



The
First Tee®
South Central Wisconsin

Opportunity Profile **Executive Director**

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The QTI Group | 1010 East Washington Avenue | Madison, WI 53703 | (608)232-2650 | www.qtigroup.com

About The First Tee of South Central Wisconsin

First Tee of South Central Wisconsin, a division of Champions4Kids, Inc. was founded in 2003 under the name Madison Metropolitan Youth Golf Initiative, Inc., (MMYGI) a non-profit with 501(c)(3) status. From the beginning, the Initiative dedicated its work to positive youth development through the game of golf. With a seed grant from the Yahara Hills Golf Association, a summer program was launched for 10 youth comprised of golf lessons followed by 9-hole rounds of golf with adult mentors who reinforced the etiquette and rules of the game and encouraged the kids in the development of life skills such as integrity, respect, and perseverance. By 2010, the Initiative had partnered with the City of Madison and Nine Springs Golf Course in Fitchburg, WI, and with the cooperation of several PGA professionals, golf course proprietors, and dozens of mentors, was serving more than 200 youth.

In February of 2010, the Initiative applied to become a First Tee chapter. On March 17th, 2011, the chapter was chartered to begin operations as First Tee of South Central Wisconsin. MMYGI and its distinctive board of directors remained the 501(c)(3) entity operating the chapter.



The mission of First Tee of South Central Wisconsin (FTSCW) is ***to impact the lives of young people and their families by providing educational programs for youth that build character, instill life-enhancing values, and promote healthy choices through the game of golf.*** The chapter has experienced rapid growth, going from one site in Madison in 2011, to 13 program locations serving over 17,000 youth in 2018 across south central Wisconsin, spanning Beloit to Wisconsin Rapids. Forty-seven percent of the participants are youth of color, 47% of participants receive financial assistance based on the poverty line, and 48% are girls. FTSCW is leading the First Tee network of chapters in innovation and program design, receiving national attention for their Learning Center after-school curriculum model. This model combines life skills education through golf, along with a researched-backed and web-based reading and math K-12 intervention program in partnership with Renaissance Learning. Currently the chapter enjoys four Learning Center sites in its region.

First Tee of South Central Wisconsin is one of over 150 chapters of First Tee, a global organization headquartered in St.

Augustine, FL. In 1997, the LPGA, Masters Tournament, PGA of

America, PGA TOUR, and USGA formed a partnership with the help of Founding Corporate Partner, Shell Oil, to lead the First Tee initiative. It began as a way to bring golf to youth in the U.S. that otherwise would not be exposed to the game of golf. In its 20+ year history, it has evolved to include a robust life skills and youth development curriculum to reinforce the life lessons found in the game of golf to prepare youth for future success. Since that time, First Tee has been impacting and influencing more than 8 million young people worldwide.



The Opportunity

As the First Tee of South Central Wisconsin enters an expansive and exciting phase in its history, the next Executive Director will provide leadership and direction to fulfill the organization's mission. Reporting to and partnering with the Board of Directors, the Executive Director will have overall strategic and operational responsibility for the First Tee of South Central Wisconsin's staff, programs, budget, fund development, expansion and execution of the mission. The Board sees the next phase as a period of sustained growth with the goal of finding a permanent home and facility in Dane County for programming, administration, and operations. The Chapter will likely enter a capital campaign in the next 1-3 years, and the new Executive will play an integral role in executing this bold initiative.

The Executive Director will be a highly visible member of the community, representing the First Tee of South Central Wisconsin throughout the region. The next leader will embody the First Tee's strong commitment to its youth and will promote the organization throughout the community, accelerating its impact, resource development and brand recognition.

This position has multiple direct reports including the Program Director, LC Outreach Director, Development Director, and Accounting Manager, in addition to oversight of all staff and volunteers in the organization (~20 and ~250, respectively).



Attributes, Experience and Education

Passion for the Mission

- Demonstrated passion for the mission of the First Tee with a personal interest in youth development.
- Care deeply about the youth in south central Wisconsin; actively promote ways to empower youth to succeed in life.
- Actively and strategically seek partnerships and build coalitions with other organizations, institutions and leaders on behalf of the strategic vision of the organization.
- Embrace the First Tee's spirit, while continually innovating to help expand its brand and reach
- Will be an individual of unquestioned integrity, ethics and values; someone who can be trusted without reservation.

Leader in Development

- Demonstrated or emergent leader in the field of development, playing the organization's lead role in fundraising.
- Ability to work in close collaboration with the Board and staff to identify, approach and cultivate partners and donors to help advance the organization's objectives.
- Possess a strong orientation towards data and analysis and an ability to use metrics to drive development decisions and achieve strategic objectives.
- Experience expanding and deepening new and existing donor support through an entrepreneurial approach.
- Commitment to building strong brand equity and awareness, continually seeking opportunities to promote the First Tee of South Central Wisconsin.



Strategic Leader & Charismatic Ambassador

- Strategic leader who, with the Board, will set and articulate a vision for the organization's growth.
- Charismatic, results-oriented leader responsible for effectively conveying the First Tee's mission and priorities to a range of constituents.
- Act as the external voice of the organization, laying the groundwork for the organization's expansion to its current supporting community and future stakeholders, including donors, the Board, staff, partners, youth and parents.
- A dynamic, energetic and credible leader who evaluates outcomes with a metrics-based approach.
- Possess exceptional verbal and written communication skills; will have a track record of motivating and inspiring others to achieve impact through teamwork.
- Demonstrated knowledge and experience in program evaluation and development.
- Strong financial and operational experience to continually improve First Tee of South Central Wisconsin's programs and outcomes. Proven successful track record in staff management, development and Board relations.

Entrepreneurial Mindset

- Demonstrated experience working in a highly adaptive model during a period of expansion.
- Must be hands-on, agile and versatile, with an ability to switch gears at any moment; will have a track record of motivating and inspiring others to achieve impact through creativity and teamwork and of leveraging individual strengths to meet organizational goals.

Education

- Bachelor's degree from an accredited college or university required.

Job Location

Madison anchors a thriving economic region of 536,000 and is regarded as one of the best places in America to live, work, and play. Madison is a rare combination of thriving businesses, progressive government, rich culture and advanced education - all in a setting of rare natural beauty. Surrounded by five lakes, Madison is home to one of the best networks of biking trails in the US, distinctive locally-owned businesses, safe neighborhoods, excellent healthcare, green resources, superior public education, unique music venues and a burgeoning restaurant, brewery, and distillery scene. With a comparatively low unemployment rate, and a 15-minute commute downtown from most surrounding communities, Madison offers a high quality of life.

Madison, Wisconsin consistently earns top results in nationwide quality-of-life rankings, articles and surveys. For more information, please visit:

<http://www.visitmadison.com/>

<http://greatermadisonchamber.com/>

<https://fundreds.com/wisconsin/things-to-do-in-madison>

<https://livability.com/best-places/top-100-best-places-to-live/2018/wi/madison>



Application and Selection Process

The First Tee of South Central Wisconsin has retained The QTI Group to conduct the search for its new Executive Director. The QTI Group is a comprehensive human resources advisory services firm founded in 1957. QTI is headquartered in Madison, Wisconsin and has nine branch offices throughout the state of Wisconsin.

Qualified individuals interested in being considered for the position, are invited to submit their cover letter and resume by July 31, 2019, together in one document to: <http://tinyurl.com/y4gxa1br>
Inquiries can be submitted to The QTI Group at the address or phone number listed below.

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