



**Jupiter Medical Center Foundation
President**

REPORTS TO: John D. Couris, CEO/President, Jupiter Medical Center
Joseph Taddeo, Chairman of the Board, Jupiter Medical Center Foundation

INSTITUTION: Jupiter Medical Center

LOCATION: Jupiter, Florida

WEBSITE: <http://www.jmcfoundation.org>
<http://www.jupitermed.com>

THE ORGANIZATION

Jupiter Medical Center, a full-service facility, continues to lead the way as a private, not-for-profit regional healthcare organization focused on innovation, collaboration and partnership with the community it serves.

Founded more than 33 years ago, Jupiter Medical Center offers the highest quality of care in specialty services including oncology, orthopedics and spine, gastrointestinal and obstetrics. In 2011, US News & World Report ranked Jupiter Medical Center a top ten hospital in the Miami/Fort Lauderdale metro area - top ranked in Palm Beach County - and the only hospital in Palm Beach County recognized for cancer care.

Showcasing its ability to participate in research and academia, Jupiter Medical Center opened more than 50 clinical research trials over a two-year period - one of which is in partnership with Scripps Florida - with 19 trials currently open.

With annual gross revenue of \$849 million, Jupiter Medical Center consists of 207 in-patient, acute care hospital beds and 120 long-term care, sub-acute, medical detox beds. The Medical Center's approximately 1,500 employees, 520 physicians and 700 volunteers care for 108,000 patients annually.

Jupiter Medical Center continues to be ranked high in quality and patient satisfaction. HealthStream Research ranked Jupiter Medical Center in the top 10 percent nationally for 2 the "Likelihood to Recommend" category. Delivering the highest quality of care to patients and their families is at the core of Jupiter Medical Center's mission.

Jupiter Medical Center recently celebrated the opening of the Raso Education Center and Clarke Auditorium on our campus, marking the completion of phase one of Jupiter Medical Center's ongoing \$50 million expansion. The Raso Education Center and Clarke Auditorium provide Jupiter's medical team and other area researchers and clinicians with some of the world's most innovative facilities and equipment.

It is the mission of the Jupiter Medical Center Foundation to secure the financial resources required to sustain clinical excellence and quality of care at Jupiter Medical Center. The foundation has raised \$150 million over the last 25 years and \$20 million in fiscal year 2014. Key initiatives have included the Perloff-Fowler Fund for Prevention of Cancer; the Ella Milbank Foshay Cancer Center; the Florence A. De George Pavilion serving women and children; The Anderson Family Orthopedic and Spine Center; the Margaret W. Niedland Breast Center; and Jupiter Medical Center's Emergency Department and Cardiac Catheterization Lab.

Jupiter Medical Center has been developing a new and ambitious strategic plan to enhance its comprehensive world-class care for a burgeoning population and generations to come. Over the next decade, a \$300 million capital and endowment campaign will comprehensively support pediatrics,

oncology, digestive health, wellness, stroke, rehab, and concierge services as major pillars of donor engagement.

THE POSITION

The President of the Jupiter Medical Center Foundation, in collaboration with the CEO/President of Jupiter Medical Center and the Foundation Board, is responsible for formulating fundraising goals and objectives, and leading a comprehensive development program. The President, who manages a professional staff that currently numbers eight but is expected to grow, solicits private monetary contributions through annual fund drives, planned and deferred giving, capital and endowment campaigns, special events, corporate partnerships, and grant acquisitions. The President oversees a \$50 million capital campaign, with \$38 million raised to date, and will oversee the planning of a \$300 million capital and endowment campaign. In addition to identifying and cultivating potential benefactors, the President shall promote the involvement of community leaders and other advocates of the Jupiter Medical Center in enhancing the image and visibility of Jupiter Medical Center. 3

PRINCIPAL RESPONSIBILITIES

- _In collaboration with the CEO/President of Jupiter Medical Center and the Foundation Board, provide leadership, vision and oversight for creating and implementing a comprehensive development function for the Jupiter Medical Center, including the completion of the \$50 million capital campaign and the launch of the \$300 million capital and endowment campaign.
 - _Build and manage a portfolio of major and principal gift prospects to strengthen their ties to Jupiter Medical Center; devise opportunities that serve the donor's interests and the Medical Center's needs; and serve as primary contact for top rated individual prospects.
 - _Serve as a key member of the Jupiter Medical Center administration, establishing and maintaining effective and collegial working relationships with the CEO/President and senior management of Jupiter Medical Center and the Board.
 - _Oversee a staff of eight professionals (and expected to grow), solicit private monetary contributions through annual fund drives, planned and deferred giving, capital and endowment campaigns, special events, corporate partnerships, and grant acquisitions.
 - _Identify and cultivate prospective benefactors and promote the involvement of community leaders and other advocates of the Jupiter Medical Center in enhancing the image and visibility of Jupiter Medical Center.
 - _Travel, regionally and nationally, to identify, cultivate, solicit and steward individual donors to the Jupiter Medical Center. More than 75 percent of the President's time shall be invested in conducting face-to-face contact with prospects.
 - _In collaboration with the Vice President of Marketing, develop and implement marketing plans for development.
 - _Effectively communicate the goals and needs of Jupiter Medical Center to prospective donors, the business community and the public; and represent the Jupiter Medical Center Foundation on various community committees.
 - _Oversee all facets of the daily operations of the Foundation and development, including the budget and cost and goal attainment analyses; the recruitment, training, supervision, professional development and evaluation of professional staff; and the work of volunteers engaged in fundraising and other Foundation office activities.
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- _Develop and implement short- and long-range goals, objectives, and operating procedures for the Jupiter Medical Center Foundation and its fundraising program; develop the annual operating plan,

monitor and evaluate programmatic and operational effectiveness, and effect changes required for improvement.

QUALIFICATIONS

- _Successful fundraising experience, including a proven track record in soliciting and closing seven-figure gifts.
- _In depth knowledge of the diverse range of giving programs, such as the annual fund, major gifts, corporate and foundation giving, and planned gifts.
- _Ability to exercise independent initiative and execute and analyze effectiveness of program goals.
- _Effectiveness as a leader, with the ability to manage and motivate staff and volunteers.
- _Ability to represent Jupiter Medical Center and the foundation with a wide range of constituencies in a manner that heightens the quality of the relationships and advances the positive perceptions of the Medical Center and the foundation in the community.
- _Sensitivity and understanding of the diverse academic, socioeconomic, cultural and ethnic background of the community in general.
- _Proven ability to interact effectively and work collaboratively in a comprehensive medical institution.
- _Exceptional ability in high level strategic planning, project management and organizational skills.
- _Superior written communication and presentation skills with a keen attention to detail; commitment and ability to articulate the organization's mission and purpose.
- _Tactful exercise of judgment and discretion with sensitive and highly confidential information.
- _Excellent interpersonal skills and the demonstrated ability to relate well with individuals at every level of an organization, both internally and externally.

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- _Seasoned professional with the savvy, composure and skill to navigate across a comprehensive organization.
- _Experience at non-profit community based health care facility is desirable.
- _A Bachelor's degree is required. Advance degree or degree in business or public administration, social sciences, marketing, communications or a closely related field preferred.

COMPENSATION

The successful candidate will receive a compensation package that is competitive and commensurate with his/her experience, as well an attractive benefits package.

To Apply: Jupiter Medical Center has retained the services of Cavan Executive Search to conduct this search. Inquiries, nominations, applications may be directed in confidence to:

Lucretia Cavan

Cavan Executive Search

48 Wall Street, 25th Floor

New York, New York 10005

lcavan@cavansearch.com

Jupiter Medical Center is an Equal Opportunity Employer

About Strategic Philanthropy:

Strategic Philanthropy, Inc. a south Florida based company, was founded on the belief that effective corporate giving can be so much more than simply writing a check to charities and nonprofits who ask for your help or involvement. It is our belief that when a company aligns its charitable giving with a strategic approach and measurable outcomes, the power of giving enhances a company's brand, image and strengthens the relationships and partnerships within the community.

In short, Strategic Philanthropy gets hired by companies to give away their money to nonprofits that meet a company's business goals and objectives. As you can imagine, we have many relationships with the nonprofits in our community. We value all of the programs and services they have to offer and work with them to help promote positions that are available within their organization so that they may find the best talent possible.

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