

Collingwood General & Marine Hospital Foundation

President & CEO

Posted On: January 7, 2025

Closing On: February 13, 2025



Location: Collingwood, ON

Employment Type: fulltime

Level: management

Salary Range: \$170,000 to \$200,000

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President & CEO

Collingwood General & Marine Hospital Foundation

THE OPPORTUNITY

The Collingwood General & Marine Hospital Foundation is seeking a new President & CEO. Jory Pritchard-Kerr will be retiring in June 2025 after 36 years of dedicated and successful leadership of the Foundation. And she's leaving a very solid organization in place for her successor.

This is an exciting time to join the Foundation and the Collingwood community. The government has recently announced funding for a new Hospital, and Foundation staff and volunteers are hard at work on a major campaign to support this important new addition to the community.

Reporting to the Board of Directors through the Chair, the President & CEO will be responsible for the development and implementation of fundraising strategies, action plans and tactics to carry out the vision and mission of the Foundation. The successful candidate will bring significant major gift fundraising experience, including involvement in capital campaign planning and execution. The ideal candidate will also possess a track record of success in leading and mentoring staff, working with, and supporting leadership volunteers, and delivering on fundraising targets.

A hands-on team player with strong leadership and interpersonal skills, the new President & CEO will build on strong, positive relationships with the Hospital and the Foundation Board. Collectively with the Foundation team, the new incumbent will leverage past successes and continue to grow

community support for the new Hospital, for capital improvements, and for equipment purchases of the Hospital.

ABOUT COLLINGWOOD GENERAL & MARINE HOSPITAL

The Collingwood General and Marine Hospital (CGMH) was founded in 1887 as an eight-bed facility in the community of Collingwood, Ontario. Today, the Hospital is an 84-bed facility serving more than 74,000 permanent residents and 3.5 million annual visitors to the communities of South Georgian Bay.

CGMH is an acute care hospital providing emergency care, and diagnostic services including lab, imaging and cardiorespiratory therapy, as well as two inpatient units (medicine and surgery). The Hospital provides care in specialty areas including obstetrics, orthopaedics, intensive care and surgery, as well as outpatient care including dialysis and a wide range of clinics including mental health and rehabilitation services. CGMH continues to provide care close to home for our community and plays a key role as an integrated orthopaedic centre for our region.

The Hospital is also an integral part of the [South Georgian Bay Ontario Health Team](#). By working cooperatively with other healthcare providers, CGMH maximizes efficiencies, reduces costs and ensures that the people in the region are educated about their own health and always have access, within the region, to the health services which they require.

Tomorrow's Hospital – A Home for Health Care Professionals of the Future

The health system in South Georgian Bay is at an inflection point. The population is growing at an unprecedented rate, the needs of the community are evolving, and there is more complexity than ever before. We are very excited that the Ontario Government has announced funding for a new hospital for South Georgian Bay located on the Poplar Side Road in Collingwood.

The new Hospital will quadruple the square footage, health care services will expand for the fast-growing population and bring care closer to home. The new facility will also improve patient safety and privacy, help retain and recruit top healthcare professionals, and build on Collingwood General & Marine Hospital's strength in rural, interprofessional education and training.

Focused on the ongoing and evolving needs of patients and families, the completion of this project will expand surgical, diagnostic, and ambulatory care programs, enabling the growth of regional and local partnerships to best serve patients.

The Hospital is working to complete detailed planning and design for this project. Alongside the provincial approval process, the building plans are moving into a more detailed stage. The goal is to break ground in 2028, with a move-in target of 2033. Meanwhile, the Foundation is hard at work raising money to support the local share for this project.

ABOUT COLLINGWOOD GENERAL & MARINE HOSPITAL FOUNDATION

Outstanding care-for life. The mission of Collingwood General & Marine Hospital Foundation is to inspire the communities of South Georgian Bay to invest in the facilities, equipment, programs and services for the Collingwood General & Marine Hospital. Together and with the generosity of our donors and volunteers, we've grown annual revenues from about \$7 million to more than \$15 million over the past five years.

The Foundation currently has a team of nine staff, led by the President & CEO. Relationships matter, and even more so in small communities. We have built strong, positive relationships with our colleagues at the Hospital, with volunteers and donors, and with people in the communities served by our Hospital. We are proud to live out our Foundation values each and every day: Donor Centered, Integrity, Innovation, Accountable, Grateful.

The Foundation successfully carries out a range of fundraising initiatives each year in order to fund the hospital's most critical needs. Currently, 90% of all the Equipment and Technology at the Hospital is funded through community support. Recently we completed a significant campaign to update all technology in the Diagnostic Imaging Department. Due to the incredible generosity of donors, we were able to raise \$2.1 million for the purchase the new CT scanner and \$5 million to fund the purchase of the region's first-ever MRI machines.

Momentum is building, and the Fundraising Campaign for the new hospital is quietly underway. This exciting new build will give healthcare leaders the space and tools required, and empower them to provide the best patient outcomes for many years to come. Donors are being engaged within the community, with a strong campaign cabinet in place. The current President & CEO will be proud to hand off a well-developed campaign plan and significant fundraising progress already made towards the campaign goal.

ADDITIONAL INFORMATION

[More about the Hospital](#)

[New Hospital Development Project](#)

[Employee Giving Club](#)

[Hospital News](#)

[More about the Foundation](#)

[Foundation Leadership](#)

[Tomorrow's Hospital – The Campaign](#)

[Foundation's Current Needs](#)

[Donor Impact](#)

[Wellness Innovation Fund](#)

[Events](#)

[Fall 2024 Newsletter](#)

[2023 Impact Report](#)

[Foundation News](#)

KEY RESPONSIBILITIES for the new PRESIDENT & CEO

Strategic Leadership & Board Relations:

- Work with the Foundation Chair and the Board on a strategic long-range plan, consistent with the objectives of the Foundation
- In all situations and in consultation with the Foundation Chair, act on the Foundation Board's behalf in the Foundation's best interests
- Execute the decisions of the Board and its established committees in a timely manner, and in accordance with Foundation Bylaws
- With the Foundation Chair, determine and recommend for Board approval the objectives of the Foundation; ensure that operating programs support the Foundation's objectives
- Serve as staff liaison to the Board and the following committees: Administration & Finance, Executive, Nominating, Investment Review, Joint Naming & Gift Acceptance, Wellness & Innovation and Audit
- Work with the Board to establish plans for selection, recruitment and training to be maintained through the Nominating Committee
- Ensure the Board is kept informed of the conditions of the Foundation's programs and activities, and all of the important factors that influence them
- Authorize and execute contracts and commitments in accordance with Foundation Bylaws and policies established by the Board
- Act as Secretary to the Foundation Board of Directors

Fund Development & Donor Relations

- Serve as the Chief Development Officer for the Foundation, actively engaging in relationships with new and existing donors through cultivation, solicitation, and stewardship of their philanthropic support
- Lead the implementation, integration, and evaluation of fundraising programs to effectively and efficiently reach financial goals
- Continuously review and revise fundraising programs for maximum success
- Ensure all fundraising programs and practices adhere to the highest ethical and professional standards

- Continue implementation of a capital campaign supporting the new hospital redevelopment project with a minimum goal of \$100 million goal utilizing a campaign cabinet that is in addition to the Board.
- Strategically plan and implement exemplary donor stewardship programs and timely donor communications
- Represent the Foundation within the community, developing strong relationships with all constituency groups
- Support the team with media-related initiatives that heighten awareness of the Foundation in the community, and participate as appropriate

Team Leadership:

- Lead, manage, coach and evaluate Foundation staff within the framework of the approved Foundation budget and in accordance with established personnel policies
- Ensure that the Foundation is effectively and appropriately staffed and supported
- Establish and communicate individual and team performance expectations and behaviour norms, and monitor and support staff to ensure success
- Guide, mentor, and support team members who are managing staff and/or volunteers, to ensure that positive leadership and diligent management are applied to maximize engagement and results
- Provide and support professional development and training for staff members
- Support leadership volunteers in their involvement in fundraising programs, ensuring appropriate Foundation volunteers are recruited, trained, and motivated to succeed
- Ensure succession plans are in place for key roles in the Foundation and prioritize ongoing professional development

Hospital Relations

- Model and encourage positive relations with the Hospital Board, Administration, and physicians
- Ensure effective, regular two-way communication with Hospital colleagues
- Sit as a member of the Senior Management Team of the Hospital to be aware of the needs and priorities of the Hospital, and to ensure effective and appropriate use of Foundation funding

Operational Oversight

- Consolidate the annual operating plan, budget and financial statements, and recommend them to the Board through the Administration & Finance Committee

- Work with the Hospital team to ensure effective administration of and support for Financial Management, Human Resources, Physical Space, and Information Technology
- Ensure that all funds, physical assets, and other property of the Foundation are properly safeguarded and administered
- Approve performance standards for operations and ensure that corrective action is taken when deviation from standards occurs
- Ensure appropriate compensation structures are developed and maintained for the Foundation
- Maintain compliance with all Health & Safety regulations

QUALIFICATIONS & COMPETENCIES

- Professional experience leading fundraising programs, staff, and volunteers, including demonstrated success in major gift fundraising
- Previous involvement in major philanthropic campaign planning and execution
- A strong understanding of the role of a Board in the governance of a charity, and previous experience working with and supporting a Board of Directors and/or Volunteer Committees
- Progressive senior management experience at a charitable organization, including previous experience effectively leading and managing staff and volunteers
- A proven track record of leading teams to successful outcomes
- Exceptional interpersonal skills and the ability to develop and maintain effective, authentic relationships with donors, volunteers, internal and external partners, and community
- Excellent verbal and written communication skills
- Solid analytical skills and good judgement, resulting in the ability to make sound decisions
- Strong commitment to ethical fundraising and management practices
- CFRE certification is an asset

APPLICATION PROCESS & DEADLINE

KCI Search + Talent has been retained to conduct this search on behalf of Collingwood General & Marine Hospital Foundation. Candidates who are interested in this exciting leadership opportunity are invited to contact Tara George, Executive Consultant or Ellie Rusonik, Senior Vice President at KCI Search + Talent via email at CGMHF@kcitalent.com

To view full position brief, please visit www.kcitalent.com

All inquiries and applications will be held in strict confidence. To put your name forward for this opportunity, please send a resume and letter of interest to the email address listed above no later than February 13, 2025.

The target hiring range for this position is between \$170,000 to \$200,000 commensurate with experience, plus a potential annual bonus dependent on individual and team performance against mutually predetermined objectives. Comprehensive benefits are provided, including the Hospitals of Ontario Pension Plan (HOOPP).

Collingwood General and Marine Hospital Foundation is an equal-opportunity employer committed to an inclusive, barrier-free recruitment and selection process. We respect, encourage, and celebrate diversity. We are committed to providing accommodations throughout the recruitment process. If you require accommodation, please notify Tara George and we will work with you to meet your needs.