



MMA

MISSOURI MILITARY ACADEMY

LOVE
HONOR
TRUTH

PROSPECTUS

Director for Development

MissouriMilitaryAcademy.org

5 February 2026



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 more than 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, goal-oriented advancement professional is sought to lead ambitious fundraising efforts in support of our premier military college-prep boarding school.

- 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/event planner and database specialist/fundraising coordinator.
- Support on and off-campus events with Academy staff, seek event sponsorships, and coordinate with Alumni Association Board of Directors.
- 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 as requested during alumni/parent/donor social events on campus and at the president's home.
- Work with Alumni Board of Directors to maintain accurate alumni database and coordinate fundraising efforts.
- 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."

*— BG Richard V. Geraci, USA (Ret),
MMA President*



DIRECTOR FOR DEVELOPMENT

MINIMUM QUALIFICATIONS

- Bachelor's degree in non-profit management, business or related degree OR five or more years of fundraising experience with demonstrated results
- 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 management

PREFERRED QUALIFICATIONS

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

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.

 [VIEW MMA SCHOOL PROFILE](#)

 [VIEW NOTEWORTHY ALUMNI](#)

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 which enables qualified cadets to earn college credit and work toward associate degree while in high school. Army JROTC is mandatory for all cadets.

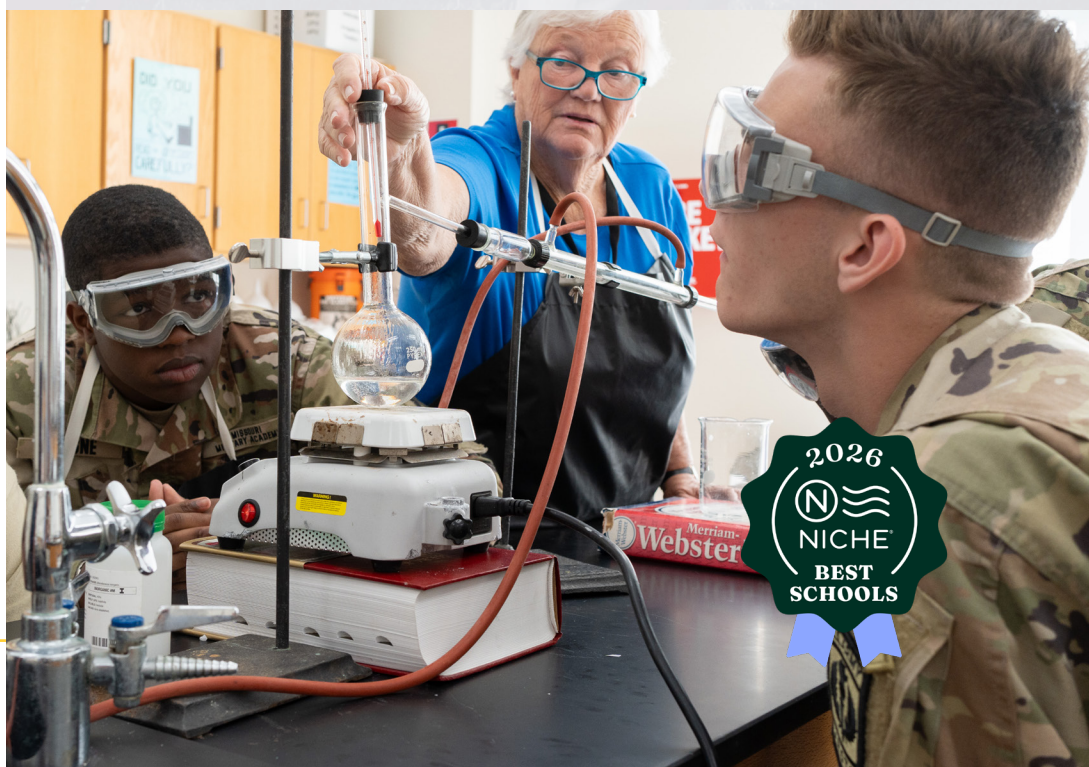
Extracurricular activities: 13 varsity sports, plus junior varsity and middle school athletics; Army JROTC Fusileers drill, Raiders and rifle teams; Scouting America; equestrian; Future Business Leaders of America; marching and jazz band; choir; rappelling; paintball; camping; fishing; obstacle course; 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 2025 was offered more than \$15 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.



Core Values

[Watch cadets share core values \(video\).](#)

DISCIPLINE



SCHOLARSHIP



LEADERSHIP



SUCCESS

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

The future growth and sustainability of Missouri Military Academy depend on our ability to differentiate ourselves from peer academic institutions through continuous improvement, sound business practices, innovative and competitive programs, exceptional facilities, and unique cadet experiences.



- Maintain strong and sustainable enrollment levels with continued growth through effective marketing and recruiting programs to increase leads best suited to increase our pipeline of prospective cadet families.
- Enhance cadet life, military and athletic programs to strengthen discipline and morale, increase re-enrollment and reduce attrition.
- Increase the rigor of our academic curriculum and assessment programs to exceed national standardized testing averages.
- Leverage technology to enhance academic programs and improve Academy operations.
- Address all aspects of risk management in every functional area to improve employee and cadet safety and minimize insurance costs.
- Achieve long-term financial stability and viability through sound business operations and fiscal controls, positive cash-flow management and effective financial modeling.
- Develop and implement strategies to recruit, retain, and support a caring workforce.
- Establish strategic partnerships to enhance our academic, athletic, and summer programs and support the health, welfare, and well-being of our cadets and employees.
- Maintain strong parent partnerships with regular communications and transparency.
- Update our campus master plan to facilitate informed decisions concerning long-term growth and investment in facilities and campus improvement projects, real estate acquisition and overall physical and cyber security.
- Develop and execute a comprehensive plan to improve alumni engagement (domestic and international), annual fundraising, grant writing and long-term giving.
- Investigate the operational, organizational and financial feasibility for, and benefits of, expanding our middle school and post-graduate programs and assimilating females into the Academy.



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

Internationally recognized for excellence, Missouri Military Academy develops young men of integrity, discipline and determination. Through a balanced focus on academics, leadership, character and physical development, the Academy empowers its graduates to succeed in college and other postgraduate pursuits and lead purposeful, healthy lives.

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; health, wellness and physical growth; and leadership training within a structured environment.

