

THAT'S NOT MY JOB! – OR IS IT?

Manifesting Transformative Gifts Through Visionary Partnerships

October 28, 2016



PRESENTED BY

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TODAY'S PRESENTATION

1. **Development Officers:**
Visionary and Positioned to See the Big Picture
2. **Best Practices**
3. **Case Study Perspectives**



PRACTICE 1

Empower yourself to marshal the resources
of the entire organization:

Clinical Chiefs

Senior
Administration

Trustees



PRACTICE 2

2016 AHP ANNUAL
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Build a stronger culture of philanthropy and a
“stickier” physician engagement program.



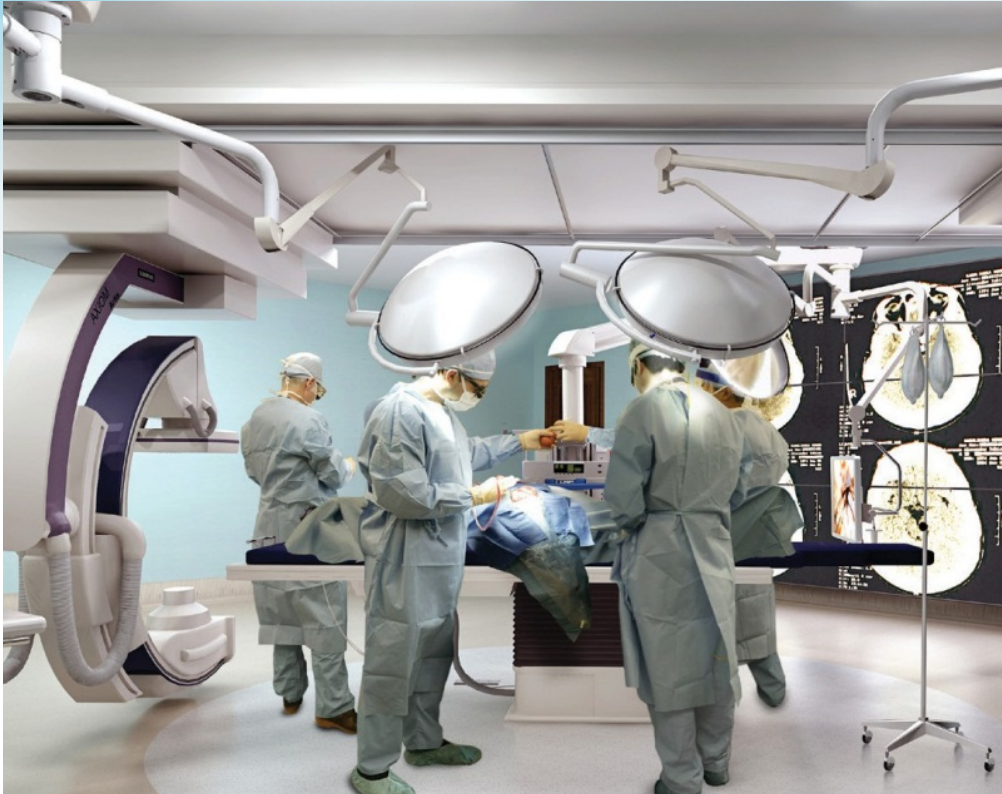
PRACTICE 3

Become a catalyst for new approaches in health and wellness: the name of the game in today's fast-changing healthcare landscape.



PRACTICE 4

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Leverage the resources of your people, places and technology and lead your entire health system.

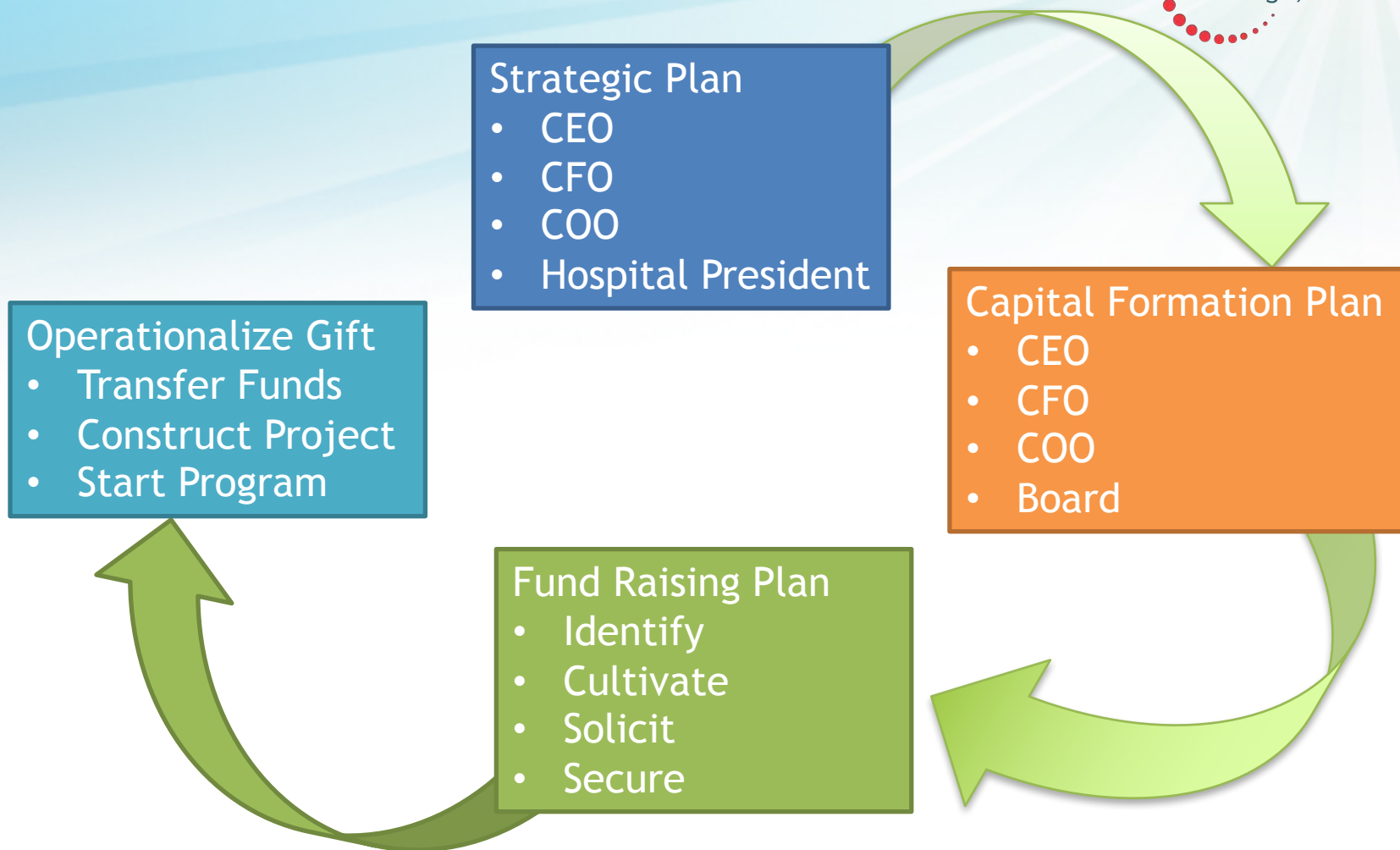
CASE STUDY PERSPECTIVES

JOE STAMPE

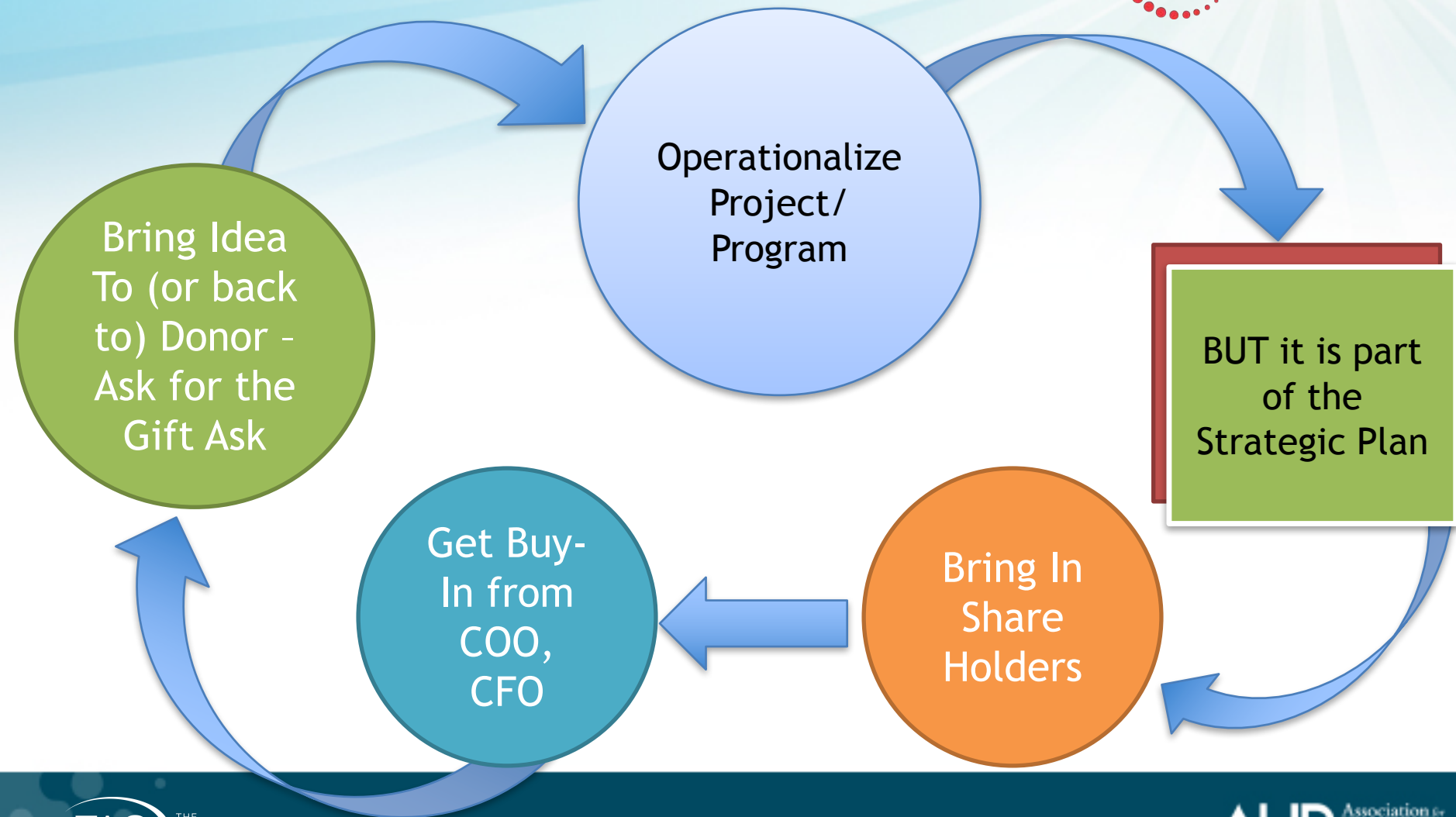
- President, Meridian Health Foundation
 - Part of the Hackensack Meridian Health System
- 7 hospitals, 6 Hospital Foundations
- 2016 Revenue - \$26 million
- Staff of 40



Best Case Scenario



Not Every Gift Fits



Going Rogue

- Example 1 - PHCS: Funding for Art
- Example 2 - Meridian Health:
Integrative Medicine

Before You Try This At Home...

- Know your strategic plan
- Have a good working relationship with your CFO & COO
- Know your donors

KEVIN RALPH



- Chief Development Officer & Sr. Vice President
- Cape Cod Healthcare Foundation
- 2 Hospitals, 4 Urgent Care and 6 Outpatient Centers
- 2015 Foundation Revenue - \$15.3 million
- Staff of 16 FTEs and 6 PTEs



CAPE COD HEALTHCARE

Cape Cod Healthcare Snapshot

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Cape Cod, we've got you covered.

88 LOCATIONS INCLUDING:

Bourne Health Center
Cape Cod Healthcare Foundation
CCHC Heart & Vascular Institute
CCHC Laboratory Services
Cape Cod Health Network
Cape Cod Hospital
Cape Cod Preferred Physicians
Centers for Behavioral Health
Clark Cancer Center
Compass Adult Day Health
Cuda Women's Health Center
Davenport-Mugar Cancer Center
Emerald Physicians
Hyannis Urgent Care Center
Falmouth Hospital
Falmouth Hospital Outpatient Surgical Center
Falmouth Urgent Care Center
Fontaine Outpatient Center
Heritage at Falmouth

JML Care Center
Medical & Surgical Specialty Practices
Oppenheim Medical Building
Rogers Outpatient Center
Seifer Women's Health and Imaging Center
Stoneman Outpatient Center
Tomlinson Outpatient Clinic & MRI

Tradewinds Adult Day Health
VNA of Cape Cod
VNA of Cape Cod Child Care Center
Wilkins Outpatient Medical Complex

www.CapeCodHealthcare.org/locations



CAPE COD HEALTHCARE

JML Care Center Case Study



Located on the Falmouth Hospital campus, the JML Care Center provides sub-acute care, rehabilitation, long-term care, palliative care, and adult day health services.



Currently in the process of a \$15 million renovation which was jump-started by a \$5 million lead gift.

KEVIN WALSH



- Vice President of Development
- Yale NewHaven Hospital
 - Flagship of Yale NewHaven Health
- Annual Philanthropic Revenue: \$17-\$20 million
- Staff of 22

Yale
NewHaven
Health

NICU (Before)



CHILDREN'S HOSPITAL COUNCIL

STATEMENT OF PURPOSE

The Children's Hospital Council serves as Yale-New Haven Children's Hospital's highest-level volunteer organization. Its distinguished members are influential advocates who support the Children's Hospital's vital mission, vision and short- and long-term strategic and philanthropic goals.

ROLES AND RESPONSIBILITIES

Members of the newly established Children's Hospital Council (CHC) assist Yale-New Haven Children's Hospital (YNHCH) in fulfilling its important mission by providing valuable expertise, seasoned guidance and crucial resources. CHC members help YNHCH secure and advance its prominent, global role in pediatric healthcare delivery, research and education.

Members of this prestigious volunteer body:

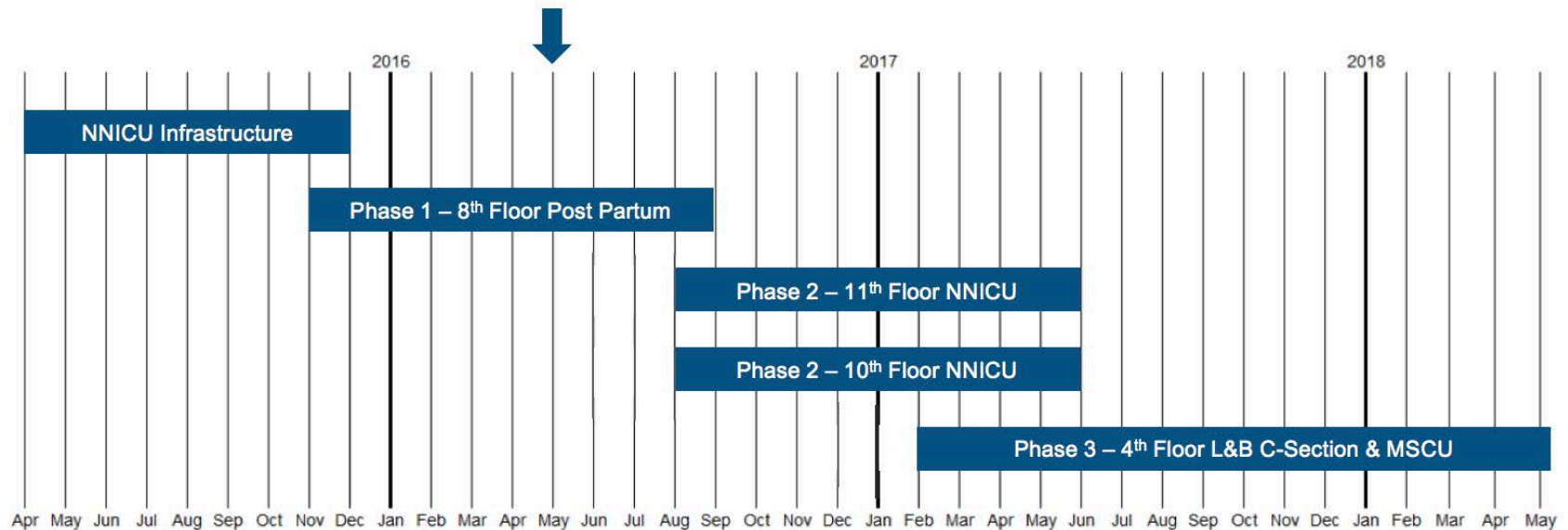
- Actively participate in a variety of significant volunteer leadership activities designed to support the programmatic and major gift fund-raising objectives of Yale-New Haven Children's Hospital, as identified and presented by the administrative leadership of YNHH and YNHCH.
- Draw upon their extensive personal, professional and business experience to provide helpful advice and counsel, helping to meet and exceed Yale-New Haven Children's Hospital objectives and goals.
- Choose YNHCH as a personal priority as relates to their philanthropic focus and volunteer leadership activities.
- Introduce YNHCH to influential and affluent individuals, businesses, corporations, associations and foundations.
- Suggest possible candidates for the CHC who can make significant contributions to the work of the CHC and YNHCH.
- Build awareness of and advocate on behalf of YNHCH at every opportunity.

While members of the Children's Hospital Council have no YNHCH governing, fiduciary or policy-making responsibilities, they have a direct tie to the YNHH Board of Trustees and through this interaction, have significant impact on the Hospital's future direction.

Members of this prestigious volunteer body:

Actively participate in a variety of significant volunteer leadership activities designed to support the programmatic and major fund-raising objectives of Yale NewHaven Children's Hospital, as identified and presented by the administrative leadership of YNHH and YNHCH.

YSC NICU Construction Timeline









THANK YOU

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