OVERVIEW OF FLORIDA HOSPITAL

Florida Hospital is one of the country’s largest not-for-profit health care providers with 24 campuses serving communities throughout Florida. Florida Hospital Orlando, a 1,368-bed acute-care medical facility, is the largest single facility in the nation. It not only serves the people of Greater Orlando but also is a major tertiary referral hospital for Central Florida and much of the Southeast, the Caribbean and Latin America. Florida Hospital is a cornerstone of Adventist Health System, which operates 45 hospitals in nine states—making it the largest not-for-profit Protestant health care system in the United States. Since 1908, Florida Hospital has been distinguished for the expert, compassionate, individualized attention it offers to millions.

Florida Hospital’s mission is rooted in the healing ministry of Christ. Florida Hospital’s faith-based mission strengthens its calling to care for and heal the whole person—mind, body and spirit. These strong faith commitments guide Florida Hospital in all it does to create one of the finest health care facilities available.

While the mission to extend the healing ministry of Christ remains steadfast—Florida Hospital is a progressive health care leader that continually looks to the future of health care. Florida Hospital provides world class services in oncology, orthopedics, gynecology, cardiology, rehab, pediatric medicine and more; brilliant clinicians and researchers; treatments and technologies found nowhere else in the region; and a one-of-a-kind surgical training facility prepares the next generation of physicians. The system’s values have also made it a natural leader in advancing population health—since it’s leaders believe a hospital should not only treat injury and illness but also nurture wellness to help people avoid the need for treatment completely. With initiatives like CREATION Health, Florida Hospital is cultivating community-wide movements toward healthier lifestyles for greater longevity. Florida Hospital has also developed the innovative Health Village—a 172-acre mixed-use planned community with an environment rich in resources to encourage whole-person health.

Florida Hospital and Adventist Health System stand as visible symbols of what health care could and should aspire to be—excellent clinical care with a focus on wellness and a commitment to care for the whole person—body, mind and spirit.
Current Facts & Statistics

- Treats more patients than any other hospital in the US
- Largest family medicine residency in Florida
- Treats more cardiology, neurology and vascular surgery inpatients than any other nationally recognized hospital
- Treats more cancer patients than any hospital in Florida
- Serves more patients each year than any hospital in Florida
- Number of inpatients: 130,879
- Number of outpatients: 500,320
- Number of emergency cases: 609,057
- Number of new born deliveries: 9,232
- Number of surgeries: 79,124
- Number of licensed beds: 2,895
- Number of critical care beds (Includes ICU, CCU, CVICU, PCU, PICU, NICU): 1,329
- Number of staff physicians: 2,230
- Number of employees: 33,000
- Number of walk-in medical facilities: 23
- Number of Centra Care visits: 412,590
- Number of outpatient rehabilitation and imaging facilities: 16
- Number of Auxilians: 3,000
- Number of foundation volunteers: 240

ABOUT FLORIDA HOSPITAL CANCER INSTITUTE

Florida Hospital is one of the premier cancer research and treatment facilities in the nation. From a nationally recognized clinical research center to the one-on-one support that treats the whole person—mind, body and spirit—Florida Hospital offers patients expert services and state-of-the-art technologies in a caring, community hospital setting. Florida Hospital’s nationally-recognized services achieve outcomes that typically exceed industry standards and include Central Florida’s most robust programs in research and clinical trials.

As one of Florida’s most comprehensive oncology programs, the Florida Hospital Cancer Institute treats more newly diagnosed cancer patients than any other health care system in the state. The Institute’s distinguished physicians, nurses and researchers provide highly effective treatments through cancer treatment hubs statewide, with the Cancer Institute in Orlando and Celebration, Comprehensive Cancer Center in Volusia County and the Don Lau Family Center for Cancer Care in Tampa.

Florida Hospital Cancer Institute is accredited as a “Comprehensive Cancer Center” by the American College of Surgeons Commission on Cancer. It maintains research affiliations with some of the leading cancer research centers in the world, including UCLA’s prestigious Jonsson Comprehensive Cancer Center and the Sarah Cannon Research Institute.

At the heart of Florida Hospital’s cancer program is the sincere commitment to make a difference in the life of each patient. Florida Hospital guides patients through every step of their treatment plan with comprehensive educational, emotional and spiritual support.
Florida Hospital has grown and flourished from the seeds of generosity. When the hospital was founded in 1908, only $4.83 sat in the organization’s treasury. With mission and purpose in mind, Florida Hospital’s founders engaged community neighbors who united to contribute $9,000 to buy the hospital’s first building. Today, Florida Hospital partners with thousands of generous community donors whose charitable investments strengthen and sustain a wide variety of valuable initiatives. The foundation continues a vibrant trajectory of growth to foster partnerships with donors and to expand the impact of philanthropy. In the last decade, the foundation has completed a series of successful, back-to-back campaigns and most recently surpassed a $150 million campaign goal.

Florida Hospital Foundation is staffed by more than 40 dedicated health care philanthropy professionals. Florida Hospital Foundation enjoys a collegial culture in which colleagues enjoy working together. The team is smart and driven while also being committed to collaboration.

Florida Hospital Foundation supports initiatives to include:

- Florida Hospital Cancer Institute – One of the premier cancer research and treatments facilities in the nation and the 3rd largest cancer center in the country
- Florida Hospital Cardiovascular Institute – Ranked as one of America’s Best Performing Heart Hospitals for heart, lung and vascular care by U.S. News and World Report
- Florida Hospital for Children – A state-of-the art facility created just for kids, featuring an assembly of highly skilled pediatric medical practitioners who have dedicated their lives to helping children of all ages regain their health and maintain wellness, which also creates an environment that is soothing and compassionate, warm and nurturing, to help ease the stress and anxiety associated with a hospital stay
- Florida Hospital Diabetes Institute – One of the nation’s most comprehensive diabetes programs, offering nationally recognized diabetes care, education and research programs that serve more than 30,000 patient visits annually
- Florida Hospital Translational Research Institute for Metabolism and Diabetes – A pioneering initiative for clinical-translational research at Florida Hospital and an important new collaboration between Florida Hospital and the Sanford-Burnham Medical Research Institute; a powerhouse in basic biomedical research
- Florida Hospital Transplant Institute - Clinical intervention and support for patients with solid organ transplants as well as recovery from a Ventricular Assist Device implant
- Hospice of the Comforter - Compassionate end of life care and support to more than 28,000 patients in Orange, Seminole and Osceola counties
- Florida Hospital Global Mission Initiatives – Works to strengthen health care services in developing countries while promoting a culture of compassion, generosity and service
ABOUT THE POSITION

The Vice President (VP) of Philanthropy serves under the direction of the President of the Florida Hospital Foundation.

The Vice President will lead efforts to secure major philanthropic support for Florida Hospital initiatives with a primary focus on the Florida Hospital Cancer Institute and the Central Florida Division. This donor-centered and proactive leader will build and maintain long-term relationships with individuals, corporations and foundations both locally and nationally who desire to make significant philanthropic investments to advance the mission. The VP will manage a portfolio of major and transformational gift prospects with the intent to personally secure gift agreements of $3 million or more annually and to meet and exceed other goals as may be established and approved by the Foundation’s Executive Board. The ideal candidate sees the major gifts role as that of being a catalyst and conduit to enable donors to achieve their intent to create a positive social impact.

The VP for Philanthropy will lead a team of major gift officers and will coach these professionals to support their success in achieving annual goals. The VP will also partner with organizational allies to include physicians, clinicians, executives, board members and community leaders to share the mission, to connect those with the affinity and ability to give and to steward partners.

The VP will serve on the Foundation President’s Leadership Cabinet and participate in strategic planning, campaign planning, philanthropic goal setting and portfolio management to drive top quartile performance for the Central Florida Division of the Florida Hospital Foundation.

Other Roles & Responsibilities:

- Demonstrate commitment to the organization’s core values and mission.
- Successfully manage a portfolio of major philanthropic donors using the Core Process and Florida Hospital Foundation’s permission-based approach to donor engagement to generate $3 to $5 million in annual gift commitments to support the Cancer Institute.
- Serve as a linchpin in advancing a significant service line campaign for oncology services.
- Lead high quality, cost efficient and integrated philanthropic program within the assigned Institute across the Central Florida Division to achieve top quartile performance for the Foundation based on Association for Healthcare Philanthropy Benchmarking.
- Build and maintain a strong volunteer Foundation Board to raise awareness and funds to support the Institute and ensure 100% giving for all Board Members. Boards should include physicians, community leaders and philanthropists.
- Maintain the most current knowledge and skills of the philanthropy profession.
- Uphold professional and ethical standards of practice.

Competencies & Skills:

- Demonstrated success in securing major gifts at the 7-figure level and above with preference for those who have been involved in gifts of 8-figures or more.
- Exceptional people management, leadership skills, and the capacity to relate to people in a manner that wins confidence, builds trust and establishes support.
- Outstanding written and verbal communication skills. Able to effectively express ideas and views
through public speaking, presentations, reports, and professional correspondence with specialization in pledge agreements and solicitation follow-up letters.

- Strategic thinker who can look beyond the present situation to conceptualize key trends and identify viable philanthropy opportunities to position the organization for the future.

- Knowledge of philanthropy best practices and campaign planning and execution.

- Strong business acumen, emotional intelligence, and capacity; able to think strategically and implement tactically.

- Approaches work as an interconnected system. Ability to understand major objectives and break them down into meaningful action steps.

- Strong organizational abilities and the flexibility to adjust to changing conditions and the various details of the position.

Personal Characteristics:

- Comfortable with the value commitments and beliefs of this faith-based mission and culture

- Passionate about both health care and the organizational mission

- Finds reward and affirmation simply in seeing the positive impact of results

- Exceptional people skills

- Result-oriented

- Donor-centric

- Strong communication skills

- Positive attitude

- Self-starter

- Team player

- Servant leader

- Mission-oriented

- Can-do attitude

- Not easily discouraged

- Shows loyalty to the organization

- Eager to make a positive impact

- Secure in his or her opinions and willing to share

- Works independently

- Solution-oriented

- Lifelong learner

- Ability to acknowledge mistakes, own them and learn from them

Education & Experience Required:

- Master's degree in Business Administration, Health Services Administration, Social Sciences, Nonprofit Management or equivalent experience

- Minimum of ten (10) years in progressively responsible philanthropy work with demonstrated success in significant major gifts and campaign work in a hospital, hospital system, academic medical institution or higher education

Education & Experience Preferred:

- Previous experience as a Foundation President or VP at a medium to large hospital system

- Experience in a successful hospital system philanthropy campaign of $100 million or more

- Designation as a Certified Fund Raising Executive (CFRE)
COMMUNITY PROFILE

The Florida Hospital Foundation office is located on the main hospital campus in beautiful Downtown Orlando, Florida. Offering easy access to the area’s famous attractions, serene local lakes and the breathtaking beauty of both the Atlantic Ocean and Gulf of Mexico, the Orlando Metro Area truly offers something for everyone. In the heart of the I-4 Corridor, Orlando is just a short car trip away from virtually anywhere on the Florida Peninsula, from Daytona Beach to Tampa and from Miami to Jacksonville.

The county seat of Orange County, Orlando was officially incorporated in 1875, but came into its own in 1965 when Walt Disney announced his plan to build Walt Disney World. Aside from its reputation for international tourism, Orlando also boasts a healthy cultural scene, including a world class philharmonic orchestra, a host of amazing museums and a “foodie” scene rivaling even the best food cities, as exemplified in the annual food and wine fests, held both downtown and at the Epcot Center.

For additional information visit the following:

- [http://www.cityoforlando.net](http://www.cityoforlando.net)
- [http://www.orlandochamber.org](http://www.orlandochamber.org)

Candidates & Referrals

If you are interested in this position or would like to refer a colleague, please contact:

Betsy Chapin Taylor, FAHP
Search@AccordantPhilanthropy.com

*Florida Hospital is an equal opportunity employer.*