

## Chancellor for Academic Advancement

MIT president L. Rafael Reif created the position of chancellor for academic advancement in October 2013, naming Professor Eric Grimson to the post. This ad hoc position supports MIT's ongoing capital campaign, with primary responsibilities including serving as a liaison to link the campaign (including current and potential donors) with faculty and students; gathering information on departmental and school needs and goals; providing strategic advice to the president and other senior leaders on campaign priorities and efforts; partnering with deans, the chancellor, the provost, and the president to create strategies for donors; and, especially, interacting extensively with potential donors both nationally and globally.

### Activities within the Chancellor for Academic Advancement's Office

Since the official launch of the campaign in May 2016, the chancellor has continued to extensively engage with deans of the academic schools, student life deans, the provost and president, and department heads to coordinate department, school, and Institute needs and aspirations with campaign priorities and activities. In addition, the chancellor has engaged with departments and with individual faculty in gathering information to be used in discussions with prospective donors and arranging for contact between faculty and donors as appropriate. The chancellor works closely with staff from the Office of Resource Development on these topics, often serving as a conduit between faculty and development staff and between potential donors and development staff or faculty members.

As identified priorities and needs for the campaign have evolved, ranging from capital projects to scholarships and fellowships, faculty support, and emerging research opportunities, the chancellor has worked with development staff and others to develop strategic plans for fundraising. These plans include strategies for specific projects as well as strategies for cultivating critical donors.

Since a primary objective of the position is to engage the Institute with prospective donors—alumni, parents, and others unaffiliated with MIT but who share its vision—the majority of the chancellor's time has been spent in meeting with such prospects. In addition to on-campus visits with prospects, the chancellor has traveled extensively to represent the president and the Institute to alumni groups, individual alumni, parents, and other friends of the Institute. Travel within the United States over the past year included visits to New York City; Denver and Boulder, CO; San Diego; Los Angeles; San Francisco; Phoenix; Reno, NV; Chicago; Detroit; Washington, DC; Orlando and Palm Beach, FL; Miami; Austin; Houston; Greenwich, CT; and the greater Boston area. Visits outside the country included trips to Buenos Aires, Santiago, Jerusalem, Tel Aviv, Vancouver, London, Paris, Geneva, Amman, Dubai, Tokyo, Kuala Lumpur, Beijing, Hong Kong, Singapore, and Taipei.

The chancellor held 282 in-person meetings with donors (as compared with 292 the previous year), including 103 visits with highly rated prospects (as compared with 98 the previous year and a three-year average of 102 such visits). He also participated in 21 Resource Development or Alumni Association events (as compared with 36 the previous year). Expectations are similar for next year's activities, as the campaign focus

expands to campaign capstone gift conversations with principal donors, engagement with new unaffiliated individuals, solicitations of alumni who have not yet participated in the campaign, and prospective donors to the MIT Stephen A. Schwarzman College of Computing.

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