



The First Source for Nonprofit Leaders SINCE 1963



Children's Hospital of Pittsburgh

FOUNDATION

Position Guide

President

www.givetochildrens.org



POSITION GUIDE

POSITION: **PRESIDENT**

REPORTS TO: **Board of Trustees**

LOCATION: **Pittsburgh, PA**

MISSION

Children's Hospital of Pittsburgh Foundation is the sole fundraising arm of University of Pittsburgh Medical Center (UPMC) Children's Hospital of Pittsburgh. The foundation exists to provide financial support for the hospital's mission of excellence in patient care, teaching, and research.

ABOUT THE CHILDREN'S HOSPITAL OF PITTSBURGH FOUNDATION

Children's Hospital of Pittsburgh Foundation (Foundation), an independent 501(c)3, is the sole fundraising arm of [UPMC Children's Hospital of Pittsburgh](#) (CHP). The Foundation was founded in 1999 and is governed by an independent Board of Trustees, a group of 40 local, regional and national leaders dedicated to supporting the philanthropic mission of the Foundation and CHP. The Foundation has a staff of approximately 55 professionals and an annual operating budget of \$7M.

Under their leadership, the Foundation has grown rapidly over the past eight years, increasing annual fundraising by over 300% during that time. Through targeted campaigns, special events, and grants, the Foundation raises money to support the hospital's mission of excellence in patient care, teaching, and research. Today, the Foundation raises approximately \$25M from over 37,000 donors annually and has assets totaling \$275M.

The Foundation supports core areas to advance CHP objectives including research, free and uncompensated care, and other programming. Overall, the Foundation contributes approximately \$10M annually to support research projects across the institution, which is equal to about 20% of the overall research budget across CHP. Recent initiatives have also included a successful campaign to support an expansion of the Creative and Expressive Arts Therapy Program as well as the development of the first multi-media broadcast studio for use by children on campus. The Foundation has also developed the Children's Trust, a unique pooled fund supported by annual donors who are actively engaged in funding research activities at CHP.

The Foundation has regularly ranked highly among its peers in the national Children's Hospital networks, including the Children's Miracle Network, which ranked the Foundation as the #1 Fundraising team out of 170 members. As a member of the Woodmark Group, it ranks highly among its cohort and national peers in several categories.

ABOUT THE CHILDREN'S HOSPITAL OF PITTSBURGH

For more than 125 years, [UPMC Children's Hospital of Pittsburgh](#) (CHP) has been a fixture in the Pittsburgh community. What began as a single cot, endowed by Kirk LeMoine to be used for children and infants at a local hospital, has grown since 1890 into a world-renowned children's hospital regularly ranked among the top pediatric hospitals in the nation. Today, UPMC Children's Hospital of Pittsburgh is dedicated to improving the health and well-being of children, teenagers, and young adults through excellence in patient care, teaching, research, and advocacy. Regionally, nationally, and globally, CHP is a leader in the treatment of childhood conditions and diseases, a pioneer in the development of new and improved therapies, and a top educator of the next generation of pediatricians and pediatric subspecialists. CHP is named consistently to several [elite lists of pediatric hospitals](#), including ranking in the top 10 in nine of the ten pediatric subspecialties in the prestigious *U.S. News & World Report* annual Honor Roll of America's Best Children's Hospitals for 2018–2019.

Located in Pittsburgh's [Lawrenceville neighborhood](#), CHP's campus is situated on 10 acres. The campus includes the main hospital, John G. Rangos Sr. Research Center, Plaza Building, Faculty Pavilion, and the Administrative Office Building, totaling 1.2M sq. ft. The main hospital, which opened in 2009, has 307 licensed beds, including a 41-bed Emergency Department and Trauma Center and a 103-bed Critical Care Unit comprised of the PICU, CICU, and NICU as well as 14 Operating Suites with MRI capabilities. Eight additional licensed beds are located offsite at The Children's Home. The hospital features nine floors of inpatient and outpatient care areas, and a spacious, 20,000-square-foot family resource and activity center, among the largest in the world, including an atrium, chapel, libraries, healing garden, and business center for working parents. In fiscal year 2017, CHP provided 12,333 inpatient stays, 9,693 observation stays, 146,748 emergency and Express Care visits, 23,389 surgical procedures, and more than 1 million outpatient visits. With over 180,000 sq. ft. of research and hospital space, CHP has an annual budget of approximately \$980M and over 5,000 employees. In 2018, CHP was [ranked #5](#) in Soliant Health's list of most beautiful hospitals in the country.

Centers and Research

As a leader in tertiary pediatric health care and the world's premier center for pediatric transplant, the [Hillman Center for Pediatric Transplantation](#) is dedicated to saving more lives through scientific study. With support from government agencies, insurers and the community, CHP continues to improve the medical management of pediatric transplant patients and, consequently, increase heart transplant survival rate, liver transplant survival rate, kidney transplant survival rate and survival rates for all pediatric transplant patients.

Research programs at CHP are helping to advance pediatric transplantation. Important clinical trials in research include progress in immunotherapy, transplantation tolerance, organ preservation, bioengineering, living intestine transplants and post-transplant therapies, including the reduction of steroid-based and immunosuppressive drugs. In

addition to clinical trials in research, CHP is in the forefront of the monitoring of infectious disease – and preventing such disease from developing into critical problems.

The [John G. Rangos Sr. Research Center](#) at UPMC Children's Hospital of Pittsburgh has long been the hub of pediatric research in Pittsburgh. The original building in the Oakland section of Pittsburgh, dedicated in June 1990, was funded by a \$15 million federal grant and a \$3 million endowment contributed by Pittsburgh philanthropist John Rangos, Sr. In October 2008, the new John G. Rangos Sr. Research Center, located on CHP's new 10-acre hospital campus in Lawrenceville, opened its doors to one of the fastest growing pediatric research programs in the country. The 300,000-square-foot home for Children's research accommodates 70 principal investigators and supports biomedical research, including genomics, cellular imaging, signal transduction, structural biology, immunology and neuroscience, among other fields. Since 2000, CHP's research program has grown faster than any other pediatric hospital in the United States. CHP's funding from the National Institutes of Health (NIH) is currently over \$34 million, which is nearly five times what it was in 2000.

In addition, it is home to the [Richard King Mellon Foundation Institute for Pediatric Research](#), established in 2007 with a gift of \$23 million from the Richard King Mellon Foundation. The Institute is an incubator for research that challenges conventional wisdom and can lead to paradigm shifts in pediatric medicine. This kind of high-risk, high-impact investigation is not typically funded through government or conventional sources, placing UPMC Children's Hospital of Pittsburgh in a unique realm of pediatric research centers. The institute's faculty and programs are part of the University of Pittsburgh School of Medicine and support exceptionally talented Mellon Scholars and their teams by encouraging them to pursue their most innovative ideas.

UPMC Children's Hospital of Pittsburgh is home to the [Pediatric Clinical and Translational Research Center \(PCTRC\)](#), a unique multidisciplinary setting that provides physicians the opportunity to investigate childhood diseases in a controlled environment in both an inpatient and outpatient basis. It is one of only a handful of centers in the nation that is funded by the National Institutes of Health (NIH) and devoted to pediatric research. It achieved this distinction in 2006 when the University of Pittsburgh was selected as part of the charter group of 12 institutions to form NIH's Clinical and Translational Research Consortium. The PCTRC has facilities capable of accommodating both inpatient and outpatient settings. It is sponsored by the National Institutes of Health, National Center for Advancing Translational Sciences.

For more information on specific research initiatives, please visit: chp.edu/research/areas

THE OPPORTUNITY

Over the past decade, the Children's Hospital of Pittsburgh Foundation has grown considerably in its fundraising capacity and overall assets as well as the sophistication of its programs and donor engagement. This growth has been evident across the organization, from the increasing number of Board and staff to the markets in which the Foundation is active (New York, Virginia, Florida) and the programs supporting active fundraising. The growth of the Foundation and the impact it has had on CHP has only increased the ambitions of its leadership and the need for more resources to achieve the bold trajectory of the hospital. The Board envisions building upon the strong regional program to increase major/principal gift engagement, developing more corporate and foundation partnerships, enhancing a comprehensive planned giving program, and

pursuing ambitions to push beyond western Pennsylvania, including the potential to build a fundraising presence to support international partnerships such as the current telemedicine program in Columbia.

While active engagement of donors to support all areas of need remains critical to the overall success of the hospital, **research funding** has been targeted as a core focus of the Foundation's efforts in the future. Working from an extensive strategic plan outlined by the leadership of CHP in 2016, the Foundation is in the formative stages of developing a comprehensive campaign to drive resources toward key research initiatives embedded in that strategic plan. Broadly speaking, these priorities include research activities related to behavioral health and opioid use; community health; infection and immunity; neuroscience; and nursing research. In addition, efforts to support key collaborative research projects, such as **The Pittsburgh Study**, an exciting multi-year longitudinal population study that will examine the biological and environmental factors affecting health, are also a priority. This groundbreaking investigation will identify the most pressing factors influencing the health of the region's kids and will follow children born in Allegheny County through adulthood – tracking participants' medical, educational, environmental, and demographic information.

The next President of the Foundation will be afforded the opportunity to work collaboratively with the leadership of CHP and the team at the Foundation to develop the programs that will drive campaign initiatives to support this broad-based research agenda. This will include continued structural enhancements within the Foundation as well as the development of new individual, institutional, and corporate partnerships to drive success. Overall, it is the hope that the President will put in place the comprehensive systems and strategies that will allow the Foundation to take yet another leap in its overall fund development, pursuing a goal of raising \$50M annually in the next 5 years.

POSITION SUMMARY

The President is responsible for the overall day-to-day leadership of the Foundation. Reporting to the Board of Trustees, the President is responsible for formulating fundraising goals and objectives and leading a comprehensive development program and staff. The position leads and models philanthropy efforts, personally cultivating donors and prospects and soliciting major, principal and planned gifts for the Foundation. As the chief development officer, the President will be the public face of the Foundation and be a key representative of the UPMC Children's Hospital of Pittsburgh in the community. The President ensures the effective delivery of the Foundation's mission and message and develops and implements strategies that increase major, planned and endowment revenue from patients, donors, corporations and foundations. Reporting to the Board of Trustees, with a dotted line relationship to the President of CHP, developing effective and close working relationships with the UPMC Children's Hospital of Pittsburgh Executive Team is critical to the success of the President.

CANDIDATE PROFILE

We seek a proven leader whose participation and experience in his or her community have demonstrated an ability to increase and sustain a higher level of philanthropy and an awareness and enthusiasm to make a difference in the human condition. Ideally, this person will have executive fundraising and management experience in an academic/clinical research institution, medical system or hospital/medical center.

Leadership experience raising money on behalf of a major nonprofit institution of similar scale and complexity is required.

The person we seek is an innovative leader who seeks out, cultivates and enjoys building and maintaining strong donor relationships. Given the abundant culture of philanthropy in western Pennsylvania, we seek a person who makes people comfortable and is genuine in his or her engagement with high-net-worth donors. This person must be able to engender trust and empathy and relate to donors in a highly professional, honest and caring manner.

Comprehensive campaign management experience, from start to finish, is highly desirable. Knowledge of clinical medicine is supportive but not an essential part of one's ability to succeed in this position; the ability and capacity to understand the patient's and professional's experience of healthcare is essential. Experience with philanthropy at a national and international scope would be a plus.

Working with Foundation board members in creating appropriate avenues for their participation in fundraising is highly desirable. This would include the development of new strategies and tactics for increasing the number of volunteers involved in philanthropic activities. He or she will have strong financial and business acumen.

We seek an exceptional communicator in written and spoken word, externally and internally, whose interpersonal skills demonstrate an ability to work in harmony at all levels, listen to and respect the viewpoints of others and strive to share the credit and recognition of well-done jobs with others. Good facilitation and organizing skills are critical in working effectively with others in administrative, medical and volunteer roles.

An undergraduate degree from a college or university is required; a graduate degree is preferred. Evidence of continuing education through conferences, seminars and workshops in fundraising techniques would be a plus.

Applications and nominations are being received by Kittleman & Associates, LLC. To apply, please send a current resume and letter of interest to
<https://www.kittlemansearch.com/childrens-hospital-of-pittsburgh-foundation/>

ABOUT PITTSBURGH

Nestled among rolling hills along the Allegheny, Ohio and Monongahela Rivers, Pittsburgh is the heart of a dynamic region where more than one million people live and work. It is at the forefront of biomedical research, computing technology, finance and business, and was named [America's next best startup city](#), according to Inc.com. It is also a hub of historical, cultural, recreational and professional sports activities.

Once a center for heavy industry, today Pittsburgh's skyline has been transformed. Riverfronts are thoughtfully developed and utilized for recreation, now more than ever. Businesses look to the environment as an asset, not a challenge. And, best of all, "green" has replaced "smoky" for good. A vibrant, mid-sized city that has the feel of a small town, Pittsburgh's approachability can be seen on the faces of its energetic, hard-working and proud people. Its affordable standard of living, top-notch health care facilities and cultural attractions make it America's "Most Livable City" and according to Nat Geo Travel, [one of the best cities in the United States](#).