



Bassett Healthcare Network



Bassett Healthcare Network

Vice President/ Chief Development Officer

An Executive Search by The Angeletti Group, LLC



The Opportunity

The Angeletti Group invites nominations and applications for the position of Vice President/Chief Development Officer (VP/CDO) for Bassett Healthcare Network (Bassett). Bassett Healthcare Network is an integrated healthcare system serving communities throughout Central New York through five hospitals, health centers, physician practices, and a broad network of community-based services. Through Friends of Bassett, its philanthropic partner, Bassett advances philanthropy in support of exceptional patient care, medical education, research, and community health.



This is an exceptional opportunity to lead philanthropy for a leading independent rural healthcare system. Working closely with executive leadership, the Friends of Bassett Board, physicians, volunteers, donors, and community leaders, the VP/CDO will strengthen a comprehensive fundraising program while helping advance Bassett's strategic priorities and mission.

As Bassett continues to invest in workforce development, expanded access to care, technology, medical education, and clinical excellence, the next Vice President/Chief Development Officer will have the opportunity to build upon a strong philanthropic foundation while advancing strategic fundraising initiatives that support Bassett's mission and long-term priorities.

The Vice President/ Chief Development Officer

The Vice President/Chief Development Officer serves as Bassett Healthcare Network's senior fundraising executive, leading a comprehensive philanthropy program through Friends of Bassett. Reporting to senior leadership, the VP/CDO provides strategic direction for fundraising while serving as a trusted advisor to executive leadership and the Friends of Bassett Board. The VP/CDO will lead the development team, maintain an active portfolio of major and principal gift prospects, and position philanthropy as a strategic partner in advancing Bassett's mission and long-term priorities.



Key Responsibilities

Provide Strategic Leadership for Philanthropy

- Develop and execute a comprehensive philanthropy strategy that advances Bassett Healthcare Network's priorities in patient care, medical education, clinical research, workforce development, physician recruitment, technology, and community health.
- Position philanthropy to accelerate Bassett's strategic initiatives by aligning donor interests with the organization's highest priorities.
- Build and strengthen a culture of philanthropy throughout the network by helping leadership, physicians, clinicians, directors, volunteers, and staff recognize opportunities to engage donors and connect philanthropic investment with institutional priorities.
- Serve as a trusted advisor to executive leadership and the Friends of Bassett Board on philanthropic opportunities, emerging trends, and fundraising strategy.





Staci Thompson, President & CEO of Bassett Healthcare Network and Robert Hanft, Chair, Bassett Healthcare Network Board of Directors

Lead Comprehensive Fundraising Efforts

- Provide strategic and operational leadership for all fundraising activities, including major gifts, principal gifts, planned giving, annual giving, grateful patient philanthropy, corporate and foundation relations, special events, and future campaign initiatives.
- Personally manage a portfolio of approximately 30 to 50 leadership and principal gift prospects, cultivating, soliciting, and stewarding transformational philanthropic investments.
- Partner with executive leadership, physicians, trustees, and volunteers to develop and implement strategies for significant gift opportunities.
- Translate Bassett's strategic priorities into compelling philanthropic opportunities that inspire donor investment and long-term engagement.

Partner with Physicians, Leadership, and Friends of Bassett Board

- Build strong relationships with physicians, clinical leaders, researchers, administrators, and other key stakeholders to identify philanthropic priorities and align donor interests with Bassett's strategic priorities.
- Serve as the primary staff partner to the Friends of Bassett Board, ensuring trustees are informed, engaged, and equipped to serve as effective ambassadors and philanthropic leaders.
- Support Board recruitment, orientation, committee work, quarterly meetings, and ongoing trustee development.
- Foster productive collaboration among physicians, leadership, trustees, volunteers, and development staff to strengthen philanthropic support throughout the organization.



Cultivate Meaningful Donor Relationships

- Ensure exceptional stewardship practices that demonstrate the impact of philanthropy through meaningful donor communications, recognition, reporting, and engagement.
- Strengthen grateful patient philanthropy and other donor engagement initiatives that connect supporters with Bassett's mission and the lives their generosity changes.
- Represent Bassett Healthcare Network and Friends of Bassett at community events, donor gatherings, and professional functions, serving as a visible ambassador for the organization.
- Build and sustain relationships with donors, prospects, community leaders, foundations, corporations, and professional advisors to expand philanthropic support.



Lead and Develop a High-Performing Team

- Recruit, mentor, develop, and retain a talented development team while fostering a culture of collaboration, transparency, accountability, and continuous learning.
- Establish clear goals, expectations, and performance measures that support professional growth and organizational success.
- Encourage innovation and continuous improvement while ensuring alignment with Bassett's mission, values, and strategic priorities.

Strengthen Operations and Stewardship

- Establish departmental priorities and oversee the annual operating budget to ensure the effective use of resources.
- Oversee fundraising operations, including donor data management, CRM strategy, prospect management, reporting, gift administration, and fundraising analytics.
- Ensure all philanthropic activities comply with applicable laws, privacy regulations, ethical fundraising standards, and organizational policies.
- Continuously evaluate and strengthen development systems, processes, and performance metrics to support long-term fundraising success.





Qualifications & Preferences

The successful candidate will bring many of the following qualifications and attributes:

- Bachelor's degree required; degrees in business, nonprofit management, communications, organizational leadership, or a related field are preferred. An advanced degree and/or Certified Fund Raising Executive (CFRE) credential is desirable.
- At least seven years of progressively responsible fundraising leadership experience, preferably within healthcare or another complex nonprofit organization.
- Demonstrated record of securing major gifts and leading comprehensive fundraising programs that include planned giving, annual giving, grateful patient philanthropy, fundraising events, operations, and financial management.
- Experience leading a capital campaign is highly desirable.

- Demonstrated success partnering with executive leadership, governing boards, physicians, clinicians, and other key stakeholders to advance organizational priorities and philanthropic initiatives.
- Proven ability to recruit, develop, and lead high-performing teams while fostering a culture of collaboration, transparency, accountability, and continuous improvement.
- Strategic, data-informed leader with the ability to translate organizational priorities into compelling philanthropic opportunities and measurable results, while effectively managing complexity and driving execution.
- Collaborative leadership style with the judgment, executive presence, and diplomacy to build trust, lead through influence, and thoughtfully advance organizational change.
- Excellent interpersonal and communication skills, along with the integrity, emotional intelligence, and professionalism needed to engage sophisticated donors, volunteer leaders, physicians, and community partners.



About Bassett Healthcare Network

For more than a century, Bassett Healthcare Network has been a trusted healthcare leader serving the communities of Central New York. Recognized for delivering high-quality care in a rural setting, Bassett has built a reputation for combining clinical excellence, medical education, research, and compassionate, patient-centered care with a deep commitment to the communities it serves.

A longstanding affiliation with Columbia University Vagelos College of Physicians and Surgeons enhances Bassett's role as a leader in physician education and academic medicine, while fostering innovation and collaboration across the Network. This commitment to excellence is reflected in recent achievements, including Magnet® designation for nursing excellence, one of the profession's highest honors.

Guided by a mission to improve the health of the people and communities it serves, Bassett fosters a culture rooted

Bassett at a Glance

- **100+** years serving the communities of Central New York
- Awarded more than **\$80M** from NYS to expand care access and bolster workforce
- **5** hospitals
- **30+** health centers
- **20+** school-based health centers
- **306** licensed beds
- **808,008** outpatient visits
- **77,864** emergency department visits
- **12,702** inpatient admissions

in collaboration, compassion, innovation, and service. Employees and physicians are drawn to the organization by the opportunity to make a meaningful impact, build lasting relationships with patients and colleagues, and help shape the future of healthcare in rural communities.

Beyond its role as a healthcare provider, Bassett Healthcare Network is a significant economic and civic force throughout Central New York. The Network supports approximately 7,500 jobs, generates an estimated \$1.75 billion in economic activity, and provides \$156 million in community benefits and investments, underscoring its broad impact on the health and vitality of the region.



About Friends of Bassett

Friends of Bassett is the philanthropic partner of Bassett Healthcare Network, connecting generous individuals, families, foundations, corporations, and community organizations with opportunities to improve healthcare throughout the region. Philanthropic support has become an increasingly important catalyst for advancing Bassett's strategic priorities, helping fund patient care initiatives, medical education, research, capital improvements, caregiver support, and community health programs that improve lives across Central New York. Through meaningful donor partnerships and a highly engaged volunteer leadership, Friends of Bassett helps ensure that Bassett can continue to meet the evolving healthcare needs of the communities it serves.



Philanthropic Impact

- **2.7M** raised toward a **\$3M** goal for planned expansion of Bassett's cancer services in Oneonta
- **\$3.2M** in philanthropy disbursed in 2025
- **82** medical students, residents, and fellows supported through the Medical Education Endowment Fund
- **39,579** school-based health visits during the 2024-2025 school year across **22** sites and **17** school districts
- More than **\$200,000** raised through Friends of Bassett community fundraising events supporting major projects across the network

Why Cooperstown and Central New York

Cooperstown is one of New York's most distinctive and welcoming communities, offering an exceptional quality of life in a setting that combines natural beauty, rich history, and cultural vitality. Situated on the shores of Otsego Lake, the village is internationally recognized as the home of the National Baseball Hall of Fame and Museum and has been recognized by **Smithsonian Magazine** as one of America's "Best Small Towns."



Beyond its historic charm, Cooperstown offers outstanding schools, quality healthcare, year-round outdoor recreation, and a vibrant arts and cultural community. Residents enjoy hiking, cycling, boating, skiing, museums, music, theater, and a strong tradition of civic engagement, all within a safe, family-friendly environment.

The community's welcoming spirit is reflected in initiatives such as Welcome Home Cooperstown, a collaborative effort among local organizations to help new residents build meaningful connections and become active members of the community. For leaders seeking both professional fulfillment and an exceptional lifestyle, Cooperstown provides an ideal place to call home.



Application Procedure

Applications will be accepted until the position is filled, but candidates are encouraged to apply as soon as possible. To be considered, candidates should submit a statement of interest and CV/resumé to The Angeletti Group at search@theangelettigroup.com.

Nominations and confidential inquiries can be made to:

Suzanne Albin
The Angeletti Group
(973) 540-1400
search@theangelettigroup.com

Salary commensurate with qualifications and experience and will range from \$190,112 - \$285,168 annually. Bassett Healthcare Network offers a competitive compensation and benefits package, including participation in the Bassett Healthcare Leadership Incentive Plan, relocation assistance, and a sign-on bonus.