

ASPEN • LEADERSHIP • GROUP

VICE PRESIDENT, RESEARCH AND INNOVATION PHILANTHROPY
MEDSTAR HEALTH
Metropolitan Washington, District of Columbia/Baltimore, Maryland
<http://medstarhealth.org>



The Aspen Leadership Group is proud to partner with MedStar Health in the search for a Vice President, Research and Innovation Philanthropy.

The Vice President, Research and Innovation Philanthropy will lead the philanthropy program for research and innovation across MedStar Health and do so in close coordination with the MedStar Health Research Institute (MHRI) and MedStar Innovation Institute (MI2). Because research and innovation occur across MedStar and at virtually all MedStar facilities, this individual will work closely in an integrated fashion with other philanthropy staff across MedStar to potentiate philanthropic efforts that include foundation and government grants, individual gifts, and corporate sponsorships. The Vice President will accurately and professionally represent MHRI and MI2 in person and in written communications; conveying the energy, creativity, and exciting initiatives at MedStar Health that are differentiating the system, demonstrating its national leadership, and inventing the future of healthcare. In addition, the Vice President will have responsibility for venture philanthropy opportunities that will support research and innovation.

Over 30,000 associates and 6,000 affiliated physicians support MedStar's patient-first philosophy of care, compassion, clinical excellence, and customer service. MedStar proudly cares for more than half a million patients each year across Maryland and the Washington, DC region in its hospitals, urgent care and ambulatory care facilities, and physician offices. Its extensive network of providers enables it to offer the highest quality, most advanced care. MedStar Health is committed to its not-for-profit mission and it remains dedicated to reinvesting in the health and wellness of all the communities it serves.

MedStar Health combines the best aspects of academic medicine, research, and innovation with a complete spectrum of clinical services to advance patient care. Its areas of clinical excellence include cardiology and cardiac surgery, orthopaedics, cancer, transplantation, rehabilitation, and emergency and trauma services. As the largest healthcare provider in Maryland and the Washington, DC region, MedStar's ten hospitals, the MedStar Health Research Institute, MedStar Medical Group, and its other programs and services are recognized regionally and nationally for excellence in medical care. Its associates also provide primary care, urgent care, and home health care services in communities and homes across the region. For patients requiring non-acute care, MedStar operates subacute, assisted living, and long-term care services.

Throughout the region, the people of MedStar Health lead with knowledge and compassion. The growing philanthropic support received from grateful patients, families, and community members serves as a powerful validation of the value the organization brings to the good health and well-being of the region. The quality services provided by MedStar Health hospitals and its other healthcare businesses help more than half a million people overcome illness or injury, combat life-threatening diseases, and develop habits that contribute to good health. As the region's healthcare leader, MedStar touches the lives of more patients throughout the Baltimore/Washington area than any other healthcare system.

REPORTING RELATIONSHIPS

The Vice President, Research and Innovation Philanthropy will report to the Vice President and Regional Philanthropy Leader.

PRIMARY RESPONSIBILITIES

The Vice President, Research and Innovation Philanthropy will

- have primary responsibility for the philanthropy program for research and innovation across MedStar Health, including the integration of efforts of the overall philanthropic activities and goals of MedStar Health;
- serve as the leader, working closely with leadership at MHRI, MI2, and across MedStar, and be responsible for identifying, cultivating, soliciting, and stewarding philanthropic investments for support of research and innovation programs and initiatives;
- in collaboration with fellow philanthropy staff, expand and diversify strategies to identify, engage, educate, cultivate, and solicit existing and prospective donors that have an interest in research and innovation;
- collaborate with key stakeholders to identify, build, and manage a pipeline of prospects by cultivating relationships and identifying personal interests through research, personal visits, and other forms of communication;
- participate in the planning of system-wide research and innovation events to cultivate philanthropic investors for support of research and innovation programs and initiatives of MedStar Health, MHRI, and MI2;
- in collaboration with fellow philanthropy staff, educate/train MedStar researchers and innovators in the donor engagement process;
- maintain a personal portfolio of potential philanthropic investors with specific goals, objectives, and moves management plans;
- personally cultivate and solicit six-figure and above philanthropic investments;
- establish strong and collaborative working relationships with other senior staff and volunteers;
- serve as primary staff liaison to the MHRI Board of Directors for philanthropy and staff the MHRI Board philanthropy committee;
- engage board members in high-level philanthropy activities and gift solicitations;
- work with fellow philanthropy staff and communications/marketing staff as well as the MHRI and MI2 communications staff to develop appropriate marketing materials and vehicles to communicate the organization's vision, the cases for support to staff, volunteer leadership, donors, and prospective donors; and
- serve as a public face of the organization and represent MedStar philanthropy at meetings and events, as appropriate.

KEY COLLEAGUES



Bruce A. Bartoo, CFRE

Senior Vice President and Chief Philanthropy Officer

Bruce Bartoo has served since 2009 as chief philanthropy officer for MedStar Health, a regional health system with 10 hospitals in Washington, DC, central and southern Maryland region. Prior to joining MedStar, Bruce was chief philanthropy officer at Mercy Health, a 45 hospital health system based in St. Louis. Previously, he served as executive director of foundations for ProMedica Health System in Ohio and vice president for development at Greater Baltimore Medical Center. He began his career as a political campaign executive and fundraiser, and also has six years of professional fundraising and alumni relations experience in higher education advancement. Mr. Bartoo is a Certified Fund Raising Executive (CFRE), holds a Master of Public Administration degree from Drake University (IA) and a Bachelor of Arts degree in Political Science from Westminster College (PA). He and Lyndsey have been married for 28 years. They have two daughters; Emma is 16 and Sarah is 20.



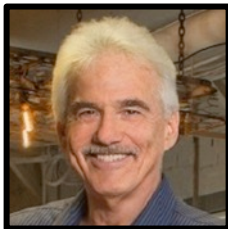
Neil J. Weissman, MD
President, MedStar Health Research Institute

Neil J. Weissman, MD, is president of MedStar Health Research Institute, professor of medicine at Georgetown University School of Medicine, and director of the Cardiovascular Core Laboratories. Dr. Weissman's research interests include valvular heart disease, left ventricular remodeling, and intravascular imaging. His Cardiovascular Core Laboratories have provided services for more than 150 multicenter trials, including multiple studies on the effects of medications on valvular and ventricular function, prosthetic valve assessments, and intracoronary therapies. Additionally, Dr. Weissman has served as the principal investigator for numerous national and international multicenter trials and as the national principal investigator on cardiac safety studies involving more than 7,000 participants. Prior to moving to MedStar Washington Hospital Center, he was the director of the Clinical Echocardiography Laboratory at MedStar Georgetown University Hospital.

Internationally recognized as an expert in cardiac ultrasound, Dr. Weissman has served on several national organizations, as well as editorial boards for various peer-reviewed journals. He is frequently invited to serve as an expert on U.S. Food and Drug Administration advisory panels and National Institutes of Health commissions. He has written hundreds of original reports published in highly regarded journals, including the *New England Journal of Medicine*, *Journal of the American Medical Association*, *Annals of Internal Medicine*, *American Journal of Cardiology*, *Circulation* and the *Journal of the American College of Cardiology*. In addition, he has written review articles, book chapters and a textbook on cardiac imaging.

Dr. Weissman has held leadership positions in several national organizations, including chair of the Imaging Council of the American College of Cardiology (ACC) and chair of the Guidelines and Standards Committee of the American Society of Echocardiography (ASE). In addition, he served on the ASE Board of Directors and Executive committees. Dr. Weissman has been elected by his peers to be the president of ASE for the 2014-2015 term. He is a fellow of ACC, ASE, and the American Heart Association.

Dr. Weissman received his medical degree from Cornell University Medical College in New York. He completed his internship, residency and chief residency in Internal Medicine at New York Hospital. He followed his residency training with a clinical and research fellowship in Cardiology and a fellowship in Cardiac Ultrasound at Massachusetts General Hospital in Boston.



Mark S. Smith, MD
Chief Innovation Officer, MedStar Health
Director, MedStar Institute for Innovation

Mark S. Smith, MD, is Chief Innovation Officer of MedStar Health and the Director of the MedStar Institute for Innovation (MI2). In this role, Dr. Smith leads a system-wide initiative to catalyze and foster innovation at MedStar Health.

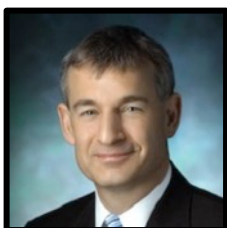
Prior to his appointment as Director of MI2, Dr. Smith served as chair of the department of emergency medicine at MedStar Washington Hospital Center for 14 years and as founding chair of MedStar Emergency Physicians. Dr. Smith is also professor of emergency medicine at the Georgetown University School of Medicine, where he served as academic chair of emergency medicine from 2001-2015. Prior to that, he was chair of emergency medicine at the George Washington University Medical Center for 12 years and the director of its Ronald Reagan Institute of Emergency Medicine.

Dr. Smith received his Bachelor of Arts in mathematics, philosophy, and psychology with highest honors from Swarthmore College and a master's degree in computer science from Stanford University. His medical degree is from Yale University School of Medicine. Dr. Smith completed an internship in medicine at George Washington University Medical Center and a residency in emergency medicine at Georgetown University Hospital. He is board certified in emergency medicine and is a fellow of the American College of Emergency Physicians.

Dr. Smith's interests include digital health, data science, complex systems theory, information visualization, catalyzing sustainable, and self-organizing change that is for the better, and scaling that change within and across large systems.

MI2 includes a technology commercialization capability (MedStar Inventor Services); a center for human factors in healthcare; initiatives in consumer health, mobile health, and telehealth; a platform for training in creativity, design, and influence; and a collaboration program with start-ups in the healthcare space.

Prior to his work at MI2, Dr. Smith was the co-founder of Project ER One, MedStar Washington Hospital Center's initiative to develop the design specifications for an all-risks ready emergency care facility for mass casualty incidents. He is the co-creator of MedStar Health's innovative Azyxxi/Amalga clinical information system, which has been in continuous use at MedStar hospitals for 18 years and is utilized in other hospitals in the United States. He has authored numerous journal articles and two textbooks in the field of emergency medicine; served on federal advisory groups in the fields of cardiac care, disaster response, and innovation; and helped to develop large programs in clinical simulation and human factors in healthcare.



Rollin (Terry) Fairbanks, MD, MS
Director, MedStar Institute for Innovation

Rollin J “Terry” Fairbanks, MD MS FACEP is the Associate Director of the MedStar Institute for Innovation (MI2) where he is responsible for innovation in safety and innovation in learning, with oversight of National Center for Human Factors in Healthcare and MedStar SiTEL, MedStar Health’s learning technology infrastructure. Dr. Fairbanks is Associate Professor of Emergency Medicine at Georgetown University and Adjunct Associate Professor of Industrial Systems Engineering at the University at Buffalo. He practices emergency medicine at the MedStar Washington Hospital Center. Dr. Fairbanks serves on the National Patient Safety Foundation Board of Advisors, Emergency Medicine Patient Safety Foundation Board of Directors, and is a Health Research and Educational Trust (HRET) Senior Fellow, and POLITICO Health IT Advisory Forum. Dr. Fairbanks is a 2008 graduate of the HRET/NPSF Patient Safety Leadership Fellowship and is known for inspiring people to think differently about patient safety. Dr. Fairbanks’ work has been published in more than 100 journal articles, book chapters, and proceedings papers in human factors engineering and medical literature. Dr. Fairbanks flew as a private pilot for ten years, and often relates his experience in aviation safety to his work in healthcare safety.



Jeffrey M.G. Collins, M.H.S.
Administrative Director and Director of External Alliances, MedStar Institute for Innovation

Jeffrey M.G. Collins, M.H.S. is the Administrative Director & Director of External Alliances for the MedStar Institute for Innovation.

Joining in early 2010, Mr. Collins was the first full-time employee of MI2 as its first Project and Operations Manager. In his current capacity, Jeff directs the day-to-day operations of the institute and ensures the execution of the institute’s strategic vision and operational priorities in conjunction with MedStar Health and MI2 leadership. In addition, Jeff oversees MI2’s portfolio of External Alliances, including the Global Healthcare Innovation Alliance with Cleveland Clinic established to benefit patients through collaborative innovation projects and commercialization application, and a unique Founding Partnership with 1776, a global incubator and seed fund that finds promising startups focused on solving the world’s most fundamental challenges and helps engineer their success.

Previously Mr. Collins was a Senior Consultant with Navigant Consulting, Inc.’s Healthcare Provider Performance Improvement Practice working for a highly visible national clientele of hospitals, health systems, and physician groups. Prior to this work, he was engaged on special projects for the Executive Director of The Johns Hopkins University School of Medicine’s faculty practice organization.

Mr. Collins received a Master of Health Science degree in Health Finance and Management from The Johns Hopkins Bloomberg School of Public Health, where he was elected to the Delta Omega National Public Health Honor Society. He earned his Bachelor of Arts from Emory University in Anthropology with a focus on Medical Anthropology and Public Health.



William (Bill) Sheahan, MPA, EMT-P

Corporate Vice President, MedStar Health and Director, MedStar Simulation Training and Education Lab (MedStar SiTEL)

Mr. Sheahan has an unusual passion for developing people and organizations, and is good at facilitating a shared vision and empowering successful teams. He has a track record of professional mentoring and organizational development in public safety, local government, and academic healthcare settings over the past decade.

Mr. Sheahan has been an EMS provider since 1994, and he still finds time to work the occasional paramedic shift. Bill served as the County EMS Director near Rochester for nearly ten years and worked with senior government officials. He grew his program significantly, creating and managing an award-winning, county-operated Advanced Life Support EMS service that continues to thrive today.

During this time Mr. Sheahan also established an EMS simulation-based learning program that was the first of its kind in the region. He later created a simulation center that developed into a regional resource for training EMS and other healthcare providers in the Rochester NY area. His efforts to expand the role of clinical simulation in the Western part of New York State was recognized in 2009 when he was awarded the New York State EMS educator of the year award.



Robert J. Di Vito, JD, CFRE

Vice President and Regional Philanthropy Leader

Mr. Di Vito joined MedStar Health in October 2014. As the vice president & regional philanthropy leader, he has overall responsibility for the operating success and efficiency of philanthropy services across MedStar. He provides executive leadership of the philanthropy programs of three MedStar hospitals and for programs including research & innovations. In addition, he leads the grants, sustained giving, operations, financial and administrative functions.

In March 2011, Mr. Di Vito was named the chief operating officer for the Piedmont Healthcare Foundation. In this role, he was responsible for overall operations and grants administration of philanthropic resources across the Piedmont Healthcare System. He joined Piedmont Healthcare in May 2008 as the grants administrator in the Piedmont Healthcare Research Department. He was promoted to director of Research Contracts and Grants in July 2010 where he was responsible for grants administration and legal and regulatory oversight of all research contracts. Prior to joining Piedmont, Mr. Di Vito was a strategy and change management consultant for Booz Allen Hamilton from 2004 to 2008. He provided management and strategic consultancy services to the federal Centers for Disease Control and Prevention. Prior to Booz Allen Hamilton, he served as the director of DeKalb County Board of Health's HIV clinical and prevention services from 2000 to 2004. At DeKalb, he increased the annual budget from \$850,000 to \$2.3 million, enabling expanded and more comprehensive quality care to over 1,000 patients.

Mr. Di Vito holds a bachelor of business administration from Temple University in Philadelphia and a law degree from Thomas M. Cooley Law School in Lansing, Michigan. He is an Advisory Board Fellow in Healthcare. In addition, he is a certified fund raising executive (CFRE).

CANDIDATE QUALIFICATIONS AND QUALITIES

The ideal candidate for the position of Vice President, Research and Innovation Philanthropy will have

- significant philanthropy investment experience;
- proven track record of working with sophisticated philanthropic investors and high-profile volunteers;
- ability to integrate well with the philanthropy team and motivate staff, colleagues, senior leaders, and board members;
- demonstrated success in raising significant philanthropic support for clinical research programs and/or capital growth of early-stage health technology companies;
- ability to problem solve at the highest level including ability to identify and resolve very complex issues such as the need to develop innovative solutions based on extensive cross-functional knowledge of the entire MedStar organization;

- considerable judgment regarding the interpretation of policies, development of procedures, and selection of appropriate courses of action;
- ability to establish and/or monitor the techniques, policies, and procedures used by those who deliver care and;
- experience managing a number of large and complex work groups.

A bachelor's degree is required for this position. An advanced degree is preferred. The successful candidate will have a minimum of 10 years of fundraising, business development, investment, or venture capital acquisition experience with demonstrated success leading an eight-figure campaign and/or an eight-figure venture. Professional development/certification through AHP, AFP, or CASE is preferred.

SALARY AND BENEFITS

MedStar Health offers a competitive benefits and compensation package.

LOCATION

MedStar Health is based in Columbia, Maryland with entities throughout the Washington, DC and Baltimore, Maryland metropolitan areas. The successful candidate may work from any of these entities as well as remotely within the Washington, DC and Baltimore area.

APPLICATION DEADLINE

Before sending your résumé for this position, please read it over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected.

To nominate a candidate, contact Angelique Grant: angelique@aspenleadershipgroup.com.

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