



The Presidential  
**Culinary  
Museum.**  
GROVER, NC



Martin CJ Mongiello, MBA, MA, MCFE

## **SUBMISSION OF MY COVER LETTER**

Dear ladies and gentlemen,

With my teams, we make magic through my inspirational leadership and extraordinary coaching. I've been busy leading an unusual life as a former White House Chef, with military service of 30-years, as a former General Manager of the Camp David Resort and Conference Center, a CEO and Chief Marketing Officer (CMO) across the resort and museum industry – living on three continents. I've seen my systems work in 11 different cultures and languages ramp up into the highest awards and profits. Around the fifth time you employ them, you begin to realize in Japan, in Florida, in Hawaii, in Belgium - that they work very well.

My work with the Smithsonian, Navy Museum, and Library of Congress in conservation, interpretation, and cataloging has now led to working with five presidents of the United States.

I've devoted my life to the betterment of the team, leadership, and community stakeholders. This is why my team is currently ranked in the top 3% of attractions - museums - lodging and culinary worldwide from 2018 through 2020. My present museum consistently carries a 4.7+ on Google and TripAdvisor, is AAA Diamonds Award ranked year after year, and has a 9.8 out of 10 on Booking.com for 2018 through 2020. And, we have been featured with kindness in close to 160 newspapers and magazines worldwide and almost three billion viewers with shows on CBS, ABC, NBC, PBS, Vitaya of Europe, CNN, FOX, The TODAY Show, NHK Japan, and BrusselsTV. Every major newspaper on earth has covered us because I know exactly how to attain earned media and unrestricted endowment.

I'm highly experienced in the museum industry, dynamic, and visionary leader who is passionate about the role of history in inspiring and informing the lives of people today. As a CEO, I spearhead technologically advanced development activities and oversee all aspects of the institution, fostering a productive, collegial, and respectful workplace. This position further requires a leader with strong fundraising skills to address the growing financial needs for an institution in the transition towards \$150 million needed in the next two years. Of which, I have arranged already for our Board of Trustees.

Because I have very high energy and am an over-achiever, I'm an A player and have the grades and awards to prove it, with two master's degrees (one an MBA) and 30-years industry excellence. I've been building computers and coding since a child. When it comes to videography, filmography, graphic design, billboards, posters, logos, newsletters, email campaigns, recordings, and powerful friends-giving via social media - I am the first to produce spectacular team results.

The Inn of the Patriots™ 301 Cleveland Avenue, Grover, NC 28073 www.theinnofthepatriots.com  
Home of The Presidential Culinary Museum®, IAHHRM™ and The Presidential Service Center®

I lead to produce new historical research and am working on my 10th book as a world thought-leader featured in history series, as a keynote, and across world television. The amount of coverage, donations, endowment, gifting, and awards I can produce with teaming is unprecedented. My teams' audience studies substantially expand interpretive themes and topics, strengthening the exhibits' relevance to existing issues to multiple audiences. And I push and pull teams, out of silos, to the cutting edge of exhibition, podcasting, films, television appearances, first-person actor tour guides, fog walls for projection, eating history at dinners while raising \$567,000.00 in one night, impossible 3-D spinning projection in mid-air, and holographic museum showcases of miniature hologram movies made with costumed actors. I can't do it alone as I am only a humble coach on the field of a champion, SuperBowl team, with my clipboard in hand and headset.

Once again, you'd enjoy a dose of awesomeness every day that is filled with love, coaching, kindness, unprecedented awards, profits, and achievement. Our new team will fuel a perpetual renaissance, generating unparalleled intellectual, economic, and social value.

### **My current responsibilities:**

- **Development:** Provide dynamic leadership in the friend and fundraising efforts of the museum and foundation, including initiating and supporting donor relationships, overseeing fundraising campaigns and events, implementing a comprehensive development plan, and providing support and priority to the Director of Development and the Development Committee. The donor universe includes companies and families. I am expected to develop and cultivate relationships with the corporate community in terms of linking the company's mission to history. Relationships with families include an emphasis on children, to inspire an affinity for history and genealogy which resonates in financial support. I am highly ethical and unusually genuine in becoming a phenomenon in the life-force of communities and people's lives. Everyone knows me across the aisle and in every church or institution.
- **Community engagement:** I represent as the chief executive officer with its many internal and external constituencies, including government officials, business leaders, institutional, and cultural partners, and act as an advocate for regional history, lifelong learning, and cultural engagement in various capacities. I enhance the organization's public image to expand interest and support.
- **Grant writing:** Manage and supervise grant applications as a master writer, min-weaver, storyteller, and creationist. I utilize phantasm, fantasy, dot-connection, and an uneven rhythm with intonation subtleties similar to Walt Disney. However, like Roy Disney, my teams are capable of tracking over 200 grant applications in process yearly and achieving 20 to 30 per annum. We then load up a new 20 to 30 to replace those obtained - keeping the hopper full for the massive number of denials annually. We then rebuild and retool to resubmit again and again.
- **Leadership initiatives:** I create and encourage a culture of innovation and creative thinking among the team staff, volunteers, board members, and community partners to address how historical understanding can inform present-day issues and opportunities and enrich community identity. I work with the Board of Trustees, staff, and stakeholders to develop, implement, and evaluate a strategic plan for the organization.
- **Financial Management:** I oversee the economic well-being of the institution, including a budget, cost control, financial controls, banking, insurance, and the reporting of all financial results to the Board. I also do the entire payroll, sales and use tax filings, all municipal, county, state, and federal filings. I operate on the lean model with Agile coaching.

## My qualifications:

- Proven record of fundraising expertise and success.
- Ability to effectively network for the organization, interacting effectively with a diverse group of stakeholders.
- Advanced degrees in business administration, history, and museum studies.
- Strong understanding of nonprofit and for-profit financial management as an accountant working under the gaze of two off-site CPA's in an independent firm.
- Solid record in working effectively with boards.
- Broad knowledge of museum, library, and educational standards, practices, and trends.
- Excellent interpersonal skills.
- Excellent writing and gripping public speaking skills.
- Direct supervisory experience in exhibition and dynamic program development.
- Commitment to a joyous culture of diversity and inclusion using love and caring.
- Active project management, problem-solving, and critical thinking skills.

Sincerely,

Marti

Martin CJ Mongiello, MBA, MA, MCFE  
001-704-937-2940  
direct - mmongiello@presidentalservicecenter.org

MCJM/kh