The Opportunity

As one of only 19 pediatric specialty hospitals in the United States, Blythedale Children’s Hospital (Blythedale) has the combined staff, expertise and resources – including the largest pediatric therapy department in New York State – to provide exceptional comprehensive care for medically complex children and support for their families. Blythedale was the first hospital in the United States to develop a post-NICU/PICU program and is New York State’s only children’s hospital with its own K-12 public school district on site. In addition, Blythedale has received numerous awards and recognition for positive outcomes related to patient safety. Planning for discharge home begins upon admission. Blythedale’s goal is to help its patients return to their families and communities.

Blythedale seeks a strategic, innovative, and creative Chief Development Officer (CDO) to propel its unprecedented visionary goals. The CDO in collaboration with Blythedale’s President and leadership will have primary responsibility for creating and executing a long-term, comprehensive fundraising strategy and furthering the culture of philanthropy within Blythedale. S/he will lead a transformative fundraising effort for Blythedale to achieve its vision to be recognized as the national leader in the care of children with complex medical needs, transform the way care is delivered to these children on the national level, and remain independent while developing strong, sustainable partnerships to achieve specific strategic objectives.

The CDO will report to the President and CEO, Larry Levine, serve as a member of the executive team, and effectively lead the Office of Development (five direct reports).

S/he will identify and maintain a portfolio of top prospects, while leading a fundraising effort that capitalizes on current and emerging opportunities for support. S/he will increase levels of annual, capital, endowment, and program advancement funds.

As the CDO, the successful candidate will focus on the identification, cultivation, solicitation, and stewardship of major gift prospects, while developing strategies to identify and engage a pipeline of new prospects (including friends, foundations, and corporations). S/he will possess a proactive approach to fundraising and the demonstrated ability to engage constituents in an atmosphere charged with enthusiasm and energy for institutional goals. The successful candidate will have the stature and proven ability to develop productive relationships with executive leadership, volunteers, and medical leaders. Moreover, s/he will have the proven ability to creatively engage and motivate volunteers, donors, and prospects, and inspire confidence with internal and external constituencies.

Blythedale Children’s Hospital has retained Freeman Philanthropic Services, LLC to assist on this executive recruitment.
BLYTHEDALE CHILDREN’S HOSPITAL

The Vision
- To be recognized as the national leader in the care of children with complex medical needs with outcomes second to none.
- To transform the way care is delivered to these children on the national level.
- To remain independent while developing strong, sustainable partnerships to achieve specific strategic objectives.

About Blythedale
Blythedale Children’s Hospital is dedicated to improving the health status and quality of life of children with complex medical illnesses and disabling conditions through superb multi-disciplinary patient care, teaching, research, and advocacy programs. Located in Westchester County, NY, Blythedale is New York State’s only independent, specialty children’s hospital. Blythedale offers individualized, round-the-clock medical care in a medically sophisticated, yet intensely child-centered environment. Our patients are referred for diagnosis, care and treatment of a wide variety of medical problems, including traumatic and acquired brain injury, burns, organ failure (pre- and post-transplant), feeding disorders, complications of prematurity, respiratory, cardiac, genetic, orthopedic, rheumatologic and neurologic disorders. The majority of our patients are referred from the pediatric and neonatal critical care and intensive care units of the tri-state area’s prominent academic medical centers, including New York Presbyterian (Columbia and Cornell), NYU-Langone Medical Center, Montefiore Medical Center (Albert Einstein), Mount Sinai, the Steven and Alexandra Cohen Children’s Medical Center of New York (North Shore-LIJ Health System), Westchester Medical Center (New York Medical College), and The Children’s Hospital at Yale-New Haven Medical Center.

With over 100 years of experience, Blythedale is a nationally recognized leader in developing innovative, multi-disciplinary inpatient programs. Blythedale’s cadre of board-certified physicians, experienced nursing staff and New York’s largest hospital-based pediatric therapy department all work together to provide intensive and innovative multi-disciplinary clinical and therapeutic care to help children achieve their medical and rehabilitative goals for independent living, and return to their communities. In addition, the Hospital provides diagnosis and treatment for hundreds of outpatients with a wide range of medical concerns, as well as a vibrant therapy outsourcing program providing rehabilitative therapy to children in dozens of area schools.

Comprehensive family support services complete our commitment to providing the finest in family-focused, child-centered care to children facing serious medical challenges. Blythedale is also the only Hospital in New York State with its own, on-site public school district. The Mount Pleasant-Blythedale UFSD, a New York State-special act K-12 public school district, provides comprehensive educational programming to keep children on track academically for an eventual return to their home district. The Hospital also serves as a valuable community health resource, providing educational outreach programming for children with developmental delays.

The Hospital was founded in 1891 by members of the Ethical Culture Society in New York’s Westchester
County. In 1922, Blythedale moved to its current location in Valhalla from nearby Hawthorne. During the 1960s, Blythedale became an accredited hospital. In addition to medical treatment, the Hospital’s founders wanted to provide educational services to hospital patients who might otherwise be unable to attend school. As a result, the Mt. Pleasant Blythedale Union Free School District (Mt. Pleasant Blythedale UFSD) was established in 1971 to help hospitalized children develop social skills and independence during this critical period in their lives.

Since its inception, Blythedale has been on the forefront of caring for patients with emerging medical concerns, from tuberculosis and polio in our earliest days to emerging medical disorders today. As advances in medicine have led to children surviving premature birth, and catastrophic illness and injury in ever greater numbers, the Hospital is committed to providing the finest in clinical and rehabilitative care to help children return to their families and communities as soon as possible.

THE BLYTHEDALE VALUE PROPOSITION

We are a safety net hospital. 71% Dependent on Medicaid

65% Referred from ICU
BCH treats children with medical complexity.

94% of Families Recommend Blythedale Press Ganey surveys show our families are highly satisfied.

64,491 Patient Days Blythedale is a major provider of children’s health services in the State.

Despite significant medical conditions and enormous social obstacles, most of our children return home.

91% Discharged Home

Readmission Rates Reduced 43% Over Last Three Years

Our patient care results – including infection rates and ventilator-weaning success - are second to none.

Beat benchmarks 90% over time

3% With expense increases well below the national average, minimal debt while adding new facilities and technology, and breakeven from operations, Blythedale is a financially responsible organization.

61% of our patients come from the five boroughs of NYC

Treated 11% more patients More patients benefited from our specialized care.

Expenses Increased by Only

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**IMPORTANT RELATIONSHIPS**

The CDO will report to the President & CEO, Larry Levine.

As a key member of the Blythedale senior leadership team, the CDO will serve as the primary liaison for fundraising among Blythedale leadership and the Blythedale Board of Directors. In addition, s/he will work in close collaboration with colleagues throughout Blythedale, including those in the Marketing and Communications Office to ensure coordinated messaging and outreach efforts.

In addition, s/he will work closely with the Board of Trustees fundraising committee and serve as a liaison to the nominating committee.

The successful candidate will manage and mentor the development staff, including five direct reports, including Director of Special Events and Prospect Research, Director of individual Giving, Grant Writer, Development Associate, and the Director of Volunteer Services. S/he will work closely and in collaboration with the Chief Financial Officer and the Director of Strategic Communications.

**KEY CHALLENGES & OPPORTUNITIES**

The CDO will direct and lead Blythedale’s efforts to advance philanthropy, community understanding, and goodwill for the programs and priorities of the Hospital. The CDO’s key responsibilities include:

- Serve as the chief development officer and lead the strategic expansion of the fundraising program, as well as the structure and staffing to make it successful;

- Design and execute a long-term, comprehensive fundraising plan that is focused on increasing and diversifying philanthropic revenue from individuals, foundations, and corporations;
Work closely with the President & CEO and the Board of Trustee to gain an understanding of Blythedale’s funding priorities; and build strong collaborative relationships with executive, Trustees, medical leaders, colleagues, volunteers, and staff;

Systematically identify and build relationships with new sources of support;

Effectively engage and support senior leadership, Trustees and volunteers in fundraising activities, as appropriate;

Thoughtfully evaluate and re-engineer Blythedale, as needed, to best align resources to meet the fundraising strategy and goals, as well as increase the effectiveness and efficiency of the fundraising infrastructure;

Proactively build and maintain a portfolio of major gift prospects; devise cultivation, solicitation, and closure strategies for each prospect;

Ensure that relationships with existing donors are broadened and deepened;

Promote a bond of loyalty and support between Blythedale and its donors to encourage higher levels of support;

Build and expand the planned giving program;

Ensure best fundraising and operational practices, and oversee systems for proper and transparent recording of gifts to ensure accountability regarding gift implementation to all donors and their designated advisors where appropriate;

Manage and mentor a team professional staff: utilizing clearly defined goals, objectives, and transparent methods with which to measure success, and instill the importance of stewarding all gifts in ways that strengthens donors’ interests in, and satisfaction with Blythedale;

Guided by the values and mission of Blythedale, provide inspirational leadership through teamwork, collaboration, and dedication.

**Ideal Experience & Qualities**

Blythedale seeks an experienced fundraising leader with the ability and the demonstrated track record to respond effectively to the opportunities and challenges listed above. The ideal candidate will possess the following experience and attributes:

- Statute and experience to gain the trust and confidence of the President & CEO, Board of Trustees, executive, medical leadership, volunteers, staff, friends, donors, and prospects;

- Fundraising vision and capacity to take Blythedale to its next level of excellence, including a proven track record of creating and leading fundraising initiatives, which resulted in significant revenue growth, an expanded constituency base, and improved operations;

- Track record of providing strategic direction, leadership, and hands-on daily management of a development operation, ideally within a hospital, healthcare organization, or academic medical center setting;

- Extensive fundraising experience (including major gifts, corporate and foundation relations, planned giving, and annual giving);
- Demonstrated record of personal solicitations from individuals, including the design and execution of the identification, cultivation, solicitation, and stewardship strategies;

- Strong leader with experience building an emerging development operation through effective recruitment, motivation, mentoring, and team building, and leveraging existing capacity and strengthening performance while maintaining best practices, camaraderie, and shared accountability;

- Excellent communication skills (both written and oral) combined with intellectual curiosity and dexterity;

- Unquestioned integrity and sound judgment, as well as a sense of perspective;

- Strong interpersonal skills to interact with diverse colleagues, donors and prospects;

- Flexibility and the ability to multi-task, prioritize, and execute in a fast-paced environment;

- Politically savvy and emotionally mature; a skillful negotiator who is able to see all sides of an issue and prioritize and respectfully balance competing interests;

- Focused energy, patience, and agility to adapt to changing priorities;

- Creative and imaginative manner of approaching issues and devising sound solutions based on good judgment and collaboration;

- Bachelor's degree required; advanced degree preferred.

**COMPENSATION**

The CDO’s compensation and benefits package will be competitive and commensurate with the selected candidate’s background and experience.

**APPLICATIONS & NOMINATIONS**

Please send all confidential inquiries, applications, and nominations directly to FPS via e-mail at Blythedale@glfreeman.com. All applications must include (1) an up-to-date resume, and (2) a formal letter of interest (addressed to FPS) that specifically cites the experiences that best prepare the applicant for this role and why this particular opportunity is the logical and desired next step in his/her career.

_Blythedale Children’s Hospital is committed to diversity among its employees and encourages qualified candidates from all backgrounds to apply._