

**USF Board of Trustees**

October 5, 2018

**Issue:** Consultant Firm for Presidential Search

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**Proposed action:** Consideration of Approval of Greenwood/Asher & Associates, Inc. as the Consultant Firm to assist in the recruitment for the 7<sup>th</sup> President of the University of South Florida.

Recommend that the Board authorize management to negotiate and finalize an agreement with Greenwood/Asher & Associates, Inc., that fully meets the needs of the University and is consistent with Board of Governors Regulation 1.002, *Presidential Search and Selection*.

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**Executive Summary:**

Search Committee Chair Les Muma and Vice Chair Rhea Law reviewed four proposals from Executive Search Firms. The proposals came from Greenwood/Asher & Associates, Inc., Korn Ferry, Parker Executive Search, and Storbeck Pimentel & Associates. They interviewed 3 of the firms and are recommending to the Board Greenwood/Asher & Associates, Inc. for your consideration.

Greenwood/Asher & Associates, Inc. have completed over 2,000 searches with an estimated repeat client rate of 97% over 25 years. Each of their consultants work on an average of three searches at a time, which they believe allows for quality service to their clients. They have extensive experience with AAU, land-grant, flagship, and other research institutions. Greenwood/Asher & Associates, Inc. has conducted presidential searches at the following top research institutions: University of Arizona, University of Illinois Urbana-Champaign, The Ohio State University, University of Maryland College Park, University of Arkansas, Fayetteville, and University of Kentucky, to name a few. In addition, they are familiar with the State of Florida search process, as they have conducted the last three presidential searches for the University of Florida and Florida International University.

Proposal calls for industry standard of one-third of the total first year's estimated cash compensation for the individual employed, but is willing to negotiable fee adjustments for a fixed/flat fees, maximum amount or not to exceed overall amount, etc.

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**Supporting Documentation Online (please circle):**                      **Yes**                      **No**

**USF System:**

**Prepared by:** Dr. Cynthia S. Visot, Chief of Staff and Assistant Corporate Secretary