



**THE
CITADEL**

THE MILITARY COLLEGE OF SOUTH CAROLINA



ANNOUNCES A NATIONAL SEARCH FOR
**CEO OF THE CITADEL FOUNDATION
AND
VICE PRESIDENT
FOR INSTITUTIONAL ADVANCEMENT
FOR
THE CITADEL**

The Citadel, a state-supported, coeducational, senior military college and one of the most respected academic institutions in higher education, announces a national search for the **Chief Executive Officer of The Citadel Foundation and Vice President for Institutional Advancement of The Citadel.**



THE OPPORTUNITY

The Board seeks an exceptional advancement leader with the vision, commitment, and proven capacity to lead its comprehensive fundraising program.

As CEO of the Foundation and the institution's chief advancement officer, this executive, in coordination with the President and the Foundation Board, develops and implements a wide-reaching fundraising program that meets the current and future funding needs of the college. In conjunction with the 30-member Foundation staff, the Foundation CEO and VPIA actively participates in identifying, cultivating, and nurturing relationships and connections that result in major and lead gifts, as well as planned gifts.

The Foundation CEO and VPIA ensures a coordinated approach to institutional advancement, supporting the college's strategic priorities. This strategic thinker works with senior administrators, athletics, academic leaders, and faculty to understand the mission, programs, and priorities of the institution to enhance the institution's public image through the Foundation and Institutional Advancement.

Additionally, the Foundation CEO and VPIA has an effective, collaborative leadership style that ensures collegial relationships with college peers, volunteer leadership, and community leaders.

QUALIFICATIONS

A bachelor's degree from an accredited institution is required, with an advanced degree preferred and a doctoral degree (Ph.D. or Ed.D) desired. Candidates must have at least eight years of progressive career experience. While experience in higher education advancement and/or with a foundation is preferred, individuals with corporate, not-for-profit, and/or military backgrounds are encouraged to apply.

Additionally, the successful candidate must have:

- Demonstrated significant experience in successful fundraising activities and campaign management, encompassing goal setting, planning and implementing strategies, identifying new donors, and soliciting gifts
- In-depth understanding of budgets and financial records

associated with a comprehensive advancement program and foundation

- Ability to lead a team that manages all of the Foundation's activities and initiatives
- Experience setting ambitious, clear, and achievable goals
- Proven track-record in athletic fundraising
- Ability to inspire the staff to meet and exceed expectations
- Proven experience in launching and leading successful capital or comprehensive campaigns, preferably with fundraising goals in excess of \$100 million
- Ability to work with administration and faculty to identify and distill college priorities into a compelling and clearly articulated case for support
- Charismatic leadership style

STATEMENT OF VISION

Achieving excellence in the education and development of principled leaders.

MISSION

As a higher education institution, The Citadel's mission is to educate and develop our students to become principled leaders in all walks of life by instilling the core values of The Citadel in a disciplined and intellectually challenging environment.



capable of inspiring staff and defining goals while consolidating and coordinating several existing campus entities (TCF, TCBF, CAA) into a cohesive team with a shared vision

- Willingness to serve, alongside the college president, as the public face of the college's fundraising efforts at on-campus and regional donor events
- Experience in creating policies, procedures, and standards for conducting best practices in advancement and foundation programs
- The ability to oversee and

direct activities and events for fundraising and other advancement initiatives

- The knowledge for developing and maintaining documentation and stewardship of planned gifts
- The ability and confidence to develop and cultivate relationships with established and prospective donors, including individuals, businesses, and foundations, for securing private funds
- The ability to manage staff and multiple responsibilities and projects, including the annual fund, major gifts, alumni relations, a comprehensive program of estate

and planned gifts, corporate and foundation fundraising, and the management of volunteers

- Extensive personal community involvement to represent the college
- The willingness and ability to travel and work, including evenings and weekends, as needed

THE CITADEL

Founded in 1842, The Citadel is one of the most respected educational institutions in the nation. Located in Charleston, South Carolina, the military college is a unit of the South Carolina Commission on Higher

HONOR - DUTY - RESPECT



Education. The Citadel has a rich history of academic excellence and an enduring legacy of developing principled leaders.

The institution attracts more than 3,390 men and women from across the nation and the world, with 44 states and 13 countries represented in the student body. The South Carolina Corps of Cadets has a student body of 2,157. Another 1,067 men and women attend The Citadel Graduate College and the Evening Undergraduate Studies program, both civilian programs.

South Carolina Corps of Cadets

The Class of 2016 broke The Citadel's enrollment record this year, with 779 men and women selecting The Citadel as their college of choice. This is the sixth consecutive year that the freshman class has exceeded 700 students.

The cadets in the Corps live and study under a classical military system that makes leadership and character training an essential part of The Citadel's educational experience.

All cadets participate in an ROTC

program, requiring physical fitness training and military instruction in addition to their regular college classes. The disciplined lifestyle that begins in the first year binds cadets into a lifelong, close-knit camaraderie that is one of the strongest forces in their lives after graduation.

The Citadel's ROTC detachments are authorized to offer commissions in the Army, Air Force, Marine Corps, or Navy. An average of 30 percent of graduating cadets are commissioned into military service following graduation.

The Citadel Graduate College

Established in 1968, The Citadel Graduate College supports and encourages stronger economic development in the region by identifying and creating new programs to benefit the community. Because classes are offered in the evenings and online, the college excels in providing a quality education that is tailored around the students' professions, families, and lifestyles. Classes typically meet once per week in a civilian atmosphere. The graduate college has more than 8,000 alumni.

Academic Programs

The mission and vision of The

CADET CREED

I will always endeavor to uphold the prestige, honor, and high esprit de corps of The Citadel and the South Carolina Corps of Cadets.

Never shall I fail my comrades. I will always keep myself mentally alert, physically tough, and morally straight. I will shoulder more than my share of the task, whatever it may be. Gallantly will I show the world that I am a well-trained cadet. My courtesy to superior officers, neatness of dress, and care of equipment shall set the example for others to follow. And under no circumstances will I ever embarrass The Citadel and the South Carolina Corps of Cadets.

Citadel is accomplished through five academic schools: Business, Education, Engineering, Humanities and Social Sciences, and Science and Mathematics. The Citadel's fifteen academic departments offer five bachelor's degrees in 19 areas, six master's degree in 17 areas as well as specialist degrees. The Citadel is the only college in South Carolina that offers full-time undergraduate civil and electrical engineering degrees in the evening.

The institution's focus on outstanding teaching, high graduation rate, and strong alumni support has earned the respect of other higher educational institutions across the nation.

The latest data shows that 60.2 percent of entering freshmen graduate from The Citadel within four years. The national average four-year graduation rate is about 30 percent.

In its 2012 *Best Colleges* publication, *U.S. News & World Report* ranked The Citadel No. 1 among the top public universities in the South that



offer a full range of undergraduate and master's degree programs.

Additionally, The Citadel School of Engineering retained its place at No. 21 among the top 50 undergraduate engineering schools ranked by *U.S. News* this year.

Some of the world's most prestigious organizations have recognized the academic excellence of students at The Citadel. Fourteen cadets have received Fulbright Scholarships to study abroad since 1992. Three cadets have received Truman Scholarships since 1997.

The Krause Center for Leadership and Ethics

The Krause Center for Leadership and Ethics focuses on enhancing leadership development and ethical growth at The Citadel. As a graduation requirement, all members of the Corps of Cadets complete four years of leadership courses provided through the center. The coursework, programs, and activities are designed to strengthen The Citadel's preparation of principled leaders.

Athletics

A member of the NCAA Division I Southern Conference, The Citadel

fields 14 intercollegiate teams: men's baseball, basketball, cross country, football, rifle, tennis, track and field, and wrestling, and women's cross country, golf, rifle, soccer, track and field, and volleyball.

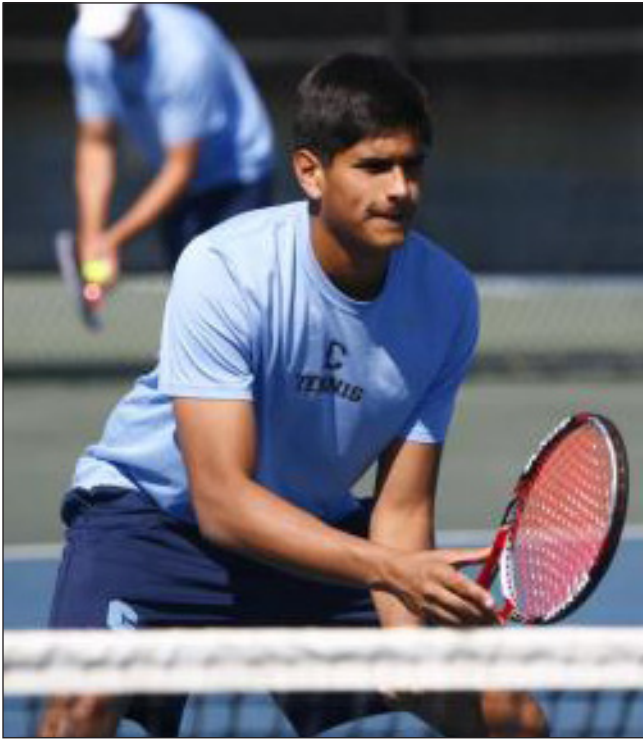
The Citadel is a national leader in the percentage of female students who are athletes. More than 50 percent of its female cadets compete on the women's varsity teams.

The Citadel graduation success rate for all cadet student-athletes who completed four years of eligibility in 2011 was 80 percent. Additionally, The Citadel's cadet student-athletes consistently rank among the upper echelon of the Southern Conference.

THE CITADEL FOUNDATION

Although a public college, The Citadel receives less than 10 percent of its operating budget from state appropriations. Other revenue comes from student tuition and fees. Clearly, however, the caliber of education The Citadel provides would not be possible without the generous support of those who believe in the College's mission to develop tomorrow's leaders.

The Citadel Foundation, a 501(c)(3)



The annual grant from The Citadel Foundation's academic endowment represents only a portion of the charitable organization's support of the college each year. When combined with unrestricted annual operating contributions and other gifts and grants from alumni, corporations, foundations, and friends of the college, the Foundation generally provides in excess of \$10 million each year to support and advance The Citadel's mission.

year history, yet embraces the future with strong economic development. The city offers a rich history and culture, and beautiful beaches. From its waterfront parks, historic homes and churches, and wide variety of entertainment and shopping offerings, Charleston provides a high quality of life accented with true Southern hospitality.

Charleston is located on the Atlantic coast midway between Hilton Head and Myrtle Beach. The city is easily accessible from several interstate highways and the Charleston International airport.

The weather is one of Charleston's irresistible qualities. The city's average high temperature of 74 degrees and the average low of 60 enables the 664,000 metropolitan area residents to enjoy outdoor activities year around.

Charleston has received a number of recognitions over the years, including "America's Most Friendly City."

charitable organization, is responsible for raising funds for all purposes. The college's fundraising efforts are focused and coordinated, providing the foundation opportunities to build better relationships with constituents and to present each need in the context of the bigger picture of growing and strengthening The Citadel, its future, and its reputation.

The Citadel Foundation supports a variety of programs: academic scholarships, athletic scholarships, faculty support, athletic facilities, individual academic schools, program funds, and vital expenses not covered by tuition or fees.

Currently, the corpus of The Citadel Foundation's endowment stands at more than \$135.5 million. For the 2011-2012 academic year, The Citadel Foundation approved a \$2,773,465 academic enhancement grant to The Citadel. This grant supported academic scholarships, student learning opportunities, faculty scholarship, the academic environment, faculty recruitment and retention, and special opportunities of academic enrichment.

CHARLESTON, SOUTH CAROLINA

The oldest city in South Carolina, Charleston respects the past through its preservation of its more than 300-

The Citadel is an equal opportunity employer.

APPLICATIONS & NOMINATIONS

Send nominations, inquiries, and letters of application, including a cover letter, resume, and four references, to:

Citadel@myersmcræ.com

Myers McRae Executive Search and Consulting is assisting The Citadel with this search. The consultants are:

Emily Parker Myers
President and CEO

Kenny Daugherty
Executive Vice President and COO



515 Mulberry Street, Suite 200
Macon, Georgia 31201
478.330.6222 | www.myersmcræ.com