



## Position Announcement:

### **President, Governor's Scholars Program Foundation (GSPF) (Frankfort, Kentucky)**

**About GSPF and GSP:** The Governor's Scholars Program (GSP), a nonprofit organization founded in 1983, strives to enhance Kentucky's next generation of civic and economic leaders through its core summer programs and year-round training. GSP has more than 30,000 alumni and is one of the top Governor's Schools in the nation. The Governor's Scholars Program Foundation (GSPF) is a 501-c-3 charitable organization founded in 2001 that operates fiscally independent from GSP and allows friends of GSP to ensure its continued success through financial contributions to support GSP and also gifts to build the endowment of GSPF. In the past year, more than 2,500 donors gave \$750,000 to GSPF to support GSP in order to help exceptional students: achieve their academic and personal potential; cultivate their leadership capabilities; expand their horizons; and develop the students' flexibility, creativity and critical thinking. In 2018, the Program accepted more than 1,000 students from 119 counties of Kentucky. The Program seeks to do this while heightening the students' sensitivity to future possibilities for themselves, Kentucky, and society by striving to stimulate, encourage, and reward excellence in Kentucky schools. The Program is a public/private partnership that operates on an annual budget of \$2.3 million and depends on the Foundation for approximately 20 to 25% of its annual revenue. (Link for GSPF: <https://gsp.ky.gov/support/Pages/default.aspx>)

**Position Summary:** In anticipation of the GSPF President's announced retirement, the GSPF Board of Directors currently seeks candidates for the position of President, to begin service in Winter 2019. Reporting to the Board of Directors of GSPF, the President serves as the staff leader of this fundraising support organization. Working closely with the Executive Director of the GSP, the President of GSPF is charged with developing, communicating, and executing all strategic philanthropic fundraising initiatives to raise funds in support of GSP. The President also supports the work of GSPF's ten-member statewide Board of Directors, works closely with the larger GSP Board, oversees the management of the GSPF's assets (an investment account of more than \$2 million generates annual income to support the programs of GSP), and guides GSPF's daily operations. GSPF's current development program includes an annual campaign including major gift solicitations; program and project sponsorship/underwriting; corporate/foundation grant requests; planned giving; and donor cultivation and acquisition programs. Working with the boards of the GSP and GSPF, the President raises \$750,000 annually and the leadership hopes to grow that to \$1 million in the near future. The President is currently a contracted part-time position without benefits and receives administrative and programmatic support from staff members employed by GSP. However, the position could be expanded to full-time with benefits, depending upon the qualifications of the finalist for this search. The offices for both GSP and GSPF are based in Frankfort, Kentucky.

#### **Candidate Qualifications**

The successful candidate for President will demonstrate:

- Prior experience in raising charitable gifts is required, either as paid staff or as a volunteer leader, with specific experience in securing major gifts and estate commitments from individuals, grants and sponsorships from corporations and foundations, preferably with direct experience in raising

funds for Kentucky nonprofits. We prefer at least ten years experience in progressively more responsible positions that directly relate to the duties stated above.

- Proven management experience is required, demonstrated by overseeing staff, budget and volunteers, setting and achieving ambitious fundraising goals, and adhering to budgets. We prefer candidates who have experience in working closely with a volunteer board of directors and supporting their efforts to cultivate and solicit charitable gifts.
- Demonstrated commitment to the mission of secondary and post-secondary education is preferred, as evidenced by paid or volunteer experiences with high schools and colleges.
- A completed bachelors' degree is required, additional post-graduate coursework in a related field is preferred.

### **Candidate Competencies**

When we interview candidates and speak with their references, we are looking for demonstrated proof that the next President can:

- Inspire, engage and influence others to embrace the mission of the Governor's Scholars Program, to give generously of their time and financial resources, and to ask others to do the same;
- Demonstrate excitement about and passion for support of the Foundation and the GSP among all audiences;
- Strengthen relationships and build trust and respect with key donors;
- Drive execution by translating strategic goals into operational reality and holding all accountable to agreed-upon timelines and outcomes;
- Demonstrate collegiality, thoughtfulness and passion for the mission in interactions with the staff, board, donors, volunteers, school partners and community; and
- Communicate and articulate the mission in ways that will foster wider participation and respect for the Foundation and for the GSP.

Resumes will be reviewed through December 31, 2018 or until such time as the Search Committee determines satisfactory finalists are found. **PLEASE CONTACT our Search Counsel by mail or email only:**

Mark W. Rountree, VP and Partner  
Ashley | Rountree and Associates  
2525 Nelson Miller Parkway, Suite 106  
Louisville, KY 40223  
[mroutree@ashleyroutree.com](mailto:mroutree@ashleyroutree.com)

11.29.19