



EXECUTIVE SEARCH

FOR

**VICE PRESIDENT OF DEVELOPMENT,  
L+M HOSPITAL AND WESTERLY HOSPITAL**

Yale  
NewHaven  
**Health**  
Lawrence + Memorial  
Hospital

Yale  
NewHaven  
**Health**  
Westerly Hospital

*Conducted by The Angeletti Group*

*Fall 2019*

## **THE OPPORTUNITY**

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The Angeletti Group invites nominations and applications for the position of Vice President of Development, L+M Hospital and Westerly Hospital. The health system seeks a dynamic leader to oversee the development operations of Lawrence + Memorial Hospital and Westerly Hospital.

Reporting to the President and CEO of L+M Healthcare, she/he will be responsible for the development and fundraising activities of both hospitals, including direct response, major and planned giving, corporate and foundation grants, events, and donor relations. The selected candidate will be an experienced, performance-driven, development leader with a passion for innovative healthcare and will thrive in the system's matrixed approach to development—an approach that highly values the independence of each hospital's development program while also leveraging the synergies and great resources of the system.

## **ABOUT L+M HEALTHCARE**

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L+M Healthcare is comprised of Lawrence + Memorial Hospital, Westerly Hospital, and the Visiting Nurse Association of Southeastern Connecticut (VNASC).

### **Lawrence + Memorial Hospital**

Lawrence + Memorial Hospital is a 280-bed hospital that has been serving Eastern Connecticut since 1912. The hospital's staff of more than 2,400 professionals provides patient care and service to medical, surgical, pediatric, rehab, psychiatric and obstetrical patients. Specialty areas include critical care, a Wound and Hyperbaric Center and the region's only acute inpatient rehab unit, the region's only Neonatal Intensive Care Unit, CT scanning and magnetic resonance imaging, interventional radiology, and a Sleep Center. Lawrence



+ Memorial is also home to a nationally recognized cardiac rehabilitation program which supports acute and step-down coronary care units and is the only eastern Connecticut hospital that performs emergency and elective angioplasty.

Lawrence + Memorial's primary service area includes 10 towns along the Connecticut shoreline between Rhode Island and the Connecticut River and as far inland as Montville. The hospital is an important health care provider for the residents of Fishers Island, New York, the area known as Washington County, Rhode Island, and other parts of eastern Connecticut. The total service area population is approximately 180,000 people, expanding to 250,000 in the summer.

## **Westerly Hospital**



For more than 90 years, Westerly Hospital has been providing residents of southern Rhode Island and southeastern Connecticut with a full range of inpatient and outpatient services in a community hospital setting. Westerly was acquired by Lawrence + Memorial Healthcare in 2013 and became part of Yale New Haven Health, a system that includes Lawrence + Memorial Hospital, Bridgeport Hospital, Greenwich Hospital, Yale New Haven Hospital, the Visiting Nurse

Association of Southeastern Connecticut and Northeast Medical Group.

Westerly Hospital provides residents in Washington (RI) and New London (CT) counties with emergency, medical, surgical, radiology, laboratory and rehabilitative services. In addition, the hospital offers interventional pain management, wound care, an anti-coagulation clinic and cardiac and pulmonary rehabilitation services. With 130 primary and specialty physicians, Westerly Hospital serves the entire community with family-centered medical care. The L+M and Westerly Hospital's Smilow Cancer Centers provide local access to expert cancer care and treatment to southeastern Connecticut and the surrounding communities, including western Rhode Island and Fishers Island, New York.

Westerly Hospital is a key economic driver in the region, employing more than 600 full and part-time clinical, professional, technical and support staff. Westerly Hospital is committed to promoting health and wellness throughout the Greater Westerly region, and develops and participates in a wide variety of community-based programs and services.

## **Yale New Haven Health**

Yale New Haven Health is Connecticut's leading healthcare system, consisting of Bridgeport, Greenwich, Lawrence + Memorial, Yale New Haven and Westerly Hospitals, and Northeast Medical Group, a physician foundation of primary care and medical specialists. The health system is affiliated with Yale University and its highly-ranked Yale School of Medicine.

YNHH continually wins national recognition including its ranking among the best hospitals in the United States by U.S. News and World Report. The health system is a major contributor to the state's economy through the creation of jobs (second largest employer in Connecticut with 26,000 employees) and the purchase of goods and services from other businesses.

## **Vision**

Yale New Haven Health enhances the lives of the people we serve by providing access to high value, patient-centered care in collaboration with those who share our values.

## **Mission**

Yale New Haven Health is committed to innovation and excellence in patient care, teaching, research and service to our communities.

## **Values**

<i>Integrity</i>	Doing the right thing
<i>Patient-Centered</i>	Putting patients and families first
<i>Respect</i>	Valuing all people
<i>Accountability</i>	Being responsible and taking action
<i>Compassion</i>	Being empathetic

## **THE VICE PRESIDENT OF DEVELOPMENT**

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The Vice President of Development will first and foremost be a development executive of exceptional skill, impeccable ethics, extraordinary experience and will be responsible for the development and fundraising activities of Lawrence + Memorial Hospital and Westerly Hospital Foundation. Reporting to the President and CEO of L+M Healthcare, the Vice President will oversee direct response fundraising, corporate and foundation giving, government grants, special events, major and planned giving, and donor relations. Leadership and management are important components of the position, as is the ability to be an active community member who will personally cultivate and solicit a portfolio of major and principal gift prospects.

Capitalizing the vision of Patrick Green, President and CEO of L+M Healthcare and Executive Vice President of Yale New Haven Health System, and with the benefit of a recent assessment that lays out a new and collaborative approach, the incumbent will assume leadership and management of both development teams as well as responsibility for collaboration with YNHHS development leadership across YNHHS to leverage the resources currently available.

As a member of the senior management team, the Vice President will be called upon to think broadly about the entire enterprise. An interest in, and aptitude for, thinking about issues beyond development and external relations, and the ability to bring the external perspective to those discussions is required.

## **AREAS OF EMPHASIS FOR VICE PRESIDENT OF DEVELOPMENT**

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The Vice President of Development will provide strategic direction, leadership, and daily management to the staff of Lawrence + Memorial Hospital Development Office and Westerly Hospital Foundation.

Specifically, she/he will:

1. Consult regularly with the President and CEO of L+M Healthcare, senior leadership, and boards at L+M Hospital and Westerly Hospital to develop fundraising goals, priorities, and short and long-term strategic plans.
2. Design and implement a comprehensive development strategy to include individual, corporate, and foundation giving. Drive forward a best practice, metrics-driven and donor-centered moves management program.
3. Maintain a personal portfolio of 50-75 major and principal prospects and advance strategies to move each from cultivation to solicitation and ultimately, gift closure and stewardship.
4. Manage a HIPAA compliant grateful patient program.
5. Manage the development and execution of all major proposals.
6. Develop and build strong relationships with trustees and other volunteers, including the L+M Healthcare Board of Trustees, Westerly Hospital Foundation Board of Directors, and Lawrence + Memorial Hospital Development Committee.
7. Develop and implement a stewardship program aimed at cultivating deeper ties with prospects and donors—especially new wealth who have moved into the Lawrence + Memorial and Westerly Hospital’s primary and secondary service areas and who may have little knowledge and/or a dated perspective of the quality of care delivered.
8. Ensure best practice database management and the ongoing use of a prospect management system.
9. Collaborate with leadership to develop and implement a budget for development operations.
10. Monitor and report regularly on the progress of the development program.
11. Maintain awareness of changing trends in philanthropy, healthcare, tax and estate planning regulations, and HIPAA regulations.

## **QUALIFICATIONS & PREFERENCES**

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- Ten or more years of development experience in increasingly responsible roles, including capital campaign or major gift initiative experience.
- Proven track of personal success in securing six-figure gifts.
- A track record as a successful leader and manager of people and systems with an empowering leadership style that optimizes the contributions of everyone around him or her.
- Expertise across all aspects of fundraising, including direct response, special events, major and planned giving, donor relations and stewardship.
- Experience with physician engagement and grateful patient programs.
- An understanding of, and commitment to, working across organizational lines with a collaborative, inclusive, and team-driven approach.
- Success in recruiting, motivating, and managing volunteers at the highest level.
- Creative, innovative, and able to devise new approaches to philanthropy.
- Superior strategic skills at the prospect, departmental, and organizational levels.
- Ability to take initiative in organizing and planning activities, delegating responsibilities, systematizing processes and promoting a team approach.
- Competent in utilizing and communicating performance metrics and the use of information technology fund-raising systems (e.g. Raiser's Edge).
- Superior written and verbal communication skills and high emotional intelligence.
- Skilled manager, mentor, and team builder.
- Current knowledge of best practices in development generally and in healthcare philanthropy specifically.
- Bachelor's degree required, with an advanced degree or CFRE preferred.

## **APPLICATION PROCEDURE**

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Applications will be accepted until position is filled. To be considered, candidates should submit a resume and cover letter including a statement of interest to [search@theangelettigroup.com](mailto:search@theangelettigroup.com).

Nominations and confidential inquiries made to:

The Angeletti Group  
Harrison House  
17 Village Road - PO Box 188  
New Vernon, NJ 07976  
(973) 540-1400  
[search@theangelettigroup.com](mailto:search@theangelettigroup.com)