



Opportunity Profile

Special Assistant to the President

Major Gifts Officer

Presented by



OVERVIEW

Patrick Henry College, located in Northern Virginia just 45 minutes west of Capitol Hill, takes seriously its mission to challenge the status quo in higher education for the glory of God. This year the College will celebrate its 20-year anniversary. The accomplishments that PHC students and alums have made in this short time underscore the potential impact of leaders trained to compete at the highest levels of leadership.

PHC is now primed to grow from its present enrollment of 300, to 600, with plans for an eventual enrollment of 1000 students. To do so, the College needs to raise funding for new facilities and for expanded educational programs. The campus is located on 116 picturesque acres in Western Loudoun County. The property is currently 1/3 developed with all land and facilities owned debt free.

This is a most unusual college, the only one in the country to combine the following three distinctives:

- **HIGH ACADEMIC RIGOR** (PHC selects the best and brightest students who consistently rank among the highest in the nation on standardized tests.)
- **FIDELITY TO THE SPIRIT OF AMERICA'S FOUNDING** (all students take required courses in Constitutional Law, U.S. History, History of Western Civilization and Freedom's Foundations, Logic, Rhetoric.)
- **AN UNWAIVERING COMMITMENT TO A BIBLICAL WORLDVIEW** (lived out through the orthodox Protestant tradition)

"It has always seemed to me that it will be the next generation who will really reclaim our land for the principles of godly morality, self-government, and constitutional liberty. There is a leadership vacuum in America..."

- Michael P. Farris, Founders Message, The Trumpet of Liberty (2000)



[Watch Preserving America for Future Generations](http://www.phc.edu/preserveamerica)

THE POSITION

Special Assistant to the President – Major Gifts Officer: Patrick Henry College is seeking a senior development professional to help shape the College's strategic direction with a focus on major donors. This position will report directly to the President. This person will lead the full scope of efforts to secure new major giving for the organization, from identification to developing the relationship to preparing for the solicitation and working with the President to affect the gift. While this work will be coordinated with the Vice President of Advancement and his team, this role is freed up from most development and university operational meetings, allowing focus on one thing—finding and cultivating new major donors. Such donations could be for a capital campaign, special projects or the general fund. The relationship with the current major donors will stay with the development department team. This new position will coordinate with the development team to determine how existing major donors can be leveraged for introductions to new potential major donors.

STUDENT SPOTLIGHT



MERIDIAN BALDACCI began as an intern for The Heritage Foundation in the summer of 2017. When a case came up that no one in the office had time to write on, Paulton got the paper started. Originally, they planned to have Paulton form an outline and hire a contractor to write the final paper. However, Paulton turned in an outline that impressed her supervisors so much they asked her to continue working for them part-time through the fall semester so she could write the paper. She graduated a semester early to begin working for them full time.

[Watch Video Here.](#)

Since PHC accepts no government funding, the college is tasked with raising a substantial portion of its revenue through donations. As a result, this is a key position within the Executive Team.

PRESERVING AMERICA FOR FUTURE GENERATIONS

Patrick Henry College believes that it is fulfilling a key role in preserving America for the next generation by raising Christian men and women who will lead their homes, their communities and our nation according to godly principles. While the United States has been a beacon of hope and freedom for the world—a force for good, a harbor from which the Gospel has spread, and a haven for those seeking refuge from tyranny—commitment to those values is eroding.

A nation is defined by its culture and its leadership, both of which are shaped by the way a nation educates its people. Based on the model that shaped the founding generation, the American system of higher education was once a continual source of renewal for the spring of liberty. Sadly, that is no longer true. Our system of higher education is broken. Once a shining example of American exceptionalism, our colleges and universities are now more focused on anti-Christian rhetoric, safe spaces, promiscuity, and anti-Americanism, rather than equipping the next generation of leaders.

This failure will have a generational impact as American colleges increasingly trade excellence for mediocrity and exchange

conviction for tolerance. However, the future can once again be bright if we reclaim the foundational principles and biblical truth that gave birth to our nation.



“Conservative principles alone will never stop the advance of darkness. Those principles must be solidly anchored in transcendent truth if liberty is to be maintained and strengthened. Ultimate salvation comes through the Gospel, not a political or philosophical ideology.”

– Jack Haye, President, Patrick Henry College

CULTURAL CHANGE: *The Shift*

Historically, American political and cultural leaders have principally come from the most prestigious colleges and universities. From the beginning, the formula for higher education was simple: educate our “best and brightest” at the highest level of academic rigor with a commitment to the truth of God’s Word. But there is a problem. The current system of higher education within the United States has been compromised and *most of our nation’s elite colleges and universities have lost their way*. The Ivy League and elite universities were originally established with a commitment to biblical truth. The key ingredient that produced the founding generation, a belief in God, is now missing as the starting point in the pursuit of knowledge and truth.

As a result, knowledge has seemingly advanced while areas such as constitutional literacy and personal accountability have diminished over time. In the process, the line between liberty and license has been dangerously blurred. Premier institutions have bowed to shifting cultural norms and abandoned the idea that absolute truth is essential to education.

LIBERTY IN JEOPARDY: *The Void*

Secular colleges and universities are not structured to educate a generation of leaders in the principles of freedom, limited government, and patriotism—guided by a deep love of God.

“We hold these truths to be self-evident, that all men are created equal, that they are endowed by their Creator with certain unalienable Rights...”

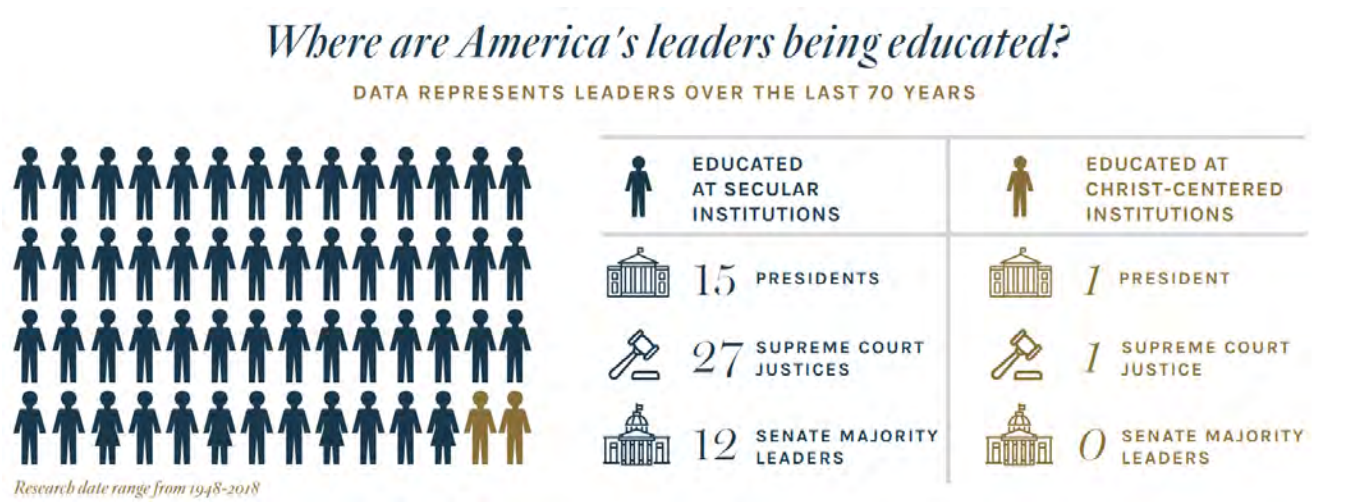
– The Declaration of Independence

The preservation of liberty requires that our leaders understand that unalienable rights stem from a transcendent Creator, independent of the whims of man. Unfortunately, many of our leaders no longer hold this truth to be self-evident. As a result, there is no guarantee the United States will remain a guardian of freedom and religious liberty. Our current education system is producing generations of leaders who reject the principles of our founding documents. We see this dramatically voiced by political leadership who insist that rights originate from man, not from God.

Do we have political leaders capable of writing the Declaration of Independence or crafting the Constitution today? Would they affirm the self-evident truth “that all men are created equal, that they are endowed by their Creator with certain unalienable Rights...” or would they reject it in favor of a secular humanist position based on moral relativism?

Over the past 70 years, the overwhelming majority of our Presidents, Supreme Court Justices, and Senate Majority Leaders were educated by secular undergraduate institutions. Visibly absent are national leaders from Christ-centered colleges and universities. The void in higher education created this vacuum of leadership. Our nation no longer produces guardians of liberty. The halls of government are filled with smart, well-educated people who believe that man, rather than God, is the center of all things. Patrick Henry College was founded to fill this void in higher education.

As starkly illustrated below, only two leaders in these critical political and judicial positions received an undergraduate degree grounded upon the truth of God’s Word.



PATRICK HENRY COLLEGE: *The Solution*

PHC is committed to honoring God by challenging the status quo in higher education, lifting high both faith and reason within a rigorous academic environment.

In the late 1990s, Michael Farris, a constitutional attorney, homeschool pioneer, and defender of religious liberty, gathered a group of committed Christians, including the leadership of the Home School Legal Defense Association (HSLDA), to pray and consider this void in higher education.

These visionaries correctly determined that any strategy for generational impact must include an elite-level higher education for bright Christian scholars who have the potential to lead the nation and shape the culture—an education as deep and rich as the one that formed the thinking of our Founding Fathers.

Their solution, Patrick Henry College, was founded in 2000, strategically located outside of Washington, D.C.

Creating the next generation of leaders requires more than just rigorous academics, conservative principles, or teaching from a biblical worldview. It requires an unwavering commitment to all three, and only Patrick Henry College has demonstrated such a commitment.

PHC is producing the godly leaders that our nation will need to preserve liberty. In the words of President Jack Haye, “We need leaders like the Old Testament men of Issachar, who understand the times and know what to do ... leaders who recognize that true knowledge and wisdom must begin with a reverent fear of the Lord ... leaders who are formed through academic rigor and servant leadership ... leaders who are equipped to stand before kings with both humility and integrity.” Patrick Henry College equips students to think deeply, speak articulately, write persuasively, and follow Christ passionately.

UNIQUELY SET APART: *The Formula*



The unique fusion of three distinctives sets Patrick Henry College apart from any other college in the world. PHC prepares its graduates to make immediate and enduring impact for Christ and for liberty.

- *High Academic Rigor*
- *Fidelity to the spirit of the American Founding*
- *Unwavering Biblical Worldview*

PHC MISSION STATEMENT

The Mission of Patrick Henry College is to prepare Christian men and women who will lead our nation and shape our culture with timeless biblical values and fidelity to the spirit of the American founding. Educating students according to a classical liberal arts curriculum and training them with apprenticeship methodology, the College provides academically excellent baccalaureate-level higher education with a biblical worldview.

PATRICK HENRY COLLEGE STUDENTS

The student who comes to Patrick Henry College is attracted by the spiritual emphasis, the focus on the founding principles of the United States (including the conservative values and the free enterprise system), the rigor of the classical education, and the community of like-minded individuals. They are very bright students who are highly motivated and work hard. They are, for the most part, mature beyond their years.

JACK HAYE – PHC PRESIDENT

Jack Haye became the third President of Patrick Henry College in 2015 after thirty years in the banking world. He holds degrees from Baylor University and the Thunderbird School of Global Management, including a Master's of International Management in Finance and Accounting. Jack spent the first ten years of his banking career in corporate lending, primarily with Bank of America. He spent the last twenty years at Wells Fargo Bank where he held senior leadership positions as Senior Vice President of Corporate Lending and later as Executive Vice President and National Manager of Treasury Management Consulting. He served on the Board of Visitors for the School of Music at Baylor University (1986-1992), and he was a founding member of Patrick Henry College's Board of Trustees in 1998. Jack served as the Board Chairman from 1999-2015. From 2012-2015, he served as Executive Pastor of First Baptist Church of McKinney, a 3000-member church located near Dallas, Texas. His responsibilities there included staff leadership development, budget management, development and delivery of apologetics teaching series, and oversight of both local and international missional engagement in the areas ranging from orphan care and education to anti-human trafficking initiatives. At PHC, Jack is the chief executive officer overseeing the internal and external affairs of the college while maintaining an education program consistent with the Mission of the college. The new Major Gifts Officer will report directly to the President, who is steadfastly committed to playing a major role in the cultivation of relationships with transformational donors.



POSITION DESCRIPTION

The Major Gifts Officer will lead the full scope of efforts to secure new major giving for the organization, from identification to developing the relationship to preparing for the solicitation and working with the President to affect transformational giving to the college.

STRATEGY

- Develop ways to find new potential major donors.
- Define process of donor recruitment and development process to identify, recruit and grow major donor base.
- Coordinate major donor efforts/data entry/with the VP Advancement
- Serve as “connector” arranging strategic engagement between the President and potential major donors.

MANAGEMENT

- Keep the President, VP Advancement and CFO advised of results, both negative and positive, regarding donations and trending of donations.
- Work with the Communications department to develop presentations, proposals and donor education materials.
- Ensure situational awareness between the President’s office and the Advancement team on matters of major donor engagement.
- Help to foster best practices for data management and effective analysis of the donor database in cooperation with Advancement team.
- Knowledge of current social media environment and methods and how those can be leveraged to acquire new donors and partners.
- Experience in managing a multi-million dollar major gifts portfolio is a plus.
- Knowledge of current trends in professional financial services for high net-worth individuals or families. Knowledge of charitable giving trends, particularly in the areas of capital campaigns, major gifts and planned giving.

KEY QUALIFICATIONS

This person will have:

- Alignment with the mission and vision of Patrick Henry College.
- Experience with and access to major donors who are aligned with Christian and conservative causes; or if coming from a sales executive role has been successful in identifying major prospective clients.
- Proven ability to set and achieve fundraising or sales goals on a consistent basis.
- Passion for preserving America for future generations.

PARENT SPOTLIGHT



MARIAN FREELAND's name is well known around Patrick Henry College. With Marian on the college's Board of Trustees and all four Freeland children having attended the school over the past eight years, PHC is something of a family legacy.

[Read Marian's bio here.](#)

KNOWLEDGE

- Experience with data mining, prospect research and use of databases related to a prospect's philanthropic (affinity for giving) and wealth (gift capacity).
- Consultative sales concepts and strategies.
- Experience with planned giving strategies and non-cash asset donations. Experience in making and managing external referrals to outside planned giving counsel.
- Strong understanding of technology related to fundraising (CRMs) and web-based communication. Knowledge of Salesforce.com is a plus.
- Knowledge of current social media environment and methods and how those can be leveraged to acquire new donors and partners.
- Experience in managing a multi-million dollar major gifts portfolio is a plus.
- Knowledge of current trends in professional financial services for high net-worth individuals or families. Knowledge of charitable giving trends, particularly in the areas of capital campaigns, major gifts and planned giving.

SKILLS

- Proven track record of identifying and cultivating high net worth donor relationships or sales customers.
- High awareness of the emotions of self and others... demonstrated through effective listening, attention to non-verbal cues, tact, patience, and courtesy commonly referred to as "EQ."
- A passion for personal networking that yields meaningful and transparent relationships.
- Business acumen for accurate forecasting and effective resource management.
- Project management leadership, support and implementation skills.
- Identifying and convening key target audiences for the fundraising task.
- Proven success in both sourcing and "closing" million-dollar investments.
- Outstanding oral and written communications skills.



ABILITIES

- Able to articulate a genuine, personal passion for the Gospel.
- Proven ability to effectively interface with high-net worth individuals, foundations and business leaders.
- Effectively paint a vision that will inspire others.
- Possess a strong work ethic that works independently, remains self-motivated and on task.
- Present compelling messages to small and large groups—true platform “gravitas.”
- Establish rapport and maintain respect with leaders and members of all evangelical Christian denominations, focusing on issues that unite rather than those that divide.
- Proficient at data mining to learn more about past donors and supporters who can be converted into major donors.
- Ability to communicate a “shepherd’s heart” for the people God puts in their paths, through spiritual maturity and prayer.
- Ability to humbly keep ego in check and assist others to collaborative teamwork.
- Courageous creativity that builds on past success and imagines new markets, methods and messages.

QUALIFICATIONS AND EXPECTATIONS

- It is expected that this person like all employees of PHC is a committed follower of Jesus Christ who has a desire to see the expansion of the Kingdom of God throughout the world in fulfillment of the Great Commission.
- Commit to and take effective action to fulfill PHC’s mission of preparing Christian men and women who will lead our nation and shape our culture with timeless biblical values and fidelity to the spirit of the American founding.
- Be involved and respected as a Christian lay leader and member in good standing at a Bible-believing church.
- Bachelor’s degree in business, marketing, communications or a related field. A master’s degree is advantageous.
- Sales/marketing success as a significant individual producer with the demonstrated ability to set objectives and manage performance to successful outcomes.
- 10-15 years’ experience in fundraising or related work with proven successes. Previous fund raising experience in major conservative circles is highly valued.
- Availability for travel 30-40% of work time.
- Facilitation skills for strategic planning sessions.
- Successful experience in managing a portfolio of investors/funding sources/major gift donors with a specific emphasis on prospecting, networking and relationship development that results in committed investment partnerships.



LOCALE – PURCELLVILLE, VA

Located just 25 miles from Dulles International Airport and just over 50 miles from the heart of Washington, D.C., the Town of Purcellville is the hub of western Loudoun County, which is one of the fastest growing counties in the nation, and it boasts the highest household median income for counties in the nation. Purcellville is in the rural, western portion of the county, surrounded by farms, open space, and mountain views. Easy access to outdoor activities includes Appalachian Trail, Potomac River, hiking, horseback riding, and pick-your-own farms. There's even an active farm in town that has been in operation for over 200 years! The town has approximately 9,100 residents and an estimated daytime population of over 15,000. Purcellville boasts over 50 eating locations, from fast dining and casual to fine dining and specialty shops.

- Population: 9,771
- Population change since 2000: +172.6%
- Median resident age: 34.7 years (VA: 38.2 years)
- Estimated median household income: \$104,614 (VA: \$71,535)
- Estimated median house or condo value: \$477,865 (VA: \$273,400)
- Mean prices: all housing units: \$367,177; detached houses: \$398,193; townhouses or other attached units: \$301,640
- Median gross rent: \$1,419

THE SEARCH AND SELECTION PROCESS

Bruce Dingman and Jeff Davis of the Dingman Company, Inc. (an executive search firm with a successful track record in similar searches) are conducting the search. This opportunity will be shared with people who might be potential candidates or who might know potential candidates. The search firm will establish a list of interested and qualified persons, send them information and then conduct follow-up telephone calls.

Those candidates holding strong promise will be asked to prepare a detailed resume and respond to a candidate questionnaire. The search consultants will then conduct personal interviews with the most qualified candidates and, if married, the spouse. Following those interviews, next steps include checking candidate's references, verifying degrees, and completing a background check.

In collaboration with Patrick Henry College's search committee, the list of candidates will likely be narrowed to approximately four individuals who then will be interviewed by the search committee, probably April 14-15, 2020 or May 19-20.

The Dingman Company, Inc. is a retained executive search firm devoted exclusively to serving clients in matters of executive

DONOR SPOTLIGHT



TOM HUNGAR's career is hard to sum up. To mention Yale Law School, his former role as Deputy Solicitor General of the United States, or the 26 cases he has argued before the Supreme Court only scratches the surface.

But for all he has accomplished, Hungar is the first to say it has all been a gift from God. Recently, Hungar's resume expanded further when he was appointed General Counsel for the United States House of Representatives by Speaker Paul Ryan.

[Read Tom's bio here.](#)

selection. While some of our assignments are in the corporate sector, due to our faith, we primarily serve nonprofit organizations which are followers of Jesus Christ.

As a faith-based religious institution our client complies with all applicable laws pertaining to nondiscrimination on the basis of race, color, national origin, sex, age, disability, and any other applicable legally protected category. As a religious institution, our client has the right to, and does, require that its employees hold beliefs consistent with its Statement of Faith (attached) and conduct themselves in a manner consistent with its religious beliefs, as explained in our client's Statement of Faith, Statement of Biblical Worldview (attached) and Community Standards.

We fully respect the need for confidentiality of information supplied by interested parties and assure them that their backgrounds and interests will not be discussed with anyone, including our client, without their prior consent, nor will reference contacts generally be made until mutual interest has been established. Reference checking will involve the candidate's permission to access third parties. The search consultants will be cautious and sensitive as needed in trying to preserve any candidate's anonymity.

For further information on this position, please contact:

Bruce Dingman, President
The Dingman Company
bruce@dingman.com
Cell (818) 378-7755

Jeff Davis, Vice President
The Dingman Company
jeff@dingman.com
Cell (714) 420-5600

STATEMENT OF FAITH

Attested to by all trustees, administrators, faculty, and students.

The College is, and shall always remain, a Christian institution dedicated to bringing honor and glory to the Lord Jesus Christ in all of its activities.

Each trustee, officer, faculty member, and student of the College, as well as all other employees and agents of the College as may be specified by resolution of the Board of Trustees, shall fully and enthusiastically subscribe to the following Statement of Faith:

- There is one God, eternally existent in three Persons: Father, Son, and Holy Spirit.
- God is Spirit, and those who worship Him must worship Him in Spirit and in truth.
- Jesus Christ, born of a virgin, is God come in the flesh.





- The Bible in its entirety (all 66 books of the Old and New Testaments) is the inspired Word of God, inerrant in its original autographs, and the only infallible and sufficient authority for faith and Christian living.
- Man is by nature sinful and is inherently in need of salvation, which is exclusively found by faith alone in Jesus Christ and His shed blood.
- Christ's death provides substitutionary atonement for our sins.
- Personal salvation comes to mankind by grace through faith.
- Jesus Christ literally rose bodily from the dead.
- Jesus Christ literally will come to earth again in the Second Advent.
- Satan exists as a personal, malevolent being who acts as tempter and accuser, for whom Hell, the place of eternal punishment, was prepared, where all who die outside of Christ shall be confined in conscious torment for eternity.

STATEMENT OF BIBLICAL WORLDVIEW

Attested to by all trustees, administrators, and faculty. Read the [Statement of Biblical Worldview here](#).

