



## DIRECTOR OF GRANTS & FOUNDATION RELATIONS

**The Vision of Blythedale Children's Hospital: To serve as the pre-eminent children's rehabilitation hospital in the Northeast, serving higher acuity patients with a variety of special healthcare needs, through superb medical, psychosocial, teaching, research and advocacy programs.**

### THE SEARCH

For more than 100 years, Blythedale Children's Hospital has been a national leader in diagnosing and treating children with life-threatening and complex medical illness/conditions. Renowned for its excellence in patient care, research, training, and advocacy, the Hospital transcends the conventional notions of specialty medical and rehabilitative care. To ensure that Blythedale offers the best level of care to medically fragile children and their families, the Hospital has launched a \$65.3 million modernization project, including the \$40 million *Capital Campaign for Blythedale* - focused on the modernization of facilities. Building on the momentum of the highly successful ongoing campaign, the Hospital is strategically building a team of senior-level development professionals.

Building on the momentum of the highly successful ongoing campaign, the Hospital is strategically building a team of senior-level development professionals. To that end, Blythedale seeks an experienced Director of Grants & Foundation Relations and has retained Freeman Philanthropic Services, LLC (FPS) to assist in this important recruitment.

As part of the development team, the Director has the responsibility for the identification, development, and presentation of projects and programs that increase foundation grant support. With the goal of aligning Blythedale's programs with national and local foundations, the Director will oversee the creation, planning, and implementation of development strategies aimed at targeted foundations. The Director will drive all activities associated with the development of foundation partnerships, including writing proposals and providing support to senior administration, Board members, medical leadership, and colleagues with regard to foundation proposals, writing, and reporting.

The Director will work collaboratively with medical leaders and staff to identify, develop, package projects and programs, and execute and oversee proposal development. With a thorough knowledge of the foundations' program objectives, the Director will ensure strategic, regular communication with those foundations around those objectives and RFPs. Moreover, he or she will maintain a portfolio of foundation prospects and donors for personal cultivation and solicitation.

The successful candidate will have extensive experience shaping and driving foundation relations, ideally within a healthcare institution, academic medical center, or higher education institution during a significant campaign. He or she will have superior writing skills and communication abilities and a demonstrated talent for writing successful proposals. The Director will bring an

entrepreneurial, creative, and proactive approach to foundation fund raising and the demonstrated ability to engage participation from all levels and create an atmosphere charged with excitement and energy for Blythedale's visionary programs and projects. He or she will possess the poise and superior relationship management skills to work with foundation leaders and to cultivate relationships with program officers and decision-makers. The ideal candidate will bring intellectual curiosity and agility, passion and energy for the mission and work of the Hospital, and dedication to best fund-raising practices.

## BLYTHEDALE CHILDREN'S HOSPITAL

Blythedale Children's Hospital is dedicated to improving the health and well-being of children. This mission is accomplished in four ways:

- **Patient Care** – Blythedale is a national leader in the diagnosis and treatment of children with disabling and complex medical conditions.
- **Research** – Blythedale is a research center dedicated to discovering ways of improving the care of children with special needs.
- **Advocacy** – Blythedale advocates tirelessly at the federal and state level, to ensure that the highly specialized needs of all children are met.
- **Teaching** – Blythedale trains the next generation of health care professionals in diagnosis and treatment of children with complex medical needs.



Blythedale's first recorded history dates back to 1891, when a group of women of the New York Ethical Culture Society began visiting shut-in children in New York City, furnishing them with clothing and food, as well as obtaining medical attention for them. In addition, the group provided these children summer vacations in the areas surrounding the city. In 1903, \$10,000 was donated toward the establishment of a permanent summer home. This home was located in Hawthorne, just north of the Hospital's current location. The home became a year-round operation in 1913, and 34 children were admitted. The residential facility was formally named the Blythedale Home. In 1922, Blythedale moved to its present campus in Valhalla. The new Blythedale Home took up residence in a 22-room main building located on 17 acres.

Blythedale received its accreditation as a hospital, officially changing its name to Blythedale Children's Hospital in 1964, and underwent a major \$6.3 million reconstruction project to accommodate 92 beds. A swimming and treatment pool and a large multi-purpose area were added, followed by construction of a new school and diagnostic, therapy and administrative areas. In 1998, the Hospital added a beautiful 32,000 square-foot school building.



While the Hospital has undergone dramatic changes to its physical plant, it has evolved its mission, as well, in order to continue meeting the highly specialized needs of its patients. In 1963, the Hospital decided not to limit its treatment to orthopedic and neuromuscular disorders, but to use the skills it had developed for children with metabolic disorders, blood disorders, severe allergic reactions, speech and hearing disorders, and other disabilities requiring a wide range of medical services. This in turn required an expansion of staff and equipment, increased services and affiliation with one or more medical schools.

In 1971, Blythedale opened the Mt. Pleasant/Blythedale School under its roof – the only hospital in the state with a public school district on site specifically designed to meet the educational needs of its patients.



The 1990's continued to bring changes to Blythedale. At the request of major teaching hospitals and pediatricians, Blythedale developed innovative clinical programs, as well as support services, to diagnose, treat and rehabilitate children with a variety of highly complex rehabilitative and medical needs. In addition, Blythedale expanded its medical staff to include approximately 50 physicians drawn from the top medical schools and residency training programs throughout the United States in their relevant fields of expertise.

Today, Blythedale is the only independent, free-standing children's rehabilitation hospital in the entire United States, according to the National Association of Children's Hospitals and Related Institutions. Other highlights include:

- Blythedale serves children (birth through 19) without regard to religion, race or ability to pay. Although it treats children from any locality, its primary communities are the greater New York metropolitan area, Hudson Valley and Connecticut.
- Through its family-centered approach, extraordinary medical and nursing care, integrated therapy programs and on-site school, Blythedale helps its patients reach their greatest potential and return to their homes and communities as soon as possible.
- In addition to its expert medical staff, Blythedale partners with preeminent academic medical centers to provide access to the region's top pediatric sub-specialties.
- Blythedale's clinical and nursing staff provide expert, compassionate care in a 92-bed inpatient hospital, a Day Hospital program, and extensive outpatient programs.
- The Hospital has the largest cadre of hospital-based pediatric physical, occupational, and speech therapists in New York State.
- Blythedale is the only hospital in the State with an on-site pre K – 12 public school that serves more than 130 inpatients and Day Hospital patients from across the region.
- Over 100 colleges and universities choose to train their future medical professionals at Blythedale.
- Blythedale's pediatric research efforts are dedicated to discovering ways of improving the care of children with special needs.



## THE CAPITAL CAMPAIGN FOR BLYTHEDALE

The children drive Blythedale's vision and its tireless pursuit to develop innovative clinical programs and partnerships with leading academic medical centers to vastly improve children's lives. In order to maintain Blythedale's status as the preeminent children's hospital in the region serving children with special healthcare needs, the Hospital launched the *Capital Campaign for Blythedale* - a \$65.3 million philanthropic initiative to build a replacement inpatient hospital. The modernization project, which is the first major renovation of the Hospital in over 40 years, incorporates the latest medical technology in a warm and child-centered environment. The new facility will feature larger inpatient rooms, a spacious new entrance and lobby and expanded treatment areas for the Hospital's therapy programs. The project is designed to address the dramatic changes in Blythedale's patient population and diagnoses over the past several decades. This ambitious and transformational project has a projected completion date of 2011, with no interruption in service.



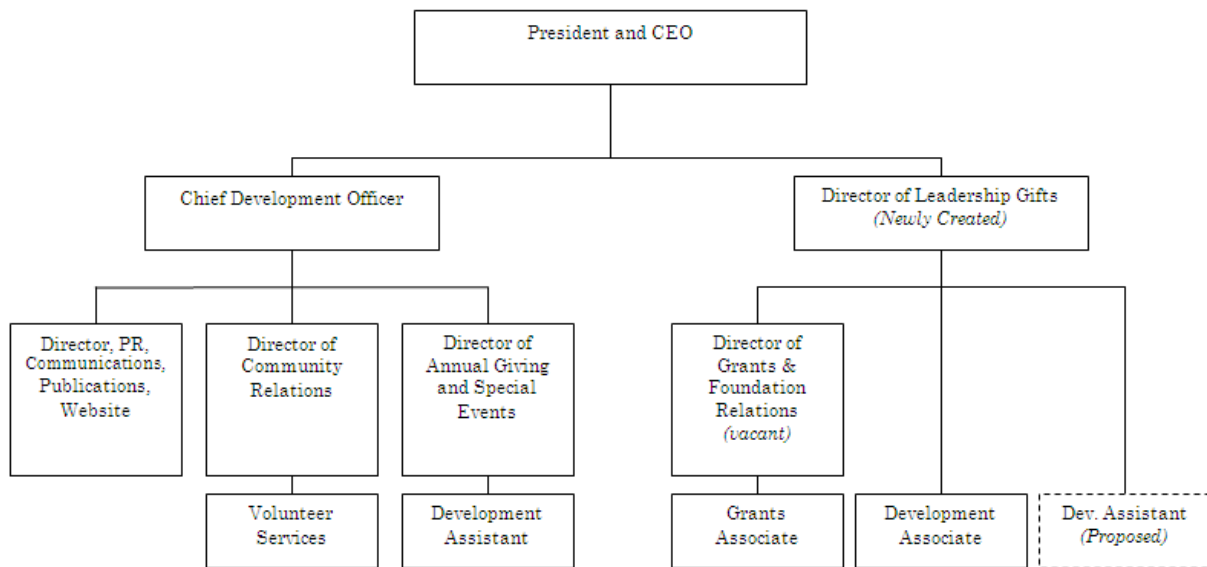
This unprecedented campaign is ongoing and highly successful: The Hospital is currently in Phase One – the construction of the 56,000 square foot replacement inpatient hospital. The cost of this phase is \$65.3 million with a campaign goal of \$40 million; the Hospital has raised over \$30 million

to date towards this campaign goal. Phase Two of the Campaign will encompass renovation of some of the existing space and will include a new speech and audiology department and a new Day Hospital unit. The goal of this phase will be \$8 million.

## IMPORTANT RELATIONSHIPS

The Director of Grants & Foundation Relations will report to the Director of Leadership Gifts. The successful candidate will work closely with colleagues throughout the development team and manage the Grants Associate.

*Development Department Organizational Chart*



In conjunction with the Director of Leadership Gifts, senior administration, and the Board, the Director will craft, execute, and lead a strategic and operational plan for comprehensive and cohesive foundation philanthropy. He or she will purposefully engage and support Blythedale’s esteemed medical leaders, including physicians, nurses, therapists, researchers, and other colleagues, in proposal development and reporting.

Externally, he or she will cultivate relationships with foundation leaders, program officers, and decision-makers.



## KEY OPPORTUNITIES & CHALLENGES

As a senior member of the development team, the Director of Grants & Foundation Relations will be expected to contribute broadly to all aspects of the fulfillment of the Hospital's mission and philanthropic growth. Blythedale seeks a strong foundation relations professional with both the capacity and the demonstrated track record to respond effectively to the following challenges:

- Develop a thorough understanding of the Hospital's areas of excellence, services, and programs in order to effectively communicate the case for support to increase foundation philanthropic giving and achieve the Campaign's goals;
- Establish credibility and strong collaborative relationships with the Director of Leadership Gifts, senior administration, Board members, medical leadership, volunteers, and colleagues;
- Determine, plan, and implement Hospital-wide strategies for the identification, cultivation, solicitation, and stewardship of foundation support, in conjunction with senior leadership;
- Drive all activities associated with the development of foundation partnerships;
- Actively identify, qualify, cultivate, solicit, and steward a targeted list of foundations, with the goal of increasing foundation support and aligning Hospital programs and Campaign priorities with national and local foundations;
- Maintain a portfolio of foundation prospects and donors for personal cultivation and solicitation;
- Work collaboratively with senior administration and medical leadership to develop and manage a pool of foundation prospects, develop strategies for appropriate approaches, and conceptualize, write, edit, and submit funding proposals, and maintain quality control (i.e. content, deadlines, reports);
- Cultivate relationships with foundation program officers and decision-makers; manage strategy for all foundation solicitations; and actively solicit and negotiate gifts;
- Proactively build relationships with new sources of institutional support while further engaging the existing foundation supporters;
- Maintain a thorough and up-to-date knowledge of the targeted foundations' programs and objectives;
- Ensure strategic, regular communication with foundations, based on key objectives and RFPs; Promote Blythedale in the national and local not-for-profit and foundation community;
- Maintain best fund-raising and operational practices, utilizing clearly defined goals, objectives, and transparent methods with which to measure success;
- Guided by the Hospital's values and mission, contribute to an organizational environment where teamwork, collaboration, and dedication are expected and required.



## IDEAL QUALITIES & EXPERIENCE

Blythedale seeks a dedicated development professional with, ideally, the following attributes and experience:



- Passion and appreciation for the mission and goals of the Hospital;
- Integrity, poise, and fund-raising skills to collaborate effectively with senior administration, medical leaders, and high-caliber volunteers in order to help marshal the full fund-raising potential of the Hospital;
- Proven ability to strategically and effectively build relationships and partnerships with foundations, ideally within an academic medical center, healthcare institution, or higher education institution;
- Track record of successful foundation solicitations;
- Superb communication skills, including excellent writing, editing, proofreading, and presentation abilities, including a demonstrated talent for writing successful proposals;
- Ability to coordinate foundation proposals in collaboration with leadership, staff, and colleagues;
- Intellectual curiosity and dexterity; the ability to solicit, understand, and synthesize complex scientific and medical information; adept at creating compelling and strategic proposals from disparate information and sources;
- Ability to work independently, adapt to changing priorities and refine strategies after feedback, and multi-task to meet deadlines;
- Capital campaign experience required;
- Strong personal work ethic, collaborative, and results-oriented; combined with a sense of humor and perspective;
- Cultural sensitivity and commitment to the highest standards of professionalism and excellence;
- Bachelor's degree required, advanced degree preferred.

## COMPENSATION

The compensation package will be competitive and commensurate with the successful candidate's background and experience.

## APPLICATIONS & NOMINATIONS

Confidential inquiries, applications, and nominations should be sent to Freeman Philanthropic Services, LLC at [BlythedaleDirGrants@glfreeman.com](mailto:BlythedaleDirGrants@glfreeman.com). All applications must include (1) an up-to-date resume, (2) formal letter of interest in the Director of Grants & Foundation Relations opportunity, (3) one writing sample, and, (4) the contact information for three professional references. Blythedale Children's Hospital is committed to diversity among its employees and encourages qualified candidates from all backgrounds to apply.