

The Opportunity

The Angeletti Group invites nominations and applications for the next Chief Executive Officer (CEO) of Cape Cod Community College Educational Foundation (CCCCEF), a separate and independent 501(c)(3) nonprofit organization. This pivotal position offers an exciting opportunity to lead the fundraising and general management of a highly respected organization that plays a critical role in advancing educational access, student success, and community engagement through philanthropy and strategic partnerships.

Cape Cod Community College Educational Foundation: Funding New Directions

Founded in 1983, Cape Cod Community College Educational Foundation is dedicated to raising and managing funds to support the mission of Cape Cod Community College, its students, faculty, and community endeavors. Over its history, CCCCEF has raised nearly \$50 million, providing millions in student scholarships, faculty support, and capital projects. It has earned a Gold Transparency Award from Candid and a Charity Navigator rating of Four-Star Charity. Today, the Foundation manages an endowment of approximately \$20 million and continues to expand its philanthropic impact.

Each year, the Foundation:

- Awards approximately \$250,000 in scholarships to students.
- Supports faculty and staff through Compass Fund Grants that support professional development or educational travel with students.
- Provides emergency assistance for students in need of food, shelter, or transportation.
- Hosts major fundraising events, including the Cape Cod Community College Golf Tournament and a Casino Night scholarship gala.

In the past five years alone, CCCCEF has awarded over \$1.3 million in scholarships. The Foundation has successfully completed several capital campaigns for the College, including the Lyndon P. Lorusso Applied Technology Building, Nursing and Allied Health Resource Center, the Wilkens Family Dental Hygiene Clinic, and the W.B. Nickerson Cape Cod History Archives. Most recently, it completed a highly successful \$10 million capital campaign to support construction (total cost of \$38 million) of the Wilkens Science & Engineering Center.

The CEO will lead the organization in its next phase of growth, stewarding major donors and expanding the Foundation's role as a strategic partner to the College and the broader Cape Cod community.

IN FY2024

- 98 non-commencement students received scholarships
- 42 commencement students received scholarships
- 82 donors supported scholarships
- \$312,578 awarded in grants and scholarships to CCCC students
- \$2,082,497 awarded to various CCCC programs and activities

The Chief Executive Officer

The Chief Executive Officer will work closely with and report to the CCCCEF Board of Directors and work collaboratively with the President of Cape Cod Community College, the College Board of Trustees, faculty, staff, and community leaders to advance the mission of the Foundation. The CEO will be a visionary leader with strong fundraising acumen and exceptional leadership building skills. The CEO will be the primary ambassador for the Foundation, inspiring donors, partners, and stakeholders to invest in the success of CCCC students and programs. As the leader of a small, dedicated team of three, the CEO must be a strategic thinker, a team player, and a hands-on leader, capable of developing high-level fundraising strategies while also executing day-to-day operations. This is a role for a dynamic and motivated individual with a strong, proven history of nonprofit management and leadership, successful fundraising experience, building community engagement and external partnerships, and event management.

Living And Working On Cape Cod

Cape Cod, Massachusetts is a stunning coastal region known for its historic charm, natural beauty, and thriving cultural scene. Located just an hour from Boston, and Providence, Rhode Island, Cape Cod offers a high quality of life with excellent healthcare, top-rated schools, vibrant arts and entertainment, and endless outdoor recreation opportunities. Known by many as a summer destination, Cape Cod has a growing year-round population of 229,000 residents and offers a high quality of life for its residents.

KEY RESPONSIBILITIES

STRATEGIC LEADERSHIP AND VISION

- Develop and execute a long-term strategic vision for the Foundation, including the identification of needed resources and sources of same.
- Foster a collaborative and high-performing team culture among Foundation staff and Board of Directors.
- Represent CCCCEF within the broader Cape Cod philanthropic, business, and higher education communities and clearly communicate and reinforce the Foundation's vision to internal and external stakeholders.
- Identify and implement best practices in nonprofit leadership, fundraising, and donor engagement to position the Foundation for sustained success.
- Develop innovative strategies to enhance the Foundation's impact, ensuring that it remains adaptable to evolving community and educational needs.
- Embrace and incorporate the desirability of a diversified campus and constituent community into fundraising, donor relations, and community engagement strategies.
- Effectively communicate the Foundation's mission, programs, and impact to the public, government bodies, and internal stakeholders in a way that builds enthusiasm and inspires support.

OPERATIONAL AND FINANCIAL MANAGEMENT

- Work with the Cape Cod Community College President and College personnel to create and implement funding and resource opportunities based on priorities established by

the College President in collaboration with the CEO and the Foundation's Board of Directors.

- Attend CCC Board of Trustee meetings and present on behalf of the Foundation.
- Supervise staff, providing performance management, mentorship, and professional development.
- Develop and manage the Foundation's annual operating budget, ensuring financial sustainability and accountability.
- Oversee the management of the Foundation's endowment in partnership with the Board's Finance Committee.
- Provide timely and accurate reporting on program status, financial condition, and other matters as appropriate to the Board of Directors.
- Maintain knowledge of and compliance with all financial and other operational reporting requirements of governmental agencies or organizations to which the Foundation is obligated to account for its activities.
- Ensure that the Foundation complies with all individual privacy requirements whether established by law or the Foundation.
- Negotiate contracts on behalf of CCCCEF, including external contracts, as authorized by the Board of Directors.

FUNDRAISING AND DEVELOPMENT

- Collaborate with the Board of Directors to establish fundraising priorities and objectives aligned with the Foundation's strategic plan.
- Lead comprehensive fundraising initiatives, including major gifts, annual giving, corporate partnerships, grants, and planned giving.
- Build and maintain strong relationships with high net worth individual, corporate, and foundation donors.
- Oversee fundraising events, ensuring revenue growth and donor engagement.
- Develop innovative strategies to expand the donor base and increase philanthropic support.
- Conduct research on foundation and other grant opportunities.

BOARD AND STAKEHOLDER ENGAGEMENT

- Work closely with the Board of Directors to develop and implement fundraising strategies.
- Assist the Board of Directors with its development of knowledge and skills for stewardship and governance of the organization.
- Work strategically with the Board to identify and cultivate a pipeline of Board members.
- Engage and inspire Board members, volunteers, and community leaders to participate in fundraising efforts.

QUALIFICATIONS AND PREFERENCES

- Excellent leadership and management skills, including strategic planning, financial oversight, and team management.

- Minimum of 7 years of progressively responsible experience in fundraising, preferably in a higher education setting.
- Proven track record of successful nonprofit fundraising, including capital campaign experience.
- Strong people skills with the ability to engage and cultivate relationships with internal and external stakeholders.
- Passion for education, with an understanding of the unique role of community colleges.
- Entrepreneurial mindset with the ability to identify opportunities, build partnerships, and execute fundraising strategies.
- Knowledge of donor databases and the ability to ensure high-quality data utilization and management.
- Outstanding oral and written communication skills.
- Bachelor's degree required; an advanced degree is preferred.
- CFRE designation or equivalent professional certification preferred.

Application Procedure

Applications will be accepted until the position is filled, but candidates are encouraged to apply before April 4, 2025.

To be considered, candidates should submit a statement of interest and resume to The Angeletti Group at search@theangelettigroup.com.

NOMINATIONS AND CONFIDENTIAL INQUIRIES CAN BE MADE TO:

Suzanne Albin

The Angeletti Group

(973) 540-1400

search@theangelettigroup.com

Salary commensurate with experience and will range from \$125,000 - \$160,000.

While Cape Cod Community College Educational Foundation strives for a diverse mix of candidates, employment decisions are made without regard to race, sex, or other protected characteristics.