

**Aurora Health Care Foundation
Vice President Foundation Development
Position Profile**

For more information, please contact:

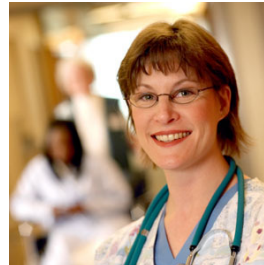
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Organization

At Aurora, we believe that coordinated care is better care. Our patients enjoy a comprehensive array of health care resources and access points depending on their individual needs. From primary and specialty care to hospitals, pharmacies, lab and home care, we've developed a model of care that improves quality, makes care more efficient and affordable, and enhances every patient's health care experience.

At Aurora Health Care, helping people live well is what drives us – it's our purpose and what we do every day. Living well can mean many things; from treatment or cure, to prevention and even end-of-life care. Our purpose is about caring and hope.

We're governed by a community board of directors; business and community leaders who offer their expertise and resources to help guide our work today and prepare us for the future. As an employer, we believe in being a best place to work. By putting our patients at the center of all we do, we encourage our caregivers to stay focused on our top priority and ensure the best environment for those who visit us and those who work here.

Aurora Health Care is an integrated not-for-profit health care provider serving communities throughout eastern Wisconsin and northern Illinois. We are Wisconsin's most comprehensive health care provider and the state's largest private employer. As caregivers, we serve over 2 million patients every year. We're committed to constantly improving clinical and service quality, making care more efficient and affordable, and enhancing every patient's health care experience.

We've always believed that better health care leads to stronger communities. From school-based health to parish nursing, we're an integral part of the communities we serve. We partner with schools and universities to prepare the next generation of health care providers. Aurora supports free clinics and provides year-round community education. We're implementing green technologies to help protect the environment. And we work with other health care leaders and elected officials to improve care and influence meaningful health care reform.

As a commitment to our community, Aurora Health Care has established the Aurora Health Care Foundation. We are seeking a Vice President Foundation Development for the Aurora Health Care Foundation to carry out our mission to build stronger communities.

Position Profile

The Vice President Foundation Development for the Aurora Health Care Foundation provides the strategic direction and oversight of system-wide foundation development which includes the coordination of annual, deferred, major, and planned giving programs. This position oversees related foundation activities necessary to engender community support and charitable giving to help Aurora achieve its mission. The VP Foundation Development reports to the President Aurora Foundation, who in turn reports to the Chief Operations Officer Aurora Health Care. Reporting to this position are various foundation development leadership and staff.

Professional Experience

- Oversees the development and administration of the foundation development program to create a continuing source of financial support. Ensures existing and prospective donors understand Aurora's values and mission and how donors contribute to better patient care and services.
- In collaboration with other foundation executives and the foundation board, develops quarterly, annual and three year foundation development targets, and develops a strategic plan for foundation development initiatives.
- Oversees the development and operations of ongoing programs for annual giving such as direct mail campaigns, memorials, and honorariums in order to broaden the donor base and increase annual giving receipts.
- Oversees the development and operations of the planned giving program which includes charitable gift annuities, charitable remainder trusts, pooled income funds, life insurance trusts, wills and bequests, and other deferred giving. Interfaces with local attorneys to ensure that all planned gift contracts and trusts receive legal review and approval by legal counsel.
- Plans, develops and directs fund-raising capital campaigns in order to help finance organizational and facility growth and expansion. Directs campaign processes including donor lists, solicitation scheduling, donor recognition, and designated giving plans.
- Ensures effective systems are in place to properly record gifts, and ensures a satisfactory rate of pledge collections.
- Collaborates with financial and administrative leadership and key medical staff throughout Aurora in order to understand and communicate the priorities of funding for operational and capital needs.
- Drives the establishment of personal relationships with the network of organizations, companies, and other constituencies interested in developing strategic and tactical partnerships which enhance the Foundation's financial position.
- Collaborates with prospect development to maintain background information on foundations, corporations and individual donor prospects for use in seeking fund-raising opportunities.
- Collaborates with other foundation leadership and staff to explore new and creative marketing strategies that extend the Foundation's support to a broader base. Creates new opportunities for branding and enhancing the image of the Foundation with current and prospective donors view Aurora as worthy of their financial support.
- Accountable for the development, implementation, and monitoring of budgets (expense, assets, production, projects).

- Responsible for taking an active leadership role in a non-profit or community based organizations by providing community service hours or serving in professional organizations. Also encourages team members to participate in these same community activities.
- Performs human resources responsibilities for staff which include interviewing and selection of new employees, promotions, staff development, performance evaluations, and pay adjustments, resolution of employee concerns, disciplinary counseling, terminations, and employee morale.
- Responsible for understanding and adhering to the Aurora Health Care Code of Excellence and for ensuring personal actions, and the actions of employees supervised, comply with the policies, regulations and laws that affect Aurora's business.

Milwaukee, WI

Milwaukee is the largest city in the U.S. state of Wisconsin, the 28th most populous city in the United States, with a population of 594,833. Milwaukee is also the regional center of the seven counties Greater Milwaukee Area, with an estimated population of 2,014,032. Once known almost exclusively as a brewing and manufacturing powerhouse, Milwaukee's image has changed with the decline of industry in the region. In the past decade, major new additions to the city include the Milwaukee Riverwalk, the Frontier Airlines Center, Miller Park, an internationally renowned addition to the Milwaukee Art Museum, and Pier Wisconsin, as well as major renovations to the U.S. Cellular Arena. In addition, many new skyscrapers, condos, lofts and apartments have been constructed in neighborhoods on and near the lakefront and riverbanks.



The largest city in Wisconsin and located on the west shore of Lake Michigan, Milwaukee has a revived downtown area alongside the Milwaukee Art Museum with new skyscrapers, luxury housing, fine dining and upscale nightlife establishments. Milwaukee also hosts the world's largest music festival, Summerfest, and has attractions that display the cultural history of the great city. Marquette University brings in a young crowd to enjoy the city's character and shifts the focus from Hogs and Miller Draft to business enterprises in the Fortune 500.

Milwaukee offers great restaurants, art galleries, museums, theatre, music and all of the pleasures of city life. For more information on what Milwaukee has to offer, please visit

- <http://www.milwaukee.com/>
- http://www.choosemilwaukee.org/living_working.aspx
- <http://www.onmilwaukee.com/>
- <http://urbanmilwaukee.com/>

Aurora Health Care has partnered with Spano Pratt Executive Search to identify the next Vice President Foundation Development for the Aurora Health Care Foundation. For a confidential conversation and to learn more about this opportunity, please contact Jamie Pratt at Spano Pratt Executive Search.

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