## Special Report

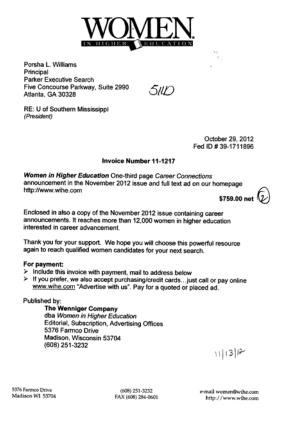
## Anatomy of a Secret Search - Part 3

As many long-time readers of USMNEWS.net are well aware, the Mississippi IHL Board, the governing body of Mississippi's eight public universities, uses what is often referred to as "a secret search process" for selecting executive leaders (university presidents). This new *Special Report* series examines that process with regard to the hiring of Rodney Bennett as USM's new president.

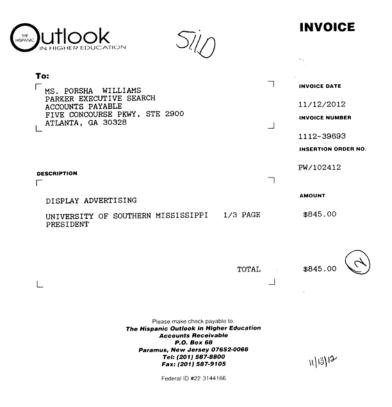
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ax: (202) 331-3211			Octo	ber 25, 2012	
	Invoice Number: 750378-1018				
	Account	#: 1022532			
Parker Executive Search Five Concourse Pkwy. Suite 2900 Atlanta, GA 30328-	Advertise	e/Client: Universit	y of Southern Missis		
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Parker Executive Search			October 25, 2012		
Invoice Number: 750378-1018		Amount due upon receipt: USD \$1,938.00			
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As the insert above points out, this report covers some of the advertisements that the IHL purchased, through its contract with Parker Executive Search, in its recent search for a replacement for former USM president Martha Saunders. The insert just above indicates that the IHL spent almost \$2,000 on an ad within *The Chronicle of Higher Education*, the industry's leading trade publication.

The insert below shows that the IHL spent a little more than \$750 placing an ad inside *Women in Higher Education*. This ad brings the advertisement total to about \$2,750.



The third insert in this report, shown just below, indicates that another advertisement was placed in *The Hispanic Outlook in Higher Education*. This particular ad cost the IHL almost \$850, bringing the advertisements total to about \$3,600.



		BOARD OF TRUSTEES OF STATE INSTITUTIONS OF HIGHER LEARNING			
		Document Number: <u>I/III/546</u> # 102562	Date:		
		Please disburse for the following:	Amount:		
		Third Professional Fee for USM Presidential Search	\$25,000.00		
RECEIVED					
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OFFICE OF COMMISSIONER	PARKER Executive Search	CONTRACT #2013:033E			
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November 15, 2012 Invoice Number: 4674-511D		I introver	Sws		
Mr. Ed Blakeslee 3825 Ridgewood Road Jackson, MS 39211		Payer: Parker Executive Search Address: Fire Concess	\$ 25,000.00		
Position: President		Atlanta, GA	1 // 2		
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Terms: Net 30 days, 1.5% per month		Vendor Number:	4579 <b>)</b> =19541		

Next (above), we return to the primary fee charged by PES to the IHL for conducting the search. The two inserts above show the process of making the third of three payments to PES of \$25,000, closing out the contractual obligation of the IHL to pay PES a total of \$75,000. The first two of these three payments are the subject of another report in this series.

Sources tell USMNEWS.net that, with regard to the three advertisements presented above, PES did not secure the placement of the job opening in *Inside Higher Ed*. According to sources, the decision to not use this particular <u>trade publication</u> possibly stems from its participation, through interviews with USM economists Mark Klinedinst, George Carter, and perhaps others, <u>in the saga</u> relating to Saunders' elimination of the CoB's economics program. Sources add that this program elimination <u>sent a number</u> of USM economists "packing."

Each of these documents works to set the stage for the secretive process that led to the recent hiring of Bennett to replace Saunders. Stay tuned for Part 4.