



**SNOW
COLLEGE**

SNOW COLLEGE
invites applications for the position of:

Executive Director For Advancement

SALARY: \$83,000.00 - \$87,028.00 Annually

DIVISION: College President

DEPARTMENT: Foundation

OPENING DATE: 07/25/19

CLOSING DATE: Continuous

DESCRIPTION:

Reporting to the College President, the Executive Director for Advancement provides strategic thinking, leadership, and management of the Advancement Office's fundraising, grant writing, and alumni relations priorities in ways that reflect the culture, mission, values, and achievements of Snow College and celebrate the generosity and engagement of the College's alumni and friends. The Executive Director for Advancement promotes the College's philanthropic initiatives effectively to all constituencies and serves as the front-line fundraiser who excels both as a development professional and manager of staff who also works closely with faculty, staff, alumni, volunteers, board members, and the community.

QUALIFICATIONS:

- Bachelor's degree required; Master's strongly preferred.
- Five years of experience in fundraising, corporate gift solicitation or equivalent experience required.
- Grant writing/management experience preferred.
- Working knowledge of basic accounting principles.
- CFRE (Certified Fundraising Executive) certification is preferred.

Skills

- Computer skills including Microsoft Office, financial applications and fundraising/donor management software and databases.
- Excellent people, partnership and relationship building skills.
- Organizational skills, including the ability to prioritize multiple tasks effectively.
- Ability to work cooperatively with colleagues from multiple offices.
- Ability to work with campus professionals and community stakeholders.
- Excellent written and oral communication skills, including phone skills.
- Strong work ethic and professional presence/demeanor.
- Understand the importance of strict confidentiality when dealing with sensitive employee, alumni, and student issues.
- Aptitude to learn and be trained in multiple software systems.

MAJOR RESPONSIBILITIES/DUTIES:

- Plan, organize, manage, oversee, and complete all fundraising, alumni, and donor stewardship activities using best fundraising practices, policies, activities and strategies.
- Produce reports as needed to reconcile giving data with the Business Office staff to ensure accuracy of financial records related to all fundraising initiatives, and manage related database tasks.
- Lead and manage all functions and staff of the Advancement Office, which includes providing direct fundraising support for all College divisions/departments, staff and volunteers.
- Lead the Snow College Foundation Board and serve as Executive Director of the Foundation.
- Direct all aspects of fundraising, including goal setting, budgeting, timelines, and action steps to include measurable outcomes, solicitation programs, strategies, and coordinated solicitation efforts to increase giving and participation percentages.
- Supervise Assistant Director of Advancement and Grants Officer.
- Coordinate recognition and stewardship efforts for individual, foundation, corporate, and historic donors.
- Oversee the Alumni Association and associated committees.
- Oversee all annual reports.
- Oversee Snow College Foundation and alumni related webpages.
- Oversee Advancement Office Policies and procedures to ensure compliance.
- Maintain relationships with key supporters through regular visits, phone calls, or other appropriate means.
- Oversee publication of Snow College Magazine.

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Full-time 40 hours per week, typically 8 to 5 but may vary.
Some weekend work may be required.

Applications received by **11:59 PM on August 23, 2019**, will be eligible for review by the hiring committee. Applications received after that date will not be reviewed by the hiring committee unless the initial search is unsuccessful.

Attachments are not accepted with online applications. Please recognize the application questions will be used to determine eligibility for this position.

APPLICATIONS MAY BE FILED ONLINE AT:

<http://www.snow.edu>

150 College Avenue
Ephraim, UT 84627
(435) 283-7054

jobs@snow.edu

Position #00045
EXECUTIVE DIRECTOR FOR ADVANCEMENT
DK

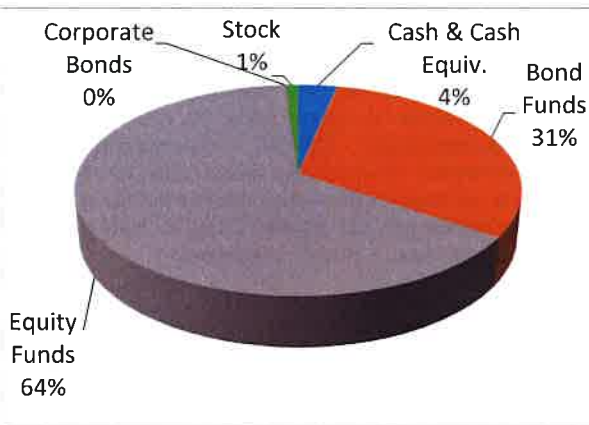
Monthly Investment Performance Report
OVERVIEW

Snow College's Endowment Pool grows with support by Snow College friends and alumni. Distributions from the Endowment Pool play a significant role in funding scholarships for Snow College students and help the College achieve its core mission themes of: Tradition of Excellence, Culture of Innovation, and Atmosphere of Engagement.

The investment management of endowment assets requires balancing portfolio risks and expected returns to meet long-term objectives. The goal of the Endowment is to provide a steady stream of income to fund scholarships for Snow College students while preserving the purchasing power of the assets for the benefit of future generations.

INVESTMENT ALLOCATION

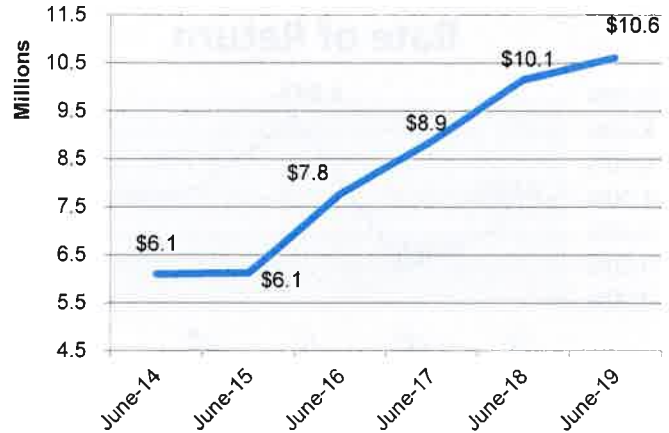
The asset allocation includes a diverse mix of investments with the following target allocation: 58% fixed income, 40% global marketable equities, and 2% cash and cash equivalents. Actual holdings for the current period ended are:



Cash & Cash Equiv.	3.4%	357,900
Bond Funds	31.2%	3,309,590
Equity Funds	64.3%	6,821,707
Corporate Bonds	0.0%	-
Stock	1.1%	112,528
Endowment		8,358,883
Quasi-Endowment		2,242,843
Total Endowment		10,601,725

ACTIVITY

No Activity

RETURNS

Market over Book Value:

	Jun-19	FY '18	FY '17
Book Value	9,737,182	9,389,770	8,298,381
Market Value	10,601,725	10,141,955	8,851,032
Unrealized Gain/(Loss)	8.9%	8.0%	6.7%

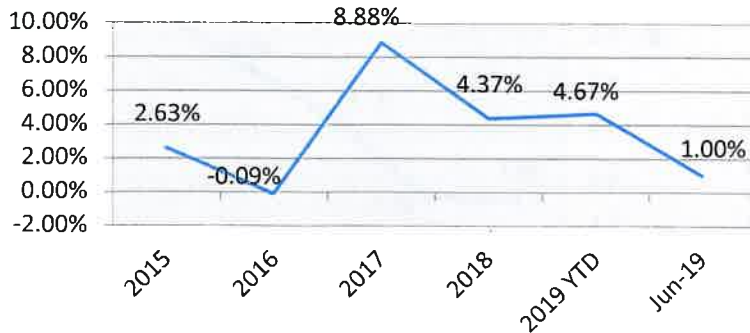
Assets in dedicated sustainable investing strategies around the world have grown at a rapid clip in recent years. We are seeing a surge in clients' interest in incorporating sustainability-related insights into their investments. This demand looks poised to accelerate — driven by societal and demographic changes, increased regulation and government focus, and greater investment conviction.

— BlackRock

Endowment Returns:

	Period Ending: 6/30/2019		
	Jun-19	FY '19 YTD	FY '18
Income	24,299	397,643	160,616
Unrealized Gain/(Loss)	77,516	76,300	226,595
Rate of Return	1.00%	4.67%	4.37%

	FY '17	FY '16	FY '15
Income	173,383	151,988	233,696
Unrealized Gain/(Loss)	516,339	(157,488)	(72,388)
Rate of Return	8.88%	-0.09%	2.63%

Monthly Investment Performance Report
RETURNS (continued)
Rate of Return

MARKET OUTLOOK

The U.S. manufacturing cycle slowed abruptly at the end of 2018 and remains weak at mid-year 2019. Meanwhile the global manufacturing cycle continued to decelerate through May and is approaching recessionary levels. The 10-year U.S. Treasury yield has traded below the federal funds rate since May 22, and this inversion of the curve is a hallmark of the late cycle. And some of the economic data for the month of May suggested the labor market and the services sectors may now be decelerating, too.

To be clear, we are not in a recession. But the disconcerting dynamics above are causing our quantitative models to send a warning signal about the potential for an economic downturn in the next 12 months.

The Federal Reserve is likely to take these downside risks very seriously. At the end of the first quarter we forecasted the Fed to remain on hold for the bulk of 2019. But with downside risks re-intensifying and with inflationary dynamics weakening, it looks increasingly likely the Fed will now cut interest rates in both July and September. The crux of the argument is that the cost of a precautionary rate cut is now very low. Normally, late in the cycle central bankers are constrained by the prospect of an inflation overshoot. However, core personal consumption expenditures (PCE) inflation is running below 2% and market- and consumer-based inflation expectations have downshifted. Given the Fed wants higher inflation right now, we think it's more likely the Federal Open Market Committee will cut interest rates to buffer against downside risks. – Russell Investments

	Month	AVERAGE ANNUAL RETURN			FY 5 Years
		Fiscal YTD	FY '18	FY 3 Years	
Total Endowment	1.00%	4.67%	4.37%	13.81%	31.79%
<i>S&P 500</i>	6.89%	7.89%	12.52%	32.17%	69.75%
<i>ACWI Index</i>	5.16%	3.95%	8.28%	19.28%	41.82%
<i>Dow Jones Industrial /</i>	7.19%	9.43%	13.85%	37.96%	63.03%

UNITS

To be added.

DONATIONS

	June # of Donations	Jun-19	FY '19 YTD	Total Balances
Restricted Donations				
<i>Endowment Donations</i>	25	57,856	455,913	10,601,725
<i>Scholarship Donations</i>	6	10,218	397,586	1,425,093
<i>Other Donations</i>	7	2,042	653,215	*
Unrestricted Donations				
<i>Donations to Foundation</i>	10	102,108	162,734	239,972
Total Restricted & Unrestricted	48	172,224	1,669,448	12,266,790

* These donations are donated to various fund budgets and are mingled and spent with other sources of those fund budgets

Total Donations			
<i>External Donations</i>	48	120,701	1,593,632
<i>Employee Donations</i>	112	51,523	75,896
Total Donations	160	172,224	1,669,528

IN-KIND DONATIONS

June Donations:

FY '19 YTD: \$541,010