



Vice President for Advancement and
Communications
Hudson County Community
College Jersey City, New Jersey
<https://www.hccc.edu/>

Send Nominations or Cover Letter and Resume to:
Carmel Napolitano
Vice President
617-262-1102
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The Opportunity:

Hudson County Community College (HCCC) seeks a Vice President for Advancement and Communications (VPAC) to build a culture of philanthropy at this award-winning and nationally recognized institution. Reporting directly to President Chris Reber, the VPAC serves as a member of the President's Cabinet and of the President's Executive Council and will serve as the leader of the Hudson County Community College Foundation.

Partnering with President Reber and working collaboratively with the Executive Cabinet to create and build the structure needed to grow philanthropy and the overall brand of HCCC, the VPAC will also collaborate with Foundation directors, College trustees, senior staff, alumni, and other internal and external constituencies. The College is on track to successfully complete its Institution of First Choice Strategic Plan and will be embarking on preparing to initiate a new **Strategic Plan:2021–**

26, which includes celebrating its 50th anniversary in 2024. This is an exciting time for HCCC; it seeks a VPAC who shares its ambitions and feels strongly about the role that community colleges play in advancing social and economic mobility for its students.





The VPAC will oversee the day-to-day operations of the Foundation, the Office of Marketing and Communications, and the Grants Office, representing a dedicated team of approximately 10 with plans for future growth of staffing. This individual will be expected to be innovative and take initiative on all aspects of advancement and communications. Diligence, initiative, optimism, and creativity will be vital traits for the VPAC to possess.

The VPAC will be a passionate advocate for access to higher education, particularly for first-generation and immigrant students. The ideal candidate will preferably have considerable experience in working at an urban community college as a successful frontline fundraiser, as well as success in building systems and strong fundraising infrastructure.

Candidates will possess intellectual curiosity, a commitment to teamwork, and a genuine desire to serve the HCCC Community. As a visible presence and ambassador in the community, HCCC plays a vital role in the Jersey City/Hudson County community, and the VPAC will be expected to participate actively in this community.

Overview

[Hudson County Community College \(HCCC\)](#) serves one of the most ethnically diverse and densely populated communities in the United States. The College is a vibrant, urban educational institution whose mission is to provide high-quality educational opportunities that promote student success and are accessible, comprehensive, and learning-centered, making it a first-choice option for the students and communities it serves.

Hudson's largest campus in Journal Square is located less than 20 minutes from New York City. The College offers 60 degree and certificate programs and more than 300 daytime, evening, and weekend courses throughout its [three-campus network](#), with many classes available online. In addition to its degree courses, HCCC offers a vibrant array of non-credit classes and programs designed to develop professional skills, provide occupational training, teach languages and culinary skills, and enrich personal and cultural knowledge.

The College is home to the nationally recognized [Culinary Arts Institute](#), one of only two programs in the New York region to be accredited by the American Culinary Federation Accrediting Commission. The program features state-of-the-art facilities and a hands-on program that prepares students for a range of careers in the hospitality industry. Hudson is also well known for its [nursing program](#), with a high percentage of students passing their licensing exams each year. The College recently announced the dedication of the new [Bloomberg Finance Lab](#), designed to provide students with real-world experience to prepare them for work in banks, corporations, and government agencies.





More than 90% of HCCC's students receive [scholarships, grants, and loans](#) to finance their education, and the College's extensive financial aid program helps connect students with the resources they need. About half of its more than [12,000 credit students](#) identify as Hispanic, and more than 33% of all students were born outside of the U.S. The College's Center for Academic & Student Success, award-winning [Abegail Douglas Johnson Academic Support Services Center](#), and Advisement and Counseling department assist students in outlining their academic and career paths,

while numerous workshops throughout the year help them navigate their job search. HCCC is proud to have students awarded the prestigious [Jack Kent Cooke Foundation's](#) Undergraduate Transfer scholarships.

HCCC is part of the [Achieving The Dream](#) network of community colleges. Initiated by the Lumina Foundation, Achieving the Dream now leads the most comprehensive non-governmental reform movement for student success in higher education history.

A leader in workforce development, HCCC hosts [The Aspen Institute's Leadership Academy](#). This is the first to be offered in partnership with a community college. [The Hudson County Workforce Leadership Academy](#) is one of four to be launched this year through the support of JPMorgan Chase, The Harry and Jeanette Weinberg Foundation, and the W.K. Kellogg Foundation. Hudson County Community College has received additional funding from the County of Hudson, the LeFrak family, and Mack-Cali.

The Role

Reporting to the President, the Vice President for Advancement and Communications (VPAC) will serve as the senior philanthropy and communications leader for HCCC. In leading the Foundation, the VPAC will work closely with the [HCCC Foundation Board](#) and will take the initiative and lead to identify, cultivate, solicit, and steward relationships with individuals, corporations, public and private foundations, alumni, community leaders, and other internal and external stakeholders. The Vice President will develop, administer, evaluate, and continuously improve initiatives, processes, programs, and strategies to grow a culture of philanthropy at HCCC, in order to generate funding that supports the immediate and long-term fundraising goals of the College.

Working closely with the HCCC Foundation and all constituencies, the VPAC will provide leadership for inspiring and developing lifelong relationships with HCCC alumni, Trustees, Foundation Board members, employees, students, family members, and others, while also remaining keenly focused on developing impactful relationships with major gift donors and other donors with responsibility for all aspects of sponsored grants and programs. The VPAC will supervise the Grants, Marketing, and Communications staff and ensure that all communication and messaging convey the values, principles, and aspirations of HCCC and support the College's fundraising and advancement goals. The VPAC will be a member of the President's Cabinet and the President's Executive Council.

Key Responsibilities:

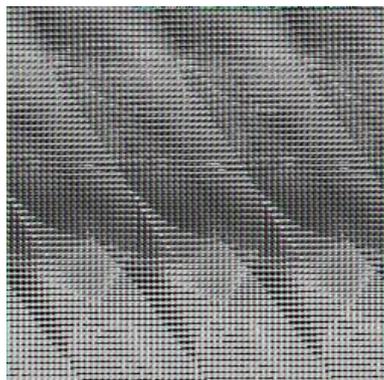
- Directs and oversees all aspects of fund development by identifying, cultivating, soliciting, and stewarding a growing base of individual, corporate, government, alumni, public and private foundation, and other donors and prospects.
- Leads all areas of philanthropy including the annual fund, capital campaign planning, alumni affairs, corporate foundation relations and planned giving.
- Serves as the head of the independent 501(c)3 HCCC Foundation and oversees and administers all aspects of the Foundation's operations including the College's scholarship programs.
- Ensures the fiscal integrity of Foundation's accounting, investment, and other functions related to the Foundation's assets and operations. Assures that Foundation affairs are conducted within the framework of accepted policies and procedures and that the Foundation Board is kept current on related legislative, organizational, and legal issues.
- Researches, plans, and evaluates activities related to the analysis of potential funding sources, development of strategies and methods related to all fundraising programs, and continuous improvement of advancement operations including short- and long-range strategic planning for advancement and communications.
- Partners with and supports the President and other senior leadership and volunteers to expand the College's advancement portfolio by cultivating major gifts.
- Supervises the Marketing and Communications staff and ensures strategic excellence in the writing, review, editing, and production of online and printed promotional content, literature, fundraising appeals, letters, acknowledgements, and other forms of communication.
- Oversees all grant and sponsored programs and ensures that all grants and contracts are submitted, processed, and administered in a manner consistent with laws and College policies and procedures.
- Performs other duties as assigned by the President.

Required Qualifications:

- Bachelor's degree required; Master's Degree and Certified Fund-Raising Executive (CFRE) credentials preferred.
- A minimum of five years of college-level advancement, sponsored programs, and/or related experience.
- Strong leadership capability and ability to effectively translate plans into tangible, achievable goals.
- Ability to provide leadership and support in the area of major gift donor development.
- Comprehensive knowledge of all areas of nonprofit development, including capital campaign, major gifts, individual and institutional giving, planned and annual giving, corporate and foundation relations, special events, donor acquisition, and related areas.
- Prior significant experience representing an organization and functioning strategically, both internally and externally.
- Excellent writing, proofreading, and interpersonal skills.

- Knowledge of grants/contracts administration in institutions of postsecondary education and funding agencies.
- Experience with compliance management and a broad understanding of regulations related to grants.

Leadership



Christopher Reber
President

[Christopher Reber](#) became the President of HCCC in July of 2018. Dr. Reber is leading and supporting the College's engagement in local, regional and national partnerships that support life-changing opportunities for students and the community. He is committed to transparency and the full participation of students, faculty, staff and community members in the life of the College. His leadership priorities include student success, and diversity, equity and inclusion.

Prior to this, he served as the President of the Community College of Beaver County, where he focused on supporting student-centered learning, enrollment management, career and educational pathways, and various partnerships with community organizations. Reber also oversaw the establishment of program articulation agreements with four-year colleges and universities nationwide during his tenure.

Reber has also held leadership roles at Clarion University and Penn State Erie, where he served the College's senior management team and led a successful \$50 million capital campaign. He earned his Bachelor's degree from Dickinson College, a Master's degree from Bowling Green State University, and a Ph.D. in higher education from the University of Pittsburgh.

Location

Hudson County, New Jersey:

Hudson County is one of the most [vibrant and diverse communities](#) in the United States. Located in Northern New Jersey and across the Hudson River from New York City, Hudson County is home to one of the world's largest media markets, an extensive transportation system, and a growing hospitality industry. The area is growing quickly, with nearly 15,000 residents per square mile in 2017.



The county is New Jersey's smallest geographically, but filled with premier higher education institutions and beautiful recreational areas along the state's luxurious [Gold Coast](#).

Bordered by water on three sides, the area offers numerous venues for boating, fishing, swimming, and recreation. Ellis Island and Liberty Island, home to the Statue of Liberty, are also within county borders.

Offices, housing, marinas, shopping, and entertainment sites dot the waterfront from Weehawken to Bayonne, and Jersey City hosts the 12th-largest downtown area in the United States. The sophisticated, multicultural city offers ample opportunities for [cultural enrichment](#) — including a number of performance venues and art and science museums — and [outdoor recreation](#). It is also well connected to New York City via public transportation, bringing residents to Manhattan within 20 minutes.

Development/Advancement Overview

The College relies on revenue from public appropriations, tuition, and fees to fund its operating costs. Total operational funding in fiscal year 2018 exceeded [\\$60 million](#), with the majority of that amount coming from tuition and fees; county appropriations have increased in the past five years for additional support.

A large part of HCCC’s philanthropy is conducted through the [Hudson County Community College Foundation](#), which has awarded more than \$2 million in scholarships to more than 2,000 students since its founding in 1997. The Foundation also sponsors a number of fundraising [events](#), including an [Annual Gala](#) and Golf Outing.



The Foundation also supports faculty development, campus expansion, and the College’s nationally distinctive [Art Collection](#). The Collection of over 12,250 original works, located in every campus building, includes painting, sculpture, photography, American craft pottery, historical artifacts, and ephemera from the Hudson River School period to today. In recent years, the College’s acquisition efforts

have focused on strengthening its American and New Jersey modern and contemporary collections. Much of the collection is on display at the College’s [Dineen Hull Gallery](#); see [here](#) for a video about the Gallery’s donors.

Background Checks:

Prior to submitting your resume for this position, please read it over for accuracy. Lindauer does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.

To learn more, call
Carmel Napolitano, Vice President at
617-262-1102
or send nominations or cover letter and resume to
cnapolitano@LindauerGlobal.com.
All inquiries will be held in confidence.



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