

March 5, 2018

Dear USC community,

I am writing to share the news that **Al Checcio**, USC's senior vice president for advancement, has elected to retire at the end of the university's fiscal year. Mr. Checcio first arrived at USC in the summer of 2010, and has since directed the university's advancement enterprise to historic levels of success that will benefit generations of Trojans and change countless lives. We should all be deeply grateful for his extraordinary leadership and insightful guidance—as well as the enduring impact of his strategic vision for our advancement operations. A national search for his replacement has been underway since last November.

Throughout his tenure, Mr. Checcio has been instrumental in the continued growth of USC through the numerous transformative gifts that have forever altered the landscape of our university. His far-sighted planning has enabled the continued success of *Fas Regna Trojae*—The Campaign for USC, which, at the time of its launch, was the largest fundraising campaign in the history of higher education. Our campaign—originally planned for only eight years—has exceeded expectations, and we are now \$600 million ahead of where we had hoped to be at this point in 2018. In helping our Trojan Family surpass the campaign's original \$6 billion goal eighteen months ahead of schedule, he created a singular professional legacy, one that transcends our university and touches all of higher education.

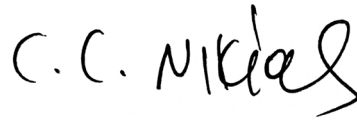
On a more personal level, Mr. Checcio revitalized USC's culture of philanthropy by fostering meaningful relationships among our university's alumni, parents, and friends, while extending our Trojan spirit to more than 360,000 donors worldwide. He has pursued a highly tactical fundraising plan, while strengthening our commitment to professionalism throughout his entire department. His approach to advancement—notable for its imagination and optimism—has become a model for other institutions across the nation.

In light of these tremendous successes—and because of his personal warmth and kindness—Mr. Checcio has also become an inspiring mentor for our USC community, and for his wider professional community. In his eight years at USC, he has successfully mentored a number of employees for top leadership positions at our peer institutions, including American, Baylor, Carnegie Mellon, the London School of Economics, and MIT.

I would like to add that Mr. Checcio's retirement caps an exceptionally impressive professional career, one that spans a solid four decades, and included key fundraising positions at Fordham University, American University, Temple University, and Drexel University. At USC, we have certainly benefited from his broad and extensive experience, and we wish him continued happiness as he begins this new chapter in his life. Retirement will allow him to spend more time with his wife, Sue, and their children, as well as their four grandchildren, and we expect to see them all on our campuses in the coming years.

Please join Niki and me in congratulating Al Checcio on his retirement. He will remain in his current position until June 30, and I will update you on the search for his replacement, as appropriate. As he and his family move forward, so does USC Advancement, and we are eager to build on the solid fundraising foundation he has built for our Trojan Family. Our campaign has already achieved its original goal, and we have extended it for five more years. Our success—and the impact it has on our work for generations to come—will always have its roots in Mr. Checcio's dedication and foresight. Fight On!

Sincerely,

A handwritten signature in black ink that reads "C. L. Nikias". The signature is written in a cursive, flowing style.

C. L. Max Nikias
President