

President & CEO

ONE FOUNDATION for Niagara Health System

The **Niagara Health System (NHS)**, one of the largest multi-site hospitals in Ontario, with an operating budget in excess of \$468 million, encompasses operations in St. Catharines, Niagara Falls, Welland, Fort Erie, Niagara-on-the-Lake, and Port Colborne, including a new 980,000 square foot state-of-the-art hospital opened in March 2013. The NHS offers an extensive array of clinical services, and provides fully 90% of the hospital care received by Niagara Region residents. Formed by amalgamation a decade ago, the NHS is positioned, by virtue of its geography and regionally distributed resources, to exemplify the best of regional capacity with local service delivery.

A recently amalgamated entity, made up of six previously independent fundraising entities, **One Foundation for Niagara Health System** was created by the Foundation Boards in response to the regional nature of healthcare delivery, and the need to improve fundraising practice while maximizing the impact of donor dollars. One Foundation is positioned to be the premier fundraising entity in the Niagara Region, and seeks each year to ensure the hospitals serving Niagara's residents have access to state-of-the-art equipment and facilities.

The success of One Foundation is contingent upon fundraising excellence, supporting regional programs such as cancer, cardiac, stroke, ophthalmology, mental health, women, babies and children's health, while also maintaining fundraising for individual site needs. Working with a team of fourteen staff members, it is estimated that the hospitals will require annual support of \$3-\$5 million to fund state-of-the-art advances, replace aging equipment and upkeep in the site facilities. Also of importance is the immediate need to launch a capital campaign in support of the proposed South Niagara Hospital, which would replace aging hospital sites in the Region. It is anticipated that the campaign will need to raise \$100 million over the next 8 – 10 years to support the new hospital.

As **President and Chief Executive Officer (CEO)**, you will be accountable to the Board of Directors of the Foundation for the strategic and operational leadership of the One Foundation for Niagara Health System, while ensuring that the Role, Vision and Mission of the Foundation facilitate the effective development of revenue through the generous support of individuals and organizations interested in supporting the NHS. We are looking for an inspirational and visionary President and CEO who can excite, energize and lead the organization forward while overseeing fundraising and revenue generation, community relationships and partnerships, and communications activities. As President and CEO, you will bring an exceptional combination of leadership abilities, a demonstrated track record of fundraising achievements on a substantial scale, and a variety of personal and professional attributes equal to the challenges of this demanding role.

KEY RESPONSIBILITIES

More specifically, as President and CEO, you will:

- Support the Board of Directors in accordance with the Foundation Board mandate and governance framework.
- Act as an ex-officio Board member, providing support and knowledge to the Board as it develops strategic direction for the Foundation, particularly for a successful Capital campaign, and any clarification regarding roles and responsibilities related to the governance framework.
- Facilitate Board decision-making by providing comprehensive, accurate and timely information and keeping Board members apprised of trends, issues and activities.
- Monitor, evaluate, and report regularly to the Board on the progress of strategic goals and objectives.
- Work collaboratively with the Board to evaluate how best to use the skills and abilities of the Board in achieving the Foundation's vision and mission.
- Support the Board of Directors and the Committees of the Board, consistent with good governance practices.
- Promote and facilitate a culture that encourages responsible, open, transparent and effective communication throughout the organization.

- Together with the Board of Directors, lead the development of innovative strategies to achieve the Foundation's mission and strategic revenue targets.
- Continue to implement and manage the \$5-million fundraising campaign.
- Provide ongoing review and evaluation of progress to date, with recommendations to ensure the successful attainment of the fundraising goal.
- Be accountable for the development of collaborative, successful relationships with all partners, setting the tone and modelling values that encourage effective relationships and deliver results.
- Assist the Foundation in establishing new and innovative relationships and partnerships to advance the goals of the Foundation.
- At the discretion of the Board, act as the primary spokesperson for the organization.
- Ensure that exceptional communication linkages and a culture of collaboration continue to be built with community groups and businesses, individual donors, the communities and individuals served by the organization, other hospitals, LHINs and other foundations.
- Ensure the continued development and implementation of a robust, innovative communication and public relations strategy to provide fund development information, develop the Foundation profile and promote the NHS story to external and internal stakeholders.

This key mandate calls for the leadership and expertise of a President and CEO whose profile includes the following career highlights:

- A university education.
- At least 10 years of executive leadership experience in large-scale fund development.
- Previous executive leadership of a substantial capital campaign would be a decided asset.
- A track record of achievement with respect to significant funds raised, meeting or exceeding targets, on a timely basis.
- Demonstrated experience in relationship building, strategic planning, communications and marketing, ideally in an executive-level leadership role in a high-profile foundation or fundraising organization, or a strong record of achievement in a senior business leadership role, complemented by a demonstrated commitment to philanthropic activities.
- Solid experience working with a Board of Directors, along with strong knowledge of, and sensitivity to, the rigors and responsibilities of good governance.
- In-depth knowledge of the full spectrum of fundraising methodologies and programs coupled with sound operational experience and administrative ability.
- A CFRE designation is an asset.

For more information on this exceptional leadership opportunity, and to submit your resume by **Friday, June 3, 2016**, we invite you to contact us at onefoundationCEOsearch@niagarahealth.on.ca.