

LOVE HONOR TRUTH

PROSPECTUS Director for Development

MissouriMilitaryAcademy.org



### MISSOURI MILITARY ACADEMY

One of the country's top military boarding schools for young men, Missouri Military Academy (MMA) seeks a dynamic leader to assist the president and Board of Trustees in advancing the Academy through successful fundraising. The chosen candidate will hold responsibility for forging positive relationships with alumni, cadet parents, foundations, local businesses, the community, and friends.

By building these relationships, we bring our Academy family together to achieve our shared vision and build upon 135 years of excellence, as we strategically develop and serve the needs of young men and families for the future.

Our goals are creation and sustainment of these relationships, followed closely by donor cultivation and significant increases in annual giving, all leading up to a capital campaign within five years. The best candidates will include those with considerable fundraising experience and exceptional ability in the cultivation of donors, major gift planning, foundation grant writing, and an understanding of the fundamentals of planned giving and marketing to support all of these efforts.



### **RESPONSIBILITIES AND MANAGEMENT AREAS**

A passionate, dedicated, and goal-oriented person focused on the advancement, through aggressive fundraising, of a premier military college preparatory boarding school is needed to ...

- Assist the president and board in creating a buzz about the Academy that will cause stakeholders to want to contribute to on-going success.
- Create the vision for and lead all fundraising and development initiatives.
- Visit with and listen to prospective donors, and help them envision their potential positive impact on MMA cadets and families through scholarship funding and other Academy support.
- Plan and present naming opportunities based on a prospect's capacity to give.
- Lead and manage an administrative assistant/research and database specialist.
- Support on and off-campus events with Academy staff, seek event sponsorships, and coordinate with Alumni Association Board.

- Plan, advertise, and execute the annual fund campaign, Maroon & Gold Gala (in coordination with Alumni Association Board), and support business/athletic fund campaign, and in time, a major capital campaign.
- Serve as the president's liaison with the Board of Trustees Development Committee.
- Work with and seek advice and counsel from the Board of Trustees Development Committee on prospective donors, foundations, community, and other contacts.
- Support president and spouse as requested during alumni/parent/donor social events on campus and at the president's home.
- Periodically work after normal duty hours in the evening and on weekends with frequent travel.

"The Academy requires a director for development with expertise, energy, and confidence to interact with board members, alumni, parents, foundations, business leaders and corporate executives — a fundraising leader dedicated to helping advance MMA's future."
— Brigadier General Richard V. Geraci, USA (Ret), President, Missouri Military Academy





### DIRECTOR FOR DEVELOPMENT **MINIMUM QUALIFICATIONS**

- Bachelor's degree in non-profit management, business or related degree OR five or more years of fundraising experience
- Three years of experience in a leadership role in non-profit fundraising, grant writing and general finances
- Demonstrated success in cultivating and closing foundation and individual gifts and grant writing
- · Experience in planning, organizing, executing, and supervising fundraising campaigns
- Strong written and verbal communications skills
- · Familiarity with marketing, social media and best practices in fundraising
- Experience with fundraising software and donor database

#### PREFERRED QUALIFICATIONS

- Master's degree
- Five or more years experience working with boards, major donors, foundation leaders, alumni associations, and parents in philanthropic endeavors
- Superior leadership ability and communication skills to include presenting/public speaking, grant writing, and hosting of events
- · Bilingual (Spanish) and experience with international fundraising
- · Knowledge and experience with Donor Perfect and Wealth Engine production and analysis

#### COMPENSATION

85,000 to \$105,000. Competitive benefits include sick leave, two weeks paid vacation first year that increases based on employment longevity, 403(b) retirement with matching up to 5% after second year of employment, medical and life insurance, and many others.



ΔΙ ΠΜΝΙ

NOTEWORTHY

## About Missouri Military Academy

Missouri Military Academy is an all-male, college preparatory military boarding school (middle school and high school) with a diverse domestic and international student population. The Academy's rigorous program empowers young men to reach their potential as future college graduates, citizens of character, and leaders in their communities. MMA's 360° Education° fosters academic excellence, a healthy lifestyle and physical development, leadership and life skills, positive character development, and personal motivation.

A selective program and one of the nation's top college prep military boarding schools, MMA teaches young men to take command of their lives. Read our school profile.

Grades: 7-12 and PG

Gender: All male

Year established: 1889

Cadet/Faculty ratio: 7.4

Size of corps: Varies, 200 to 220

Program of studies: 4x4 block schedule requires cadets to take four courses each semester, enabling cadets to take eight courses every school year; Triumph Program with William Woods University enables qualified cadets to earn college credit and work toward associate degree while in high school. Army JROTC is mandatory for all cadets.

Extracurricular activities: 13 varsity sports, plus junior varsity and middle school athletics; Army JROTC Fusileers drill, Raiders and rifle teams; Boy Scouts of America; equestrian; Future Business Leaders of America; marching and jazz band; choir; rappelling; paintball; camping; fishing; obstacle course; hiking trails and more.

Campus size: 288 acres. 316,063 sq. ft. of building space, with 33 classrooms. View campus.

Location: Mexico, Missouri, a community of approximately 11,000 residents. MMA is approximately 2 hours from St. Louis, MO; 2.5 hours from Kansas City, MO; and 45 minutes from Columbia, MO, home of the University of Missouri.

College acceptance rate: 100%. The Class of 2024 was offered more than \$4.9 million in college scholarships.

Community Recognition: The Mexico Area Chamber of Commerce honored Missouri Military Academy with the 2023 Commerce and Industry Award, annually presented to recognize local organizations for their outstanding civic responsibility and generous contributions to advance the growth and welfare of Mexico, Missouri.



Discipline Scholarship Leadership

Success

# CORE VALUES <u>Watch cadets share core values (video).</u>

**Academic Excellence**: Providing a world-class education that prepares our cadets for college entrance and graduation from the nation's finest four-year colleges and universities.

**Duty:** Performing one's obligations, tasks, service or functions that emanates from their position or station in either life or a group.

Honor: To exercise and maintain fairness, integrity and honesty in one's beliefs and actions.

Integrity: A firm devotion to moral and ethical principles and soundness of character in all our affairs.

Loyalty: To one's family, friends, teammates, institution and nation.

**Respect:** To render appropriate deferential regard and esteem to family and friends, teammates and competitors, peers and leaders, institutions and one's country.

Personal Courage: To choose the harder right over the easier wrong.

Selfless Service: Service to each other, our families, the Academy, community and nation.

**Leadership**: Simply put, one's ability to influence others in a positive manner to accomplish an assigned task.













# **KEY STRATEGIC GOALS**



We believe the way forward to create a sustainable future, while staying true to our core values and military school traditions, is reflected in the following key strategic goals and key initiatives.

- Achieve sustainable enrollment with reasonable growth
- Develop cadet life programs that blunt attrition and stimulate re-enrollment
- Create a comprehensive curriculum at all grade levels that align with national standards
- Sustain long-term financial stability
- Develop and implement strategies to recruit, retain, and support a highly qualified workforce
- Explore new opportunities for growth and innovation



### CADETS FROM ACROSS THE COUNTRY, AROUND THE WORLD

Since 1889, thousands of families from around the United States and world have looked to Missouri Military Academy to give their boys the structure, responsibility, and love they need to grow, compete, and thrive — and ultimately become young men who are in full command of their futures. We currently have cadets from 30 states and 9 countries.





### MISSOURI MILITARY ACADEMY

MOTTO Love. Honor. Truth.

# VISION

MMA is a globally recognized learning institution that develops young men who are of sound moral character and self-discipline to strive for and achieve goals, are academically and socially prepared to attend and graduate from college, and are better prepared for life as a result of the Academy's mentoring and focus on academic, physical, character and social development.

# PHILOSOPHY

The philosophy of Missouri Military Academy is to deliver a holistic education, concentrating on the development of the "whole person" by providing a 360° Education. MMA exists to create and lead systems that are dedicated to assisting cadets as they pursue their personal best in all aspects of life: academic, physical, character, professional, and spiritual. MMA provides a structured, safe environment that affords cadets an opportunity to develop essential life and leadership skills, a sense of honor, self-awareness, and good citizenship. As a diverse and caring community, we encourage personal growth through a liberal arts education and a social environment that facilitates the development of lifelong friendships.

## MISSION

Missouri Military Academy empowers young men to unlock their potential through a program of academic excellence, character and social development, and leadership training within a structured environment.



