

Director of Advancement, DRI and Executive Director, DRI Foundation

Position Guide

About Desert Research Institute (DRI) and DRI Foundation

The Desert Research Institute is a recognized world leader in investigating the effects of natural and human-induced environmental change and advancing technologies



aimed at assessing a changing planet. DRI is ranked as one of the top U.S. environmental research institutions by the National Science Foundation. For almost 60 years DRI research faculty, students, and staff have applied scientific understanding to support the effective management of natural resources while meeting Nevada's needs for economic diversification and science-

based educational opportunities. With more than 400 staff and two main campuses in Reno and Las Vegas, DRI serves as the environmental research arm of the Nevada System of Higher Education (NSHE). Each scientist at DRI contributes to the welfare and well-being of humanity through applied research. Each day they are making a difference in saving the planet. In addition to this work, DRI's scientists are fostering the next generation of elite scientists and engineers in the United States and abroad.

DRI research teams conduct applied research on air, land, and water in Nevada, the United States and on all seven continents providing a broad base for funding support. DRI's environmental research programs are divided into three core divisions: Atmospheric Sciences, Earth and Ecosystem Sciences, and Hydrologic Sciences. In addition, DRI's scientists work across and between disciplines to research real problems and science. Desert Research Corporation, the commercial arm of the DRI Foundation, takes new technologies and spins them off into tech-based companies. The institution generates their total annual revenue through grants and contracts in part through a unique funding model of entrepreneurial scientists acquiring their own project support.

As a nonprofit organization, DRI depends on the philanthropic support of the community to maintain their research laboratories, centers, and scientific facilities on two main campuses that also include two subsidiary campuses in Boulder City,

Our Mission

We excel in basic and applied research and the application of technologies to improve people's lives throughout Nevada and the world. We implement this mission by fostering scientific and engineering talent. We apply scientific understanding to the effective management of natural resources while meeting Nevada's needs for economic diversification and science-based educational opportunities.

Key Info

\$32 million DRI endowment (2018)

\$1.1 million total revenues, DRI Foundation (2018)

Visit DRI



Nevada, and Steamboat Springs, Colorado. The DRI Foundation led by a 30-member volunteer Board of Trustees is responsible for raising private funds for a variety of strategic priorities for DRI and its affiliated institutions. DRI and the DRI Foundation had active advancement leadership six years ago, however these efforts did not result in a long-term, sustainable fundraising program. Last summer, Dr. Kristen Averyt became the eighth President of DRI. She is the first female President of DRI. Among many of her goals to raise the profile of DRI, Dr. Averyt is working along with the DRI Foundation to expand the institution's funding base and increase their philanthropic reach. To achieve this goal, DRI and the DRI Foundation seek a seasoned and energetic new Director of Advancement and Executive Director of the DRI Foundation who can build philanthropic revenues to help fuel their applied research and technologies that improve the world's environmental systems on which all life depends.



We invite you to visit www.dri.edu and view this short introductory [video](#).

About Las Vegas and Reno

Population growth in Nevada has been driven by the absence of state personal and corporate income tax, and state investments aimed at building a science and technology focused workforce. Tech-based companies including Apple,



Microsoft, Aptiv, and Tesla have recently opened major facilities. Wealthy entrepreneurs and families find their homes now in Nevada. In Las Vegas, beyond the Strip, residents enjoy quiet suburban communities, world-class dining, and a wide variety of opportunities for recreation, including Lake Mead, Red Rock Canyon National Conservation Area, and Valley of Fire State Park. McCarran International Airport provides a wide selection of flight

options to get where you need to go quickly. Reno sits in the shadow of the stunning Sierra Nevada Mountains, making it a desirable destination for outdoor enthusiasts, including great hiking, biking, and kayaking on the Truckee River. Nearby Lake Tahoe, a vacationer's dream destination, is less than an hour's drive. San Francisco and Silicon Valley are only a four-hour drive from Reno. Las Vegas and Reno are home to many fine K-12 schools and top-notch private schools. DRI employees and their dependents have the opportunity to receive tuition waivers at their top-ranked state colleges and universities, ensuring a culture of continuous learning and growth.

About This Position

The Director of Advancement and Executive Director of the DRI Foundation is a visionary, science-based fundraising strategist. The Director is responsible for planning and leading all aspects of fundraising and comprehensive development initiatives for DRI and the DRI Foundation. The Director of Advancement and Executive Director reports directly to the DRI President, the DRI Foundation Board Chair, and to the Foundation's Board of Trustees. The Director and Executive Director serves as a high-functioning member of the DRI leadership team. This position currently oversees

an Advancement Coordinator and has the support of a Foundation Manager. Expectations will be to grow the advancement team up to three or four direct staff. The position will be based in either Las Vegas or Reno at the discretion of this new leader.

Currently, the Foundation receives revenues mostly through special events sponsorships and some individual and corporate giving. DRI and the Foundation have had a record of receiving large philanthropic gifts over the past few decades, most notably a \$20 million gift to DRI from the Sulo and Aileen Maki estate ten years ago. Despite this record, the institutions have not developed enough traction for a long-term, sustainable fundraising program. As a strategic priority, the new Director of Advancement and Executive Director will have the time and resources necessary to



build a dynamic, talented advancement team while setting a strong institutional vision for the DRI's role in philanthropy. In order to be successful, the new Director of Advancement and Executive Director will need to build a strong donor-centric philanthropy system based on annual, planned, and major gifts that also includes corporate and foundation gifts.

Responsibilities

The Director of Advancement and Executive Director will have the following primary responsibilities:

- Significantly increase the level of giving at DRI and the DRI Foundation with an expectation of raising \$2 to \$3 million annually over the next three to five years.
- Lead, build, inspire, and grow the DRI's high-caliber team of fundraising professionals.
- Expand the opportunities for increased involvement of faculty, researchers, staff, board leaders and other volunteers to enhance their advocacy and philanthropic support.
- Lead a targeted strategy that enhances private philanthropy and secures major gifts from individuals, corporations and foundations.
- Work in partnership with the President and DRI Foundation Board Chair in setting robust but achievable goals with clear metrics that ensure growth and accountability.
- Represent the DRI and DRI Foundation leadership at public functions and events to raise the visibility of the organizations as a strong integrated, philanthropic entity.

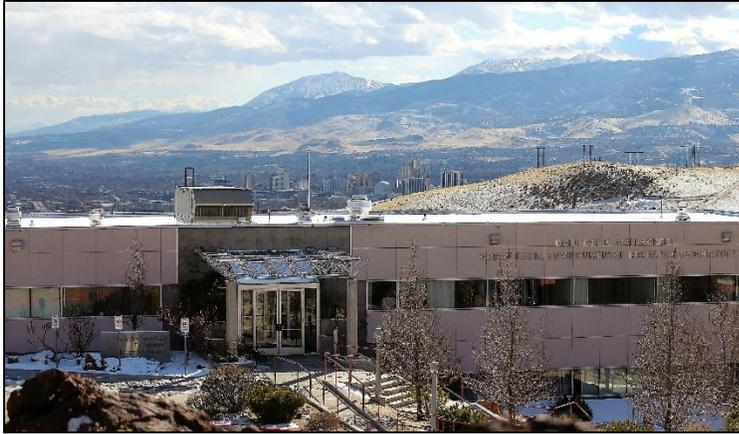
Major Objectives

Within the first 12 to 18 months, the Director of Advancement and Executive Director, DRI Foundation will be expected to achieve the following major objectives:

- Plan, develop, and implement a comprehensive strategic development plan to maximize the short-term and long-

term fundraising potential.

- Build strong, mutually beneficial relationships among the leadership, faculty, researchers, and staff of DRI and external stakeholders including donors, volunteers, business and civic leaders.



- Develop and implement a metric-based, donor-centric advancement system that increases unrestricted funding and cultivates lifelong donors.

- Identify and cultivate an increasing base of major gift prospects and donors that will eventually secure a large gift at the \$250,000 level or greater.

- Ensure the development strategies and the DRI

Foundation's philanthropic philosophies are embedded throughout the organization and external communications, via collaboration with necessary faculty and staff teams.

Qualifications

The ideal candidate will possess many of the following qualifications:

- A passionate, enthusiastic commitment to the DRI's mission and vision of being the world's scientific leader investigating environmental change and advancing environmental technologies that improve human health and welfare.
- Minimum of seven to ten years of senior-level leadership experience in managing successful broad-based fundraising teams. Experience with building a thriving, sustainable individual giving program or with an international donor program would be an advantage.
- Proven experience in raising leadership and major gifts at the six-figure and seven-figure level.
- Proven ability to hire, supervise, motivate, and retain a development team that strives to achieve excellence and exceed goals.
- Highly collaborative, collegial team builder with proven success in building productive, long-term relationships with administrators, faculty, researchers, boards, volunteers, and donors.
- Excellent communication skills with a persuasive ability, including strong written, verbal and presentation skills.
- Strong interpersonal and motivational skills that establish rapport, confidence and trust, including ease and skill in conveying DRI's mission to a wide variety of constituencies.



- Ability to travel between two main campuses, occasionally overnight, as well as travel as needed for donor cultivation.
- A bachelor's degree from an accredited institution is required. An advanced degree would be an advantage.

Application

The Desert Research Institute and the DRI Foundation have retained Campbell & Company to conduct the search for the Director of Advancement and Executive Director. DRI offers a generous compensation and benefits package. Relocation assistance will be provided for the successful candidate. Employment is contingent upon a successful completion of a background check.

Inquiries, nominations, and applications are invited and treated confidentially. The team for this project includes Dan Nevez, Senior Consultant, and Daniel Fissinger, Consultant. To be considered for this opportunity, please send a letter of interest and resume to:

Daniel Fissinger
Consultant, Executive Search
djf@campbellcompany.com
(312) 506-0062 direct



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Chicago, IL 60601

DRI is an equal employment opportunity employer that welcomes all people, from diverse backgrounds. Additionally, DRI takes measures consistent with Title IX to ensure the safety and wellbeing of its students and employees. The Nevada System of Higher Education is committed to providing a place of work and learning free of discrimination on the basis of a person's age, disability, whether actual or perceived by others (including service-connected disabilities), gender (including pregnancy related conditions), military status or military obligations, sexual orientation, gender identity or expression, genetic information, national origin, race, or religion.