



Prevention. Care. Recovery.

Vice President of Development

Mind Springs Health

Grand Junction, CO

<http://www.MindSpringsHealth.org>

Send Nominations or Cover Letter and Resume to:

Libby Roberts

Vice President

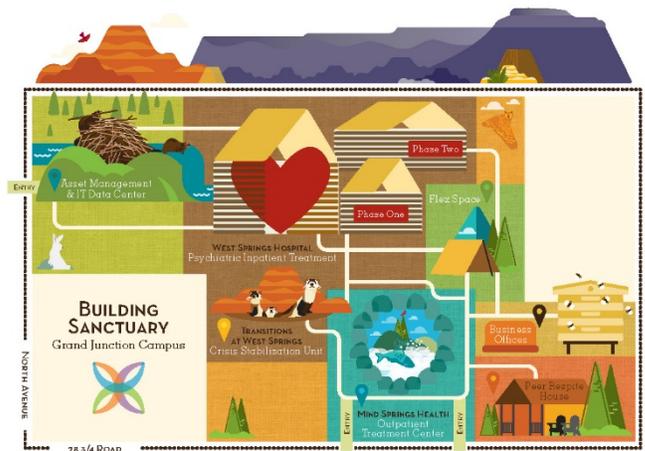
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LOIS L. LINDAUER SEARCHES is proud to partner with Mind Springs Health in its search for the position of Vice President of Development.

Started over 40 years ago in response to overwhelming suicide and substance abuse rates in western Colorado, the private, not-for-profit 501(c) 3 corporation once known as Colorado West has been clinically, operationally and fiscally transformed into Mind Springs Health, a leading provider of behavioral health excellence and the only Colorado organization to provide a full continuum of mental health support in the state. Mind Springs Health's operating budget is dependent upon revenue from client fees and insurance, federal, state and local contracts, foundation and corporate grants, and the generosity of individuals.

Providing prevention, early intervention, substance abuse, and 24/7 mobile crisis response programs, Mind Springs Health operates outpatient therapy offices in a wide range of western Colorado rural & resort markets (Aspen, Craig, Eagle, Frisco, Glenwood Springs, Granby, Meeker, Rangely, Rifle, Steamboat Springs, Vail & Walden) and semi-urban Grand Junction, where its inpatient hospital is also located. West Springs Hospital is the only psychiatric hospital between Denver and Salt Lake City. Although based in Grand Junction, it serves the entire state as well as surrounding areas in Wyoming and Utah. Its 32 beds are usually full, with double-digit waiting lists for admission.



2005 was a landmark year for the organization, as its TelePsych network (providing HIPAA-secure therapy over video lines) expanded to reach its entire ten-county area, and the psychiatric hospital opened its doors in reaction to the closure of psychiatric units in Grand Junction, Montrose and Durango acute care hospitals.

Mind Springs Health prides itself on responding to the needs of its clients, communities and the state by truly living the mission of providing accessible, high-quality, professional mental health care and substance abuse services. With Colorado currently offering 40% fewer psychiatric beds per 100,000 residents than the national average, Mind Springs Health has developed a well-researched and thought out plan to ameliorate the lack of available psychiatric beds. Thus, the *Building Sanctuary* campaign is currently in the silent phase to raise funding to expand and enhance West Spring Hospital's services to allow even more people to recover. The Hospital is currently in the design phase of a \$34-\$40 million plan for that expansion. The fundraising goal for *Building Sanctuary* is \$10,000,000+. To date, 20% has already been secured. Once two-thirds of the campaign goal has been reached, construction can start and the public phase of the campaign will be kicked off.

The Opportunity



Potential. Potential. Huge Potential.

Prior to 2012 the organization engaged in no real development-focused activity. And while there have been recent heroic efforts and many successes, the Development Office is best described as a start-up. If you are eager to make a difference and build a program, and are willing to be an advocate for improving the delivery of and access to mental health care, this opportunity is for you. Although 1 in every 4 people experience a mental health crisis, the subject of mental illness is one of America's quiet conversations due to its stigma. This makes engaging potential donors different than for many physical health diseases. Think back to the days not so long ago when Americans did not say the words "cancer" or "HIV/AIDS." Families touched by these diseases spoke of it in hushed tones. Mental health and mental illness are now at a point where enormous strides are being made to bring it into focus and rally individuals, communities & businesses around the critical importance of good mental health care. Now is the time to bring together philanthropists who can help change the odds of those who suffer from this disease and the stigma associated with it.

The ingredients for development success are all here. Compelling mission. Dynamic and visionary leadership. Highly competent, dedicated and fun-loving colleagues. They need you and the many skills you will bring to create a program that speaks to individuals, family foundations, and others who are just beginning to understand what is happening at Mind Springs Health and recognize that it is the model for how Americans should think about addressing this disease. One of Mind Springs Health's goals is to become the "Mayo Clinic" of mental health.

Sharon Raggio, President and CEO, is a fearless and inspired fundraiser and will be a full partner with you in engaging philanthropists. She will be the first to tell you that dramatic fundraising success is near. She sees creative pathways and innovative high-level connections, as evinced by her architecting the organization's transformation from near bankruptcy and non-compliance into being named the state's Top Health Care company for 2015 (28th Annual Colorado Biz Awards). Rainmaker is indeed an accurate description. Mind Springs Health exists thanks to her energy, powerful vision and bold advocacy. True to her leadership style, she takes every opportunity to publicly share credit with her extraordinary and devoted staff and colleagues.

Position Overview – Director of Development

The position of Vice President for Development reports to directly to President and CEO Sharon Raggio, working closely with senior management to provide leadership and direction for its comprehensive fundraising program. This leader will support the vision and mission of Mind Springs Health, promoting its many strengths and case for support among key constituencies, broadening its base of annual and major donors, while nurturing relationships and providing outstanding stewardship for current donors.

The position requires an energetic, goal-oriented and hands-on leader with an entrepreneurial spirit, proven strategic skills, a track record of cultivating and securing major gifts, and demonstrated success in building alliances and forging relationships at many levels within an emerging and complex environment. S/he must provide strong leadership for the development program, inspiring confidence and support from staff and individuals across diverse communities, being politically savvy and very passionate about the mission of Mind Springs Health. This person will be a highly visible leader, closely interfacing with board members & attending all board meetings as well as appropriate events across the Western Slope.

Principal Accountabilities:

- Develop and implement fundraising goals as agreed upon in strategic planning with the President and CEO. Current projections are to develop a strategic development program to dramatically increase philanthropic revenue as well as spearhead the \$10,000,000 *Building Sanctuary* fundraising campaign.
- Position is a strategic member of the Corporate Management Team. Must demonstrate qualities consistent with Mind Springs, Inc.'s engaged leadership philosophy.
- Demonstrate collegial relationships with other members of the leadership team and provide collaborative leadership skills for Mind Springs, Inc.
- Work with senior leadership and other development colleagues to facilitate opportunities with donor prospects for annual giving, major gifts, planned giving, events and special projects.

- Work with senior leadership to identify and engage volunteer leaders who will add value to Mind Springs Health's fundraising efforts and long-term philanthropic goals.
- Collaborate effectively with the Vice President of Marketing to ensure seamless messaging to the community of donors and friends. Coordinate public relations/communication materials to enhance Mind Springs Health's image and fundraising program.
- Build the major gifts program to achieve ongoing growth in both outright gifts and future commitments of support. This includes developing both long-term solicitation strategies and an effective stewardship effort to maintain support from existing donors.
- Conduct research of public and private grant agencies, foundations, and individuals to identify potential funding sources.
- Oversee staff grant writer and grant processes for funds from private foundation, corporations and government agencies. Work with Program Directors to provide direction and final proof prior to submission.
- Provide leadership, direction, and mentoring to staff, ensuring their achievement of goals related to annual fundraising and larger development program. Recruit, supervise, and assist development staff and volunteers through coaching, goal setting, staff development, and fostering a collegial work environment.
- Assess and enhance systems for managing all aspects of the development program, including communications, direct mail, online giving, prospect research and rating, donor cultivation, solicitations, gift processing, acknowledgements, and ongoing donor recognition and stewardship.
- Develop innovative approaches and ideas, and present them in a manner that gets attention.

Knowledge, Skill & Abilities:

- Must have a thorough commitment to the importance of mental health in individual & community relations.
- A minimum of seven+ years in development, including a comprehensive knowledge of philanthropy principles, fundraising programs, charitable gift planning, research, and major gift strategies, with evidence of progressive success and responsibilities.
- Experience managing people with abilities to lead, train, mentor and coach.
- Experience in goal setting, strategic planning, and implementation.
- A track record of successful planning and meeting fundraising objectives, managing prospects/donors, securing major gifts, managing individual giving efforts, evaluating results, and developing corrective strategies as needed; a working knowledge of planned giving.
- Ability to provide leadership both independently and as a member of management teams in decision making, implementation, and quality compliance.
- Excellent communication and presentation skills; ability to communicate a compelling and inspired vision, and a sense of core purpose to diverse groups. Ability to speak clearly and persuasively in positive or negative situations.
- Interpersonal and communication skills to develop and maintain effective working relationships with all internal and external customers.
- Ability to organize and prioritize workload in a sometimes hectic environment with frequent interruptions.

- Solid financial and budgeting skills.
- Strong organizational and motivational skills; volunteer management experience.
- Close familiarity with development software. Confidence in ability to learn new software as necessary.
- Experience with health care/medical field helpful, but not required.
- Bachelor's degree is required; Master's degree is preferred.

Benefits:

Click [here](#) for an overview of benefits.

Client Overview

Leadership:



***Sharon Raggio, LMFT, LPC, MBA
President and CEO***

Sharon's vision, energy and passion for mental health care have been the motivating factors in Mind Springs Health's dramatic across-the-board improvements since she joined what was then known as Colorado West in March 2008. Under Sharon's leadership, quality of services has dramatically improved, processes have been streamlined and staff training, education and credentials increased. Mind Springs Health has successfully introduced and maintained an "Access and Engagement" program that has brought Same Day Appointments to clients and accolades to the company for superlative results in treatment effectiveness and completion rates.

Prior to joining Mind Springs Health, Sharon served as COO at Pikes Peak Behavioral Health Group. She holds a license as a Professional Counselor as well as a Marriage and Family Therapist and has a Master's in Business Administration.

Joining Sharon in leadership roles are Jules Rosen, MD Chief Medical Officer, Scott Miller, CFO, Michelle Hoy, EVP overseeing the mental health center Mind Springs Health, and Kim Boe, EVP overseeing the psychiatric hospital, West Springs Hospital. Several other VPs and senior leaders also are a part of the management team and this dynamic group of people work well together and know how to make things happen!

Model of Mental Health Care:

Every day it seems like there is more and more trauma in the world. Colorado has experienced floods, wildfires, droughts and violent acts against innocent citizens. The need for mental health services is greater than ever. And as a society, we are beginning to break through the stigma to acknowledge the importance, prevalence, and impact of mental health challenges and crises to happy and healthy communities. Statistics say that either you or someone close to you has most likely experienced the impact trauma and mental illness has on individuals, families and a peaceful, productive society.



It is Mind Springs Health's mission to provide access to quality mental health and substance abuse services, enhancing recovery and resilience in individuals, families and communities. It has a dedicated and diverse team of mental health providers - from its psychiatric medical team to therapists, addiction specialists and peers - with a trauma-informed approach to facilitate healing and recovery. While most rural counties struggle to attract and retain psychiatric providers, Mind Springs Health has a 61 person-strong medical team.

Mind Springs Health is here to help for emotional disorders, substance abuse or behavioral problems. Its team understands that anyone can experience these issues at some point during their lives, and it addresses them, without judgment, as the health issues they are. Last fiscal year, over 21,000 people were treated. Over the past few years Mind Springs Health has often been rated tops in the state in reducing patients' symptom severity by Colorado's state mental health monthly reporting system.

While there are no quick cures, the good news is that there are effective treatments and recoveries. Mind Springs Health treats the full spectrum of issues, from mild to severe, all with care, compassion and genuine desire for a full recovery. Depending on the severity of the symptoms, treatment may range from TeleHealth sessions or local



therapist visits, to admission to West Springs Hospital for full-time treatment in a secure, healing environment.

Mind Springs Health often partners with the medical community to provide an integrated care package for both physical and mental well-being.

Mind Springs Health and West Springs Hospital play a critical role in the health care of Colorado. Its client and patient base includes a wide diversity of income and insurance status. As a primary mental health provider, it continuously works to enhance the accessibility and affordability of this care for all. Its practices are rigorously designed to control costs by reducing unnecessary expenses while featuring treatment

that is based on value not volume. Together with local partners it is refining a model of mental health care that works for the entire community.

Over the years, utilizing evidence-based research, the organization has learned a great deal about more effective prevention, care and recovery. Mind Springs Health has ranked #1 in the state of Colorado for the last two years in successfully reducing symptom severity.

Today it continues to innovate its practice. As an industry leader, the organization is pleased to share its advances, both clinically and operationally, with fellow healthcare professionals.

To learn more, please visit www.MindSpringsHealth.org or click on the following links:

[Organizational Expertise](#)

[Thought Leadership](#)

[Pilot Programs](#)

[Integrated Care](#)

[Links](#)

West Springs Hospital

West Springs Hospital, located in Mesa County, is a leading psychiatric hospital in Colorado, recognized for its skill in treatment and compassionate, professional staff. With a reputation for successful stabilization of symptoms and positive outcomes, its team treats patients of all ages from across the state and neighboring ones. As the only psychiatric hospital between Denver and Salt Lake City, West Springs Hospital understands the need for more psychiatric beds on a daily basis. Nationally, the average is fourteen beds for every 100,000 people. Colorado averages ten beds per 100,000; on the Western Slope, it is six.



West Springs Hospital's goal is to build stability in individuals as soon as possible through a comprehensive, personalized, cost-effective treatment plan for support and services on an outpatient basis. Its guiding principles are to treat all with respect, manners, kindness and professionalism.

Mind Springs Health's Outpatient Locations

- Aspen
- Craig
- Eagle
- Frisco
- Glenwood Springs
- Granby
- Grand Junction
- Meeker
- Rangely
- Rifle
- Steamboat Springs
- Vail
- Walden/Jackson County



To Apply:

Prior to submitting your resume for this position, please read it over for accuracy. LLLS does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.

To learn more, call
Libby Roberts, Vice President
617-262-1102, extension 225
or send nominations or cover letter and resume to
LRoberts@LLLSearches.com.
All inquiries will be held in confidence.



Setting the Standard in Development Search

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