

## Executive Search Firms Approved under RFP L061602

Firm Name	Address	Contact Person	Pricing	Specialty Areas/Notes
<b>Academic Search</b>	1825 K St. NW, Ste. 705 Washington, DC 20006  academic-search.com	Jessica S. Kozloff, PhD 202.332.4049	Offers flat fee structure based on level of position to be filled	For-profit subsidiary of American Academic Leadership Institute
<b>Greenwood/Asher &amp; Associates</b>	42 Business Center Dr., Ste. 206 Miramar Beach, FL 32550  greenwoodsearch.com	Dr. Jan Greenwood Dr. Betty Turner Asher 850.650.2277 (office) 202.746.6987 (cell) <a href="mailto:jangreenwood@greenwoodsearch.com">jangreenwood@greenwoodsearch.com</a> <a href="mailto:bettyasher@greenwoodsearch.com">bettyasher@greenwoodsearch.com</a>	<sup>1</sup> / <sub>3</sub> of total 1-year cash compensation + direct expenses	Women-owned Will provide onboarding assistance
<b>Helbling &amp; Associates</b>	9000 Brooktree Rd., Ste. 150 Wexford, PA 15090  helblingsearch.com/default.aspx	Thomas J. Helbling, President 724.935.7500, x 103 (office) 724.272.6556 <a href="mailto:tomh@helblingsearch.com">tomh@helblingsearch.com</a>	<sup>1</sup> / <sub>3</sub> of total compensation package; monthly 2.5% administrative charge	Exclusively works in facilities, construction, engineering, and real estate development
<b>Higher Talent</b>	5425 Wisconsin Ave., Ste. 600 Chevy Chase, MD 20815  highertalentinc.com	Diane Charness 301.320.9007 <a href="mailto:dc@highertalentinc.com">dc@highertalentinc.com</a>	28% of first year compensation + administrative fee OR Lower, flat-fee option for presenting 3 finalists	Specializes in fundraising, marketing and communications, constituent/alumni relations, external affairs, and related fields
<b>Human Capital Group</b>	1612 Westgate Cir., Ste. 112 Brentwood, TN 37027  humancapitalgroupinc.com	Diane M. Fennig, PhD Senior Consultant 678.234.1196 <a href="mailto:Diane@humancapitalgroupinc.com">Diane@humancapitalgroupinc.com</a>	25% of annual salary and bonuses + expenses	Guarantee to present finalists in 20 business days
<b>Myers McRae</b>	515 Mulberry St., Ste. 200 Macon, GA 31201  MyersMcRae.com	Emily Parker Myers, President & CEO 478.747.6432 (cell) 478.330.6222 (office) <a href="mailto:emilymyers@myersmcrac.com">emilymyers@myersmcrac.com</a> OR Kenny Daugherty, Executive Vice President 478.747.0528 (cell) 478.330.6222 (office) <a href="mailto:kennydaugherty@myersmcrac.com">kennydaugherty@myersmcrac.com</a>	Flat fee based on salary, roughly 25%, no administrative fees	Each search has a team of consultants, to maximize availability.
<b>Opus Partners</b>	1700 Sansom St., Ste. 1100 Philadelphia, PA 19103  opuspartners.net	Craig Smith, PhD Partner 215.790.1188 x 222 (office) 215.370.8910 (cell) <a href="mailto:craig.smith@opuspartners.net">craig.smith@opuspartners.net</a>	30% of target salary, not administrative, processing, or overhead fees. Discounted rates if multiple searches in one year.	small-sized firm; may have limited capacity for multiple searches

<b>Parker</b>	5 Concourse Parkway, Ste. 2900 Atlanta, GA 30328  parkersearch.com	Laurie C. Wilder, President 770.804.1996 parkersearch.com	Fixed fees for salaries below \$249,999 30% of salary between \$250,000–\$350,000 expenses are no more than 10% of fee	
<b>R. H. Perry &amp; Associates</b>	2607 31 <sup>ST</sup> St. NW Washington, DC 20008  rhperry.com	Mr. Paul G. Doeg, COO 206 E. Chestnut St. Asheville, NC 28801 406.220.2129 pauldoeg@rhperry.com	33% of midpoint of base compensation, no fees for indirect expenses	Has a Tucson office
<b>Storbeck/Pimentel</b>	6512 Painter Ave. Whittier, CA 90601  storbeckpimentel.com	Alberto Pimentel, Managing Partner 562.360.1712 <a href="mailto:a.pimentel@storbeckpimentel.com">a.pimentel@storbeckpimentel.com</a>	<sup>1</sup> / <sub>3</sub> of total 1-year cash compensation + 12% administration fee Open to negotiating fixed/fee flat fee or capped fee	
<b>Summit Search Solutions</b>	P.O. Box 9824 Asheville, NC 28815  summitsearchsolutions.com	Carrie Coward, President 828.669.3850 ccoward@summitsearchsolutions.com	Hourly rate, considerable flexibility to assist with candidate pool development at a substantially lower cost than full retained searches.	Bid and accepted on <b>sourcing model</b> : Will source a candidate pool and provide specific desired services for substantially less than retained search firms
<b>Wheless Partners</b>	WhelessPartners.com	Mabry Smith, President & Managing Partner 800.448.0926 x 119 205.870.1550 x 119 mabry@whelesspartners.com	1/3 of salary & bonuses, plus numerous reimbursable expenses	
<b>Witt/Kieffer</b>	2015 Spring Rd., Ste. 510 Oak Brook, IL 60523  wittkieffer.com	Karen Otto Managing Partner and Practice Leader, Academic Medicine and Health Sciences 630.990.1370	30% of total compensation + fixed administrative fee	numerous searches in academic medicine