OFFICE OF DEVELOPMENT

Overview

The Office of Development leads cultivation, solicitation and stewardship of Institutional donors and prospects to advance philanthropic support for institutional priorities through various sources of funding and identifies and develops new relationships with potential donors to secure new gifts.

The Office of Development is responsible for donor planning and evaluation of short, medium, and long-range fundraising goals. In collaboration with Institutional Advancement leadership and the Dean of the School of Nursing, the Development Office is also responsible for implementing and supporting programs that advance private support for the Institution’s current and future needs and coordination of all aspects of the donor development process to ensure excellent donor relations, this includes Corporate and Foundation Relations, Alumni and Constituent Engagement, Impact and Strategy, and the Administration and Operations teams in Institutional Advancement.

- **The Corporate and Foundations Relations Team (CFR)**
  Corporate & Foundation Relations Team initiates and builds relationships with corporate partners, private foundations, and other influential organizations. This team research, prepares, and submits funding applications on behalf of the institution, partnering with faculty and staff as appropriate. All requests for private funding from corporations or foundations should begin with this team.

- **The Constituent Engagement Team**: Annual Giving, Grateful Patient Relations, and Alumni Relations
  The Constituent Engagement team is the first line of external outreach for Institutional Advancement. Annual Giving plans and executes all philanthropic focused communications, including charitable appeals on behalf of schools and programs. Alumni Relations initiates engagement with Alumni from each of the schools, working in coordination with the Frontline Fundraising team to capture opportunities to build deeper relationships with alumni that express philanthropic interest. The Grateful Patient program will engage clinical stakeholders that express their desire to support the clinical staff or facility that has served them.

- **The Impact and Strategy Team**: Donor Experience and Stewardship
  This team develops and executes stewardship strategy for donors at all levels of engagement and support this includes Presidential thank you letters, and outreach and acknowledgement for donor milestones. This team is also responsible for Institution wide events at the direction of the President’s office, that also serve as opportunities to engage high impact donors, Institutional stakeholders, and community partners.
The Administration and Operations Team
This team supports the internal operations of all Advancement operations. This team oversees the management of the constituent database, research and reports on donor opportunities, manages and tracks gift data, and provides updates on current use and endowed funds. This team also coordinates with operational teams across campus that manage funds from philanthropic support and serves as the primary liaison to UT System Development offices.