT Health San Antonio operates from multiple campuses primarily located in the San Antonio Medical Center in San Antonio: The Joe R. and Teresa Lozano Long Campus, the Greehey Academic and Research Campus, the UT Health San Antonio Cancer Center Campus, the Medical Arts & Research Center and UT Dentistry Campus, as well as the Texas Research Park Campus and the Laredo Regional Campus.

**Schools and Administration:**

- School of Medicine
- Dental School
- School of Nursing
- School of Health Professions
- Graduate School of Biomedical Sciences

Cooperative programs exist with:

- UT Austin School of Pharmacy
- UT Health (Houston) School of Public Health
Strategic Plan 2013-2017:

The mission of UT Health San Antonio is to make lives better through excellence in education, research, health care and community engagement. Strategies for achieving this mission are:

- **Education**
  Educating a diverse student body to become excellent healthcare providers and scientists.

- **Research**
  Engaging in research to understand health and disease, and to commercialize discoveries, as appropriate, to benefit the public.

- **Health Care**
  Providing compassionate and culturally proficient healthcare, and influencing thoughtful advances in health policy.

- **Community Engagement**
  Engaging its community to improve health.

- **Organizational Effectiveness**
  Striving for excellence, innovation, quality and professionalism in an effective and efficient manner.

UT Health San Antonio’s ambition is to be recognized among the elite academic health centers in the U.S. The Strategic Plan serves as a compass for its work and aligns the institution with the goals of The University of Texas System’s *Framework for Advancing Excellence*. It provides a plan of action while requiring ongoing assessments of progress.

Leadership

William L. Henrich, MD, MACP

*President*

William L. Henrich, MD, MACP, a specialist in kidney diseases, has served as the President of The University of Texas Health Science Center at San Antonio (now called UT Health San Antonio) since 2009. He received his undergraduate degree from Columbia University and his medical degree from Baylor College of Medicine; he later completed a residency in Internal Medicine at The University of Oregon Medical School and a fellowship in Nephrology at The University of Colorado School of Medicine.
Dr. Henrich served as Professor of Medicine at The University of Texas Southwestern School of Medicine, as Professor and Chair of Medicine at the Medical College of Ohio, and as the Theodore Woodward Professor and Chairman of the Department of Medicine at The University of Maryland School of Medicine in Baltimore. He became the Dean of the School of Medicine and Vice President for Medical Affairs at The University of Texas Health Science Center at San Antonio in 2006. He is the author of over 300 articles and chapters, and the founding editor of the popular dialysis textbook *Principles and Practice of Dialysis* (now renamed *Henrich’s Principles and Practice of Dialysis*). He has research interests in hemodynamic stability during dialysis and the intrarenal renin-angiotensin system.

Deborah H. Morrill

*Vice President of Institutional Advancement & Chief Development Officer*

Deborah H. Morrill joined The University of Texas Health Science Center at San Antonio as Associate Vice President in 2005 and was promoted the following year to her current role of Vice President of Institutional Advancement & Chief Development Officer. In this leadership capacity, Ms. Morrill raised $607 million for *The Campaign for the Future of Health*, exceeding the goal by 20%, for the most successful campaign in University history including back-to-back $25 million cash gifts and sustained post-campaign fundraising at $60 million+ annually. In recognition of her success, she received the top fundraising award for UT System in 2008 and the Chancellors Excellence Award for Endowment Administration and Compliance in 2014.

Ms. Morrill has 38 years of community service including 30 years in fundraising and development. Prior to UT Health San Antonio, she led teams and raised tens of millions in philanthropic support over her six years with the Juvenile Diabetes Research Foundation International and twelve years with Special Olympics Texas.

Ms. Morrill received her undergraduate degree in English from The University of Texas at Austin and her M.S. in Counseling Psychology from Texas A&M University Corpus Christi (formerly Corpus Christi State University).
Location - San Antonio, TX:

San Antonio is a major city in south-central Texas with a rich colonial heritage. The Alamo, an 18th-century Spanish mission preserved as a museum, marks an infamous 1836 battle for Texan independence from Mexico. Following the San Antonio River, the miles-long River Walk is a landmark pedestrian promenade lined with cafes and shops. HemisFair Park's 750-ft. Tower of the Americas overlooks the city.

San Antonio is the seventh-most populated city in the United States with a population of 1,469,845. It was the fastest growing of the top 10 largest cities in the United States from 2000 to 2010. The city straddles South Texas and Central Texas and is on the southwestern corner of an urban megaregion known as the Texas Triangle.

San Antonio has a diversified economy that is focused primarily within the military, health care, government civil service, financial services, oil and gas, and tourism sectors. Within the past 20 years, San Antonio has become a significant location for American-based call centers and has added a significant manufacturing sector centered around automobiles.

San Antonio is a city of biosciences and health with one out of every six San Antonians employed in the industry. Local operations represent nationally recognized healthcare facilities, cutting-edge biotech companies and well-respected global enterprises like Medtronic and Becton Dickinson. Located about 10 miles northwest of downtown is the South Texas Medical Center, which is a conglomerate of various hospitals, clinics and research and higher educational institutions. UTHealth San Antonio is one of the largest institutions comprising the overall South Texas Medical Center.

Over 20 million tourists visit the city and its attractions every year, contributing substantially to the city's economy, primarily due to The Alamo and River Walk. The Henry B. Gonzalez Convention Center alone hosts more than 300 events each year with over 750,000 convention delegates from around the world. Tourism employs 94,000 citizens and makes an economic impact of over $10.7 billion in the local economy.
San Antonio is home to six Fortune 500 companies: Valero Energy, Tesoro Corp, USAA, iHeartMedia, NuStar Energy and CST Brands, Inc, H-E-B, the 14th-largest private company in the United States is also headquartered in San Antonio. In 2015, San Antonio ranked No. 50 on Forbes' list of the Best Places for Business and Careers, with a ranking of 15th best market for job growth.

The city’s top-level professional sports team is the San Antonio Spurs of the National Basketball Association. The Valero Texas Open is a professional golf tournament on the PGA Tour held at San Antonio since 1922. The University of Texas at San Antonio fields San Antonio’s main NCAA Division I athletic teams, known as the UTSA Roadrunners.

San Antonio hosts over 100,000 students in its 31 higher-education institutions. Publicly supported schools include UT Health San Antonio, the University of Texas at San Antonio (UTSA), Texas A&M University–San Antonio and the Alamo Community College District. There are nine private universities as well as 30 private schools and charter schools. San Antonio is also home to U.S. Air Force Basic Military Training (AFBMT) at Lackland Air Force Base.

The San Antonio International Airport (SAT) is in uptown San Antonio, about eight miles north of downtown. A bus and rubber-tired streetcar (bus) system is provided by the city’s metropolitan transit authority. Amtrak provides service to San Antonio, operating the Texas Eagle daily between San Antonio and Chicago’s Union Station. San Antonio is served by nine major freeways.

The median price of homes currently listed in San Antonio is $237,500. The median rent price in San Antonio is $1,200. With an overall cost of living of 93.20, San Antonio is cheaper than the U.S. average.

Learn more about living in San Antonio: visitsanantonio.com

**Background Checks:**

Prior to submitting your resume for this position, please read it over for accuracy. LLLS does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.
To learn more, call
Zena Lum, Search Director at
617-262-1102
or send nominations or cover letter and resume to
zlum@LLLSearches.com.
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