



**Senior Vice
President,
Philanthropy &
Campaign**
Executive Brief



VGH+
UBC hospital
foundation



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APPLICATION PROCESS & DEADLINE

KCI Search + Talent has been retained to conduct this search on behalf of VGH & UBC Hospital Foundation. For more information about this exciting opportunity, please reach out to Tara George, Executive Consultant, KCI Search + Talent by email at VGHUBC@kcitalent.com

All inquiries and applications will be held in strict confidence. To apply, please send a resume and letter of interest to the email address listed above by July 8, 2024.

The target hiring range for this position is between \$211,875 - \$240,767. This role is also eligible for an annual performance bonus. Additional variable pay, benefits, pension, flexible working arrangements, investment in professional development and subsidized access to fitness, cycling and parking facilities all contribute to a top-notch total rewards package for employees.

We recognize that our places of work are on the traditional homelands of the Coast Salish People – the Musqueam, Squamish, and, Tsleil-Waututh Nations.

Our Foundation encourages applications from Indigenous people, people with disabilities, BIPOC and racialized individuals, people of minority sexual orientation or gender identity, and others who may contribute to the Foundation's organizational diversity and who share the Foundation's values.

As part of VGH & UBC Hospital Foundation's commitment to the health and safety of our community, including our healthcare partners and donors, the Foundation requires all employees of the Foundation to be fully vaccinated against COVID-19.

Senior Vice-President, Philanthropy and Campaign

THE OPPORTUNITY

We are seeking a Senior Vice President, Philanthropy and Campaign (SVP) to provide vision and leadership to the Philanthropy & Campaign Division, leading development, implementation and execution of the Foundation's first ever multi-year comprehensive campaign. The annual revenue responsibility for this portfolio is currently \$60M with ambitions to grow this portfolio substantially over the course of the Campaign. The division comprises approximately 1/3 of the Foundation workforce.

The Senior Vice President, Philanthropy & Campaign will be a key member of the VGH & UBC Hospital Foundation executive leadership team. Reporting to the President and CEO, the SVP will contribute to the overall strategic direction of the organization, ensuring that philanthropy is embedded into the decision-making culture, and deputizing for the President & CEO as and when required. The SVP will also play an important role in developing the Foundation's upcoming comprehensive campaign, ensuring the full executive leadership team is engaged in co-designing and co-owning the strategy, implementation, and results of this organization-wide effort.

As a leader, the SVP Philanthropy & Campaign will model effective engagement with donors, volunteers, and hospital partners, motivating and guiding team members, and supporting the work required to engage donors and prospects in the realization of the Foundation's goals and objectives. The SVP will also encourage and model Foundation-wide collaboration. Respectful of the efforts and approaches that have led to current success, the new incumbent will also help colleagues explore and try new methods and approaches to improve effectiveness and efficiency.



ABOUT VGH & UBC HOSPITAL FOUNDATION

VGH & UBC Hospital Foundation is Vancouver Coastal Health's primary philanthropic partner, raising funds for specialized adult health services and medical research for all British Columbians. Consequently, we are the philanthropic engine for healthcare innovation and transformation in British Columbia. Our hospitals and health care centres are able to deliver the best possible patient care thanks to donor support. By recruiting world-class medical professionals and equipping them with the tools and technology to do their best work, we are transforming healthcare and saving lives.

The foundation collaborates with donors to drive innovation, medical research and improve health care at:

- VGH & UBC Hospital
- GF Strong Rehab Centre
- Vancouver Coastal Health Research Institute
- Vancouver Community Health Services

Our team of almost 100 staff collaborates with VCH leadership, medical and administrative staff to raise philanthropic funds and awareness. Together with our donors and supporters and volunteers, we have made a direct and significant impact on health care in our province. Our 2022 consolidated revenue, including lotteries and investments, totalled \$115.9 million. We are proud to report that in 2022-23 the Foundation's cost per dollar raised was 19 cents (excluding lottery & real estate-related revenue & expenses).

The Foundation has built a very successful "campaign of campaign" model that has driven growth in major gifts. The Foundation recently concluded the Urology Campaign, significantly surpassing the goal of \$35 million and raising \$65 million. Planning for a Comprehensive Campaign has already begun, and this role is a unique opportunity to shape the direction of healthcare philanthropy in British Columbia.

VGH & UBC Hospital Foundation is accredited by Imagine Canada for excellence in nonprofit accountability, transparency and governance.

ADDITIONAL INFORMATION

[VGH & UBC Hospital Foundation](#)
[Our Hospitals](#)
[Community](#)
[Ways to Give](#)
[Events](#)

[Latest News](#)
[Impact](#)
[Vital Magazine](#)
[Audited Financials](#)



KEY RESPONSIBILITIES

Developing, implementing and executing a Comprehensive Campaign and raising philanthropic revenues from major and planned gifts, the SVP, Philanthropy & Campaign will be responsible for the following activities and outcomes:

Leadership and Staff Management

- Participates as a member of the executive leadership team (ELT), promoting positive relationships with stakeholders
- Works closely with the President & CEO, ELT peers, senior volunteers, and hospital medical and administrative leadership to identify long and short-term funding needs and develop innovative fundraising opportunities to meet those needs
- Provides direct managerial oversight to team lead within the Philanthropy & Campaign Division, and ensures that team members are developed and supported in their responsibilities
- Ensures the programs within the Philanthropy & Campaign Division are managed in a disciplined fashion, using processes established in the department and industry best practice
- Serves as a mentor, leader and role model for a team of front-line fundraisers and assigned staff, taking responsibility for cultivating a culture of excellence, collaboration, accountability and efficiency across the team
- Provides leadership, training, and support in philanthropy to medical leadership, physicians, and community volunteers to implement established goals and objectives
- Communicates, motivates, guides and directs team members and volunteers, and collaborates with medical partners and physicians, to contribute fully to the realization of the Foundation's strategic and operational goals and objectives

Planning

- As a member of the executive team, the SVP collaborates in the creation and implementation of the Foundation's strategic plan, and in the planning of the Foundation's forthcoming major comprehensive campaign
- Ensures there is an annual plan for the Philanthropy & Campaign units that sets out specific objectives and strategies for each fiscal year, and that the plan and expectations are proactively discussed, communicated, and integrated internally
- Aligns team and individual plans with the Foundation's overall strategic plan and comprehensive campaign plan, conducting regular team meetings and periodic (quarterly) reviews to monitor progress and guide teams to make adjustments as needed
- Through direct reporting roles, ensures the development of annual operational plans and budgets for each unit, ensuring those plans identify, cultivate, solicit and steward potential and current donors
- Encourages creative and innovative leadership in the development of donor events and stewardship which build relationships with current and prospective donors and support fundraising goals

Strategic Initiatives

- Develop and implement plans for the Foundation's first-ever Comprehensive Campaign
- Sustains and significantly expands the Foundation's ability to raise transformational gifts by leading the development and implementation of plans and strategies to translate the Hospitals' largest, most pressing needs into clear and compelling cases for support
- Works closely with the Foundation's President & CEO and with hospital medical and administrative leadership to create viable funding opportunities and fulfill those opportunities by securing major and transformational gifts

- Collaborates with the Marketing & Brand Engagement department on the development of promotional material specific to strategic initiatives, philanthropy, and campaigns
- Works closely with the executive leadership team to support branding for the Foundation, including supporting with media relations, communications and issues management as needed

Major Gifts Solicitation

- Serves as an active senior fundraiser, carrying a personal portfolio of key donor relationships
- Cultivates relationships with significant individual and corporate donors and establishes plans and strategies to build and enhance relationships to generate transformational gifts
- Develops and implements the priorities and approaches the team will use to enhance the major gifts and planned giving programs in line with the strategic plan and specific campaign objectives.

Proposal and Case Development

- In coordination with the Vice President, Organizational Performance & Partnerships, ensures the development of the cases for support, offers, and proposals for future campaigns
- Oversees the accountability and stewardship program for major gifts and ensures the creation and delivery of longer-term accountability plans to donors who have made transformational gifts
- Oversees the ongoing accountability process for funded programs and/or project implementation

Profile in Community and Relationships with Key Individuals

- Builds and maintains a strong profile in the community to promote understanding of the Foundation's goals and objectives
- Builds and maintains relationships with donors, supporters and volunteers
- Conducts all work in a professional and ethical manner to ensure that the reputation and stature of the Foundation is maintained and enhanced
- Participates actively in related associations and fosters personal relationships with specific leaders in the community

Financial and Administrative Management

- As part of the Leadership Team, develops and monitors the annual Foundation budget and contributes to the long-term strategic planning and oversight of the Foundation's assets
- Works with the Senior Vice President, Finance & Operations to ensure regular, consistent reporting to Board and leadership
- Ensures the effective use of resources allocated to the departments within the objectives, policies, plans and budgets established
- Develops and monitors Philanthropy & Campaign program budgets
- Where relevant, negotiates multi-party agreements that commit organizational resources to specific activities, and monitors these contracts

Working Relationships

Internal

- (Internal) The SVP is responsible for taking a leadership role and ensuring the division's business objectives are met and directly managing the senior members of the Philanthropy & Campaign team
- (External) The SVP positions the organization's mission, vision and values to medical leadership, donors, volunteers and the public, ably conveying all priorities for philanthropic support. Key external relationships include:
 - Donors and prospects
 - VGH & UBC Hospital medical and administrative leadership

- Vancouver Coastal Health leadership
- Foundation Board members and other senior volunteers, in particular working closely with the Chair of the Major Gifts committee

QUALIFICATIONS & COMPETENCIES

- **Leadership Skills:** Strong leadership skills and experience in managing teams, with a proven ability to develop a shared vision and strategy among the staff, volunteers, key stakeholders and prospective donors and sponsors. Proven ability to provide leadership and effectively manage high-performing managers who themselves are leading others. Able to recruit top calibre personnel, empower staff and develop the capability of employees to capitalize on their full potential. Previous experience leading and mentoring major gift fundraising professionals is essential in this role.
- **Strategic Thinking:** A strategic, analytical thinker with the ability to understand the context in which an organization is functioning and establish a direction that will achieve the organization's vision and goals. Able to seek out opportunities and anticipate challenges and identify strategies for successful implementation.
- **Innovation, Creativity and Change:** An innovative and creative thinker with the ability to generate ideas, fresh perspectives and original approaches, and supports similar thinking in others. Demonstrated ability to function effectively in a highly dynamic environment.
- **Fundraising & Campaign Experience:** A track record of success in professional fundraising leadership gained within a large, complex organization, developing and executing a strategic plan and securing individual major gifts and campaigns. Experience planning and implementing campaigns as well as knowledge and experience of a comprehensive campaign planning and implementation.
- **Teamwork and Collaboration:** Is considered by peers to clearly place team before individual achievement. Proactively builds and maintains cooperative work relationships within and beyond the Foundation, creating an environment where each team member is collaborative yet personally accountable in their donor, partner and team relationships.
- **Delivering Results:** Enthusiastic, energetic; goal-oriented; sets high standards for self and others; pursues ambitious organizational outcomes. Assumes personal responsibility for achieving outcomes. Ensures ethical, best-practice approach to fundraising efforts and relationships.
- **Technical:** Deep knowledge of major gifts and planned giving, particularly donor relationship management. Proven experience securing major gifts, including complex blended and planned gifts such as securities, real estate, etc. Strong understanding of the effective use of databases for relationship management, and use of data in strategic planning and decision-making..
- **Performance Management:** Has guided process and system changes that have enhanced performance, contributed to effective decision making and contributed to improved performance.
- **Relationship Management:** Actively seeks opportunities to build relationships important to success, particularly with doctors, donors and volunteers. Will be engaging, approachable, diplomatic, respectful, open and collaborative and will thrive on a high level of interaction with others. Proven experience working in a diverse and multi-cultural environment.
- **Communication:** Superior written and verbal communication skills. Able public speaker. Can represent the organization in a professional, credible and compelling manner and engage groups of any size and in any setting. Excellent writing and professional communication skills.

FOUNDATION LEADERSHIP

Angela Chapman – President & CEO of VGH & UBC Hospital Foundation



Angela Chapman has been a champion of transformational change through philanthropy in education, research and health care on three continents for more than three decades.

Since 2020, Angela has been the President & CEO of VGH & UBC Hospital Foundation, the primary philanthropic partner of Vancouver Coastal Health. Angela joined the Foundation in 2013 as the Senior Vice-President, Philanthropy, becoming the Chief Development Officer in 2018. Prior to returning to her native Vancouver, Angela served as the Director, Advancement & Campaign at the National University of Singapore, developing and executing Asia's first billion-dollar fundraising campaign.

VGH & UBC Hospital Foundation has become the largest public healthcare foundation in Western Canada focused on innovation in healthcare. The Foundation strives to bring together donors with leading clinician-researchers to change the standard of care, improve healthcare delivery and saves lives. The Foundation's 5-year strategic plan launched in late 2020, sets a course that anticipates the technological, social and demographic changes that are transforming health care and philanthropy in BC and across Canada.

Angela has volunteered her time for a variety of community and professional bodies, including serving on the Board of the Association of Fundraising Professionals (AFP, Canada), the Audit & Finance Committee of GNW (Great Northern Way) Trust, and the Regional and Civic Affairs Committee of the Greater Vancouver Board of Trade. She holds a BA (Hon) in History & Russian from McGill University and an MBA from Université Laval.

VGH & UBC HOSPITAL FOUNDATION BOARD OF DIRECTORS

Juggy Sihota-Chahil, *Chair*
Jim Szabo, *Vice-Chair*
Paul Geyer, *Treasurer*
Angela Chapman, *Secretary*
Pankaj Agarwal
Dr. Penny Ballem
David Helliwell
Judi Hess

Dr. Kendall Ho
Ayeesha Lalji
Judy Leung
William Lin
Melissa Louie
Simpson Ma
Naz Panahi
Ali Pejman

Dr. Gary Redekop
Robert Rennie, OBC
Dr. Tara Sedlak
Keith Spencer
Michelle de Moor
Vivian Eliopoulos

EXECUTIVE LEADERSHIP TEAM

Cathy Helliwell – Vice President, Organizational Performance & Partnerships
Shauna Grinke – (Acting) Vice President, People & Organizational Effectiveness
Vani Visva – Senior Vice President, Finance and Operations
Laura Walsh - Senior Vice President, Philanthropy (through August 2024)
Liza Jerome – Senior Vice President, Community Giving and Engagement

VGH & UBC HOSPITAL PATRONS' COUNCIL

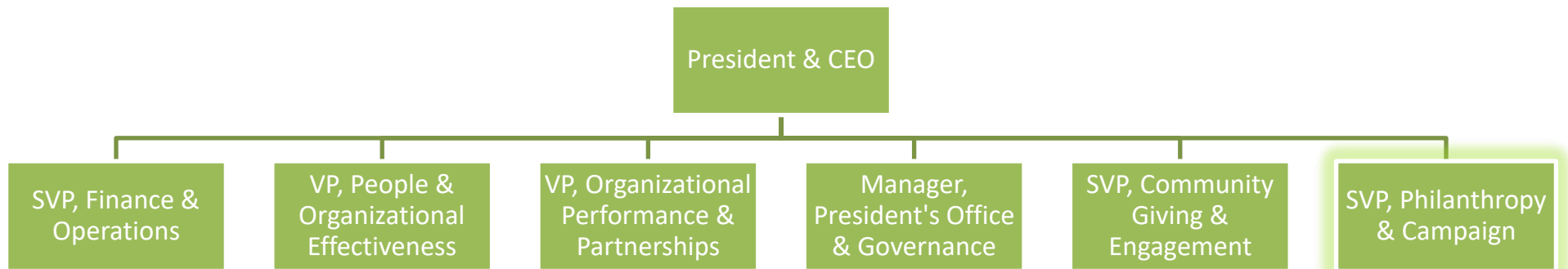
Our Patrons' Council are an exemplary group of dedicated and passionate supporters of VGH & UBC Hospital Foundation, who advise and assist the Foundation in fulfilling our mandate to raise funds to support Vancouver Coastal Health's vision of delivering innovative, transformational and sustainable health care in British Columbia.

Frances Belzberg, CM, OBC
Syd and Joanne Belzberg
Sheila Bentley
Stewart Blusson, OC, & Marilyn Blusson
Richard Bradshaw, CM, OBC, & Valerie Bradshaw
Peter and Nancy Chieng
Ardelle Cliff
Gordon Diamond, OC, OBC, & Leslie Diamond, OBC
David W. Mitchell
Joy Phelps
Martha Piper, OC, OBC
Bob Gaglardi & Family
Judy Hager
Russell & Dawn Hallbauer
Lilian Hudson
Jason and Emily Ko
Lily Lee
Bill & Risa Levine

David McLean, OBC, & Brenda McLean
Darlene Poole
Alan & Gwendoline Pyatt
Angus & Margaret Reid
Robert Rennie, OBC
George & Selma-Jo Richards
David Rowntree
Karen Sander & Family
Devi Sangara
Harjeet Sangara
Robert & Patricia Saunders
Rod and Jean Senft
Azad and Yasmin Shamji
Arran & Ratana Stephens
Doug Whitehead & Wanda Costuros
Ken and Anne Woods
Ben Yeung and Maggie Ching
Dr. Norman B. Keevil OC, OBC & Joan Keevil



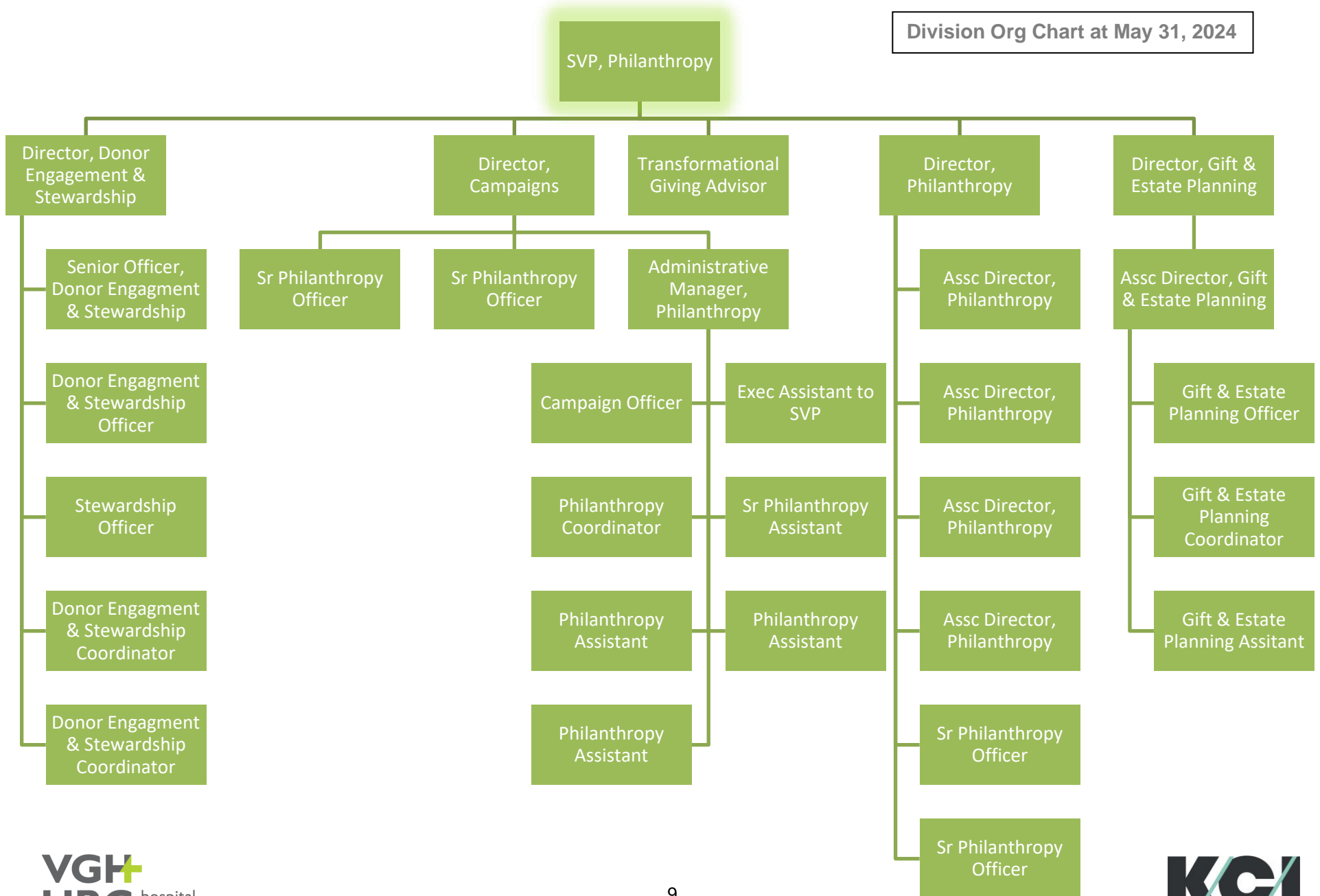
ORGANIZATIONAL CHART – VGH & UBC Hospital Foundation Executives



ORGANIZATIONAL CHART – SVP Philanthropy & Campaign Team

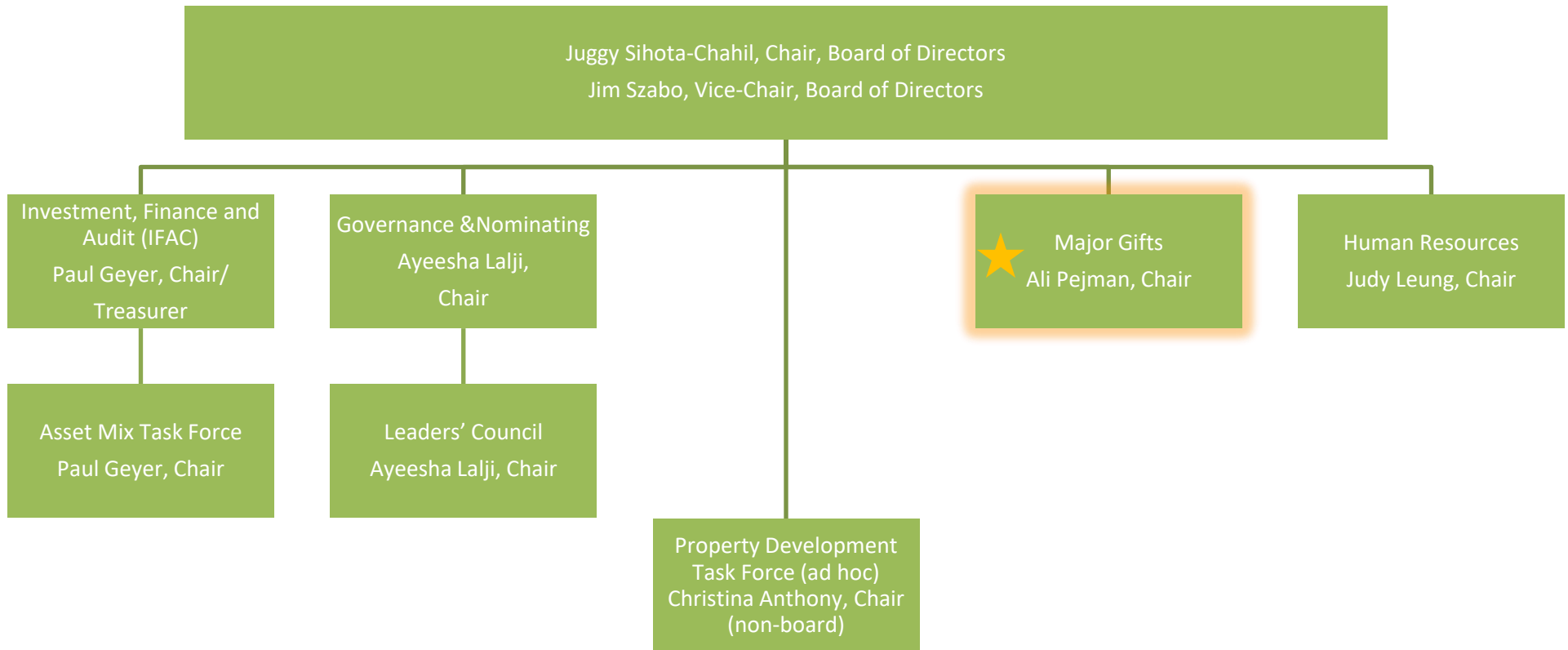
(current structure, currently under review)

Division Org Chart at May 31, 2024



ORGANIZATIONAL CHART – Board of Directors

Board of Directors positions until AGM June 2024



★ *The SVP will have a close working relationship with Major Gifts Committee Chair.*