



**Director of Leadership Giving
Miami Country Day School —Miami, FL
July 2023**

Mission & Core Values

Miami Country Day School empowers every student, every day, everywhere to learn with vigor, explore with purpose, strive for excellence, and serve with honor, respect, and compassion as global citizens. We do this in a community where every student is known and included by engaging the whole child, in and out of the classroom as they discover their full potential.

MCDS lives its mission by faithfully guarding its values of Purpose, Honor, Respect, Compassion, and Wisdom; and ensuring they are manifest in our policies, programs, and practices. Our values are the shared commitments we make to each other, and as a community, in honor of our past, present, and future.



**Carney
Sandoe**
& ASSOCIATES

Carney, Sandoe & Associates

The Search Group

200 High Street, Suite 610, Boston, MA 02110

T 617.542.0260 · F 617.933.3426

search@carneysandoe.com · carneysandoe.com

Fast Facts

- Founded in 1938
- Students in Grades PK3-12: 1269
- Student to Teacher Ratio: 9:1
- Faculty with Advanced Degrees: 66%
- Students with Tuition Assistance: 18%
- Campus Size: 22 Acres
- Languages Represented: 19

Overview

For over eight decades, Miami Country Day School (MCDS) has lived out its motto, delivering an exceptional college-preparatory curriculum that educates the whole person. Currently serving around 1,360 students in PreK3 to 12, MCDS has undergone remarkable changes since its founding in 1938. Nonetheless, the faculty and student body at this FCIS and SAIS-accredited coeducational day school are united in their appreciation

and continued respect for the school's mission, philosophy, and traditions. Across all grades and divisions, MCDS's students present themselves as creative, poised, confident, multi-talented, and enthusiastic-truly thriving in an environment that nurtures their intellectual, physical, emotional, social, aesthetic, and spiritual potentials. From its nationally ranked chess club to its national champion girls' basketball team, from its environmental studies center to its Comprehensive Outdoor Education Program, Miami Country Day School's offerings are as exceptional as they are varied.

School History

In 1938, Mr. Luther "L.B" Sommers and Mr. C.W. "Doc" Abele opened The Miami Country Day and Resident Schools for Boys in what was then still a young and developing city. Originally an elementary boarding school, MCDS grew quickly in both size and reputation. The transition to its coeducational day program came in the 1950's ,60's and 70's, as the school began admitting female students and boarding rooms were turned into classrooms to accommodate rising enrollment. The Upper School was added in the late 1970's and MCDS graduates its first senior class in 1981. While much has changed at MCDS since 1938, the school has retained the holistic approach to learning embraced by its founders, balancing rigorous academics with athletics and cultural enrichment to produce well-rounded and civic-minded young adults.



Carney
Sandoe
& ASSOCIATES

Carney, Sandoe & Associates

The Search Group

200 High Street, Suite 610, Boston, MA 02110

T 617.542.0260 · F 617.933.3426

search@carneysandoe.com · carneysandoe.com

The School

Over the course of 80 years, Miami Country Day School has built a reputation of excellence in South Florida. The dedicated team of nearly 250 faculty and staff at MCDS is composed of committed stakeholders: teachers appreciate small classes sizes, cherish autonomy in the classroom, and feel fully supported by the administration. Across all divisions, a classical liberal arts curriculum is enhanced by a number of signature programs that promote hands-on learning and whole-child engagement. A newly launched strategic plan articulates an exciting vision for the school, of which philanthropy will be a critical part.

Campus

Miami Country Day School still occupies its original campus north of downtown Miami, but the facilities inhabited by the founding class of seven boys were quite different from what MCDS students enjoy today. A multi-level Media Center, complete with library, computer facilities, and the latest communication technologies including an impressive broadcast studio, has become the heartbeat of the campus. The Center for the Arts, built in 2017, includes a 650-seat theater, exhibit spaces, a dance studio, and a ceramics patio, among many features. The 36,000-square-foot facility, which also includes a 300-space parking garage, is the result of a \$16.5million campaign. The collegiate-level athletic facilities include a modern Aquatic Center with a 25-yard outdoor pool, the J. Calvin Rose Athletic Center, and the Koch Athletic Complex, featuring one of Florida's finest artificial surfaces for football, soccer, and lacrosse.

Miami

The fourth largest urban area in the nation, Greater Miami is home to over 5.5 million people. The majority of Miami's residents have immigrated-or are born to parents who emigrated-from Hispanic countries in the Caribbean and Central and South America. The result is a unique, eclectic, and vibrant community amidst a tropical landscape unlike anyother in the country. From its food and music to its art and architecture, Miami is truly a cultural melting pot. The campus of Miami Country Day School is located just north of downtown on the edge of Miami Shores. A primarily residential, independently governed community, Miami Shores is home to Barry University and features its own country club, golf course, historic library, community center, and beautiful waterfront views of Biscayne Bay.



**Carney
Sandoe**
& ASSOCIATES

Carney, Sandoe & Associates

The Search Group

200 High Street, Suite 610, Boston, MA 02110

T 617.542.0260 · F 617.933.3426

search@carneysandoe.com · carneysandoe.com

The Opportunity

Reporting to the Chief Philanthropy Officer, the Director of Leadership Giving (DLG) will be responsible for helping to build and manage a major gift fundraising plan with an emphasis on donor relationships, solicitation activities, and stewardship of high-capacity prospects. MCDS is preparing to launch a historic comprehensive campaign in the coming year and plans to hire additional Leadership Gift officers in support of this work in early 2024.

The DLG will design and execute cultivation and solicitation strategies to secure major gifts from a variety of constituents including current and past parents, grandparents, alumni, and foundations. In addition, the DLG will proactively manage a pool of 100+ donors and prospects with the capacity and inclination to make six- to eight-figure leadership gifts and annual Spartan Impact Fund (Annual Fund) leadership gifts of \$10,000-\$100,000. The DLG will work with prospective donors to determine their philanthropic interests related to the School's fundraising goals through the Spartan Impact Fund, Endowment, Capital, and Planned Giving Programs. The DLG will partner with the Chief Philanthropy Officer, Director of Philanthropy Operations (search under way), and Director of Stewardship and Engagement to help build a modern leadership gift program – engaging in regular prospect qualification and implementing moves management protocols.

The successful candidate will have experience working and cultivating relationships with diverse constituencies and exhibit proficiency soliciting major gifts, preferably in an independent school environment. They should possess a commitment to Miami Country Day School's mission, have a passion for education, thrive when multitasking, and enjoy working collaboratively with colleagues, alumni, parents, volunteers, and other members of the MCDS community.

Key responsibilities include:

- Provides strategic direction and an annual operating plan for achieving leadership gift and legacy giving fundraising goals.
- In partnership with the Director of Philanthropy Operations, develops and ensures appropriate implementation of major gift fundraising and moves management protocols
- With the Chief Philanthropy officer, assist in creating a comprehensive list of campaign funding priorities to be vetted and approved by the Board of Trustees. In a non-campaign environment, maintain a list of



**Carney
Sandoe**
& ASSOCIATES

Carney, Sandoe & Associates

The Search Group

200 High Street, Suite 610, Boston, MA 02110

T 617.542.0260 · F 617.933.3426

search@carneysandoe.com · carneysandoe.com

major gift opportunities to engage donors regularly and to sustain higher levels of annual support.

- Craft proposals, talking points, contact reports and cultivation/stewardship correspondence as needed and in partnership with the Chief Philanthropy Officer and Director of Philanthropy Operations
- Manages a personal major gifts portfolio of 100+ donors and prospective donors.
- Oversees strategy and marketing program for legacy giving
- Collaborates with the Director of Stewardship and Engagement to ensure proper stewardship and donor recognition.
- Hires, supervises, and evaluates incoming Leadership Gift Officer(s)

Experience and Skills:

- Alignment with and an ability to articulate the mission and values of Miami Country Day school and its current direction of strengthening the school’s philanthropic culture.
- Strong interpersonal, oral, and written communication and database skills.
- Experience in successfully cultivating and securing major gifts is required and experience with planned gifts is preferred.
- Knowledge of educational fundraising culture is an asset and experience with secondary or higher education and moves management is preferred.
- Ability to work independently and as a member of a team in a fast-paced environment.
- Ability to prioritize and manage multiple tasks effectively and efficiently.
- Significant out-of-office time is required.
- Bachelor’s degree.
- Experience with Raiser’s Edge or an equivalent CRM.
- Trust, accountability, discretion, honesty, and a team player.

Interested Persons Contact:

Jonathan K. Ball
Managing Associate
Carney, Sandoe & Associates
617-933-3450 (dir)
jball@carneysandoe.com

All inquiries and nominations are kept confidential.

Miami Country Day School is an equal opportunity employer. The School considers applicants for all positions without regard to race, color, religion, sex, age, disability, sexual orientation, gender identity, familial or marital status, or any characteristic protected from discrimination under state or federal law. The School welcomes candidates who will increase our diversity. Miami Country Day strongly encourages applications from people of color, LGBTQ+ educators, or educators from communities that are historically underrepresented in independent schools. The School is committed to an inclusive school experience for all community members at Miami Country Day.



**Carney
Sandoe**
& ASSOCIATES

Carney, Sandoe & Associates

The Search Group

200 High Street, Suite 610, Boston, MA 02110

T 617.542.0260 · F 617.933.3426

search@carneysandoe.com · carneysandoe.com