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 315-464-7853 (Business)

PROFESSIONAL OBJECTIVE:

To obtain a senior level position within a university, family foundation or corporate office, focusing on philanthropy in support of the owner's mission.

EXPERIENCE:

Vice President for Development 1996-Present

Upstate Medical University, Syracuse, NY

General Description: Oversee the activities of the Upstate Foundation, the Foundation's \$180.6 million asset base and our 41 member Board of Directors. Also responsible for overseeing the University's Health Professions and Nursing Alumni relations endeavors and the Foundation's communications function. And generally responsible for organizing and implementing a comprehensive development plan focusing on annual major gifts and endowment campaigns, corporate and foundation giving, planned giving, named giving, donor relations, grateful patient and family programs, fund development and special events.

Key Accomplishments:

Growth Highlights						
	1995	2000	2005	2017	12 year growth	22 year growth
Asset Growth in millions	\$15.29	\$23.80	\$40.90	\$180.30	341%	1079%
Annual Contribution in millions	\$2.78	\$4.02	\$9.42	\$16.01	70%	476%
Board Membership Presidents, CEOs, Senior Level Execs	7	11	15	17	13%	143%
Number of Endowment Funds	51	80	101	280	177%	449%
Number of Restricted Funds	222	268	346	652	88%	194%
Size of our data base		49,554	67,539	117,191	74%	
Number of donors per year	3,134	5,043	8,591	10,670	24%	240%
Number of major Gifts, \$5,000 and up	94	158	287	206	-28%	119%

2017 Awards Scholarships and Grants, ROI against Upstate Medical University Investment

Contributions	Awards for Upstate	SUNY GIK	ROI
16.01M	8.4M	320K	\$26.60:\$1

Key Accomplishments (cont'd):

- Conducted successful Children's Hospital Campaign, feasibility study said we could raise \$15 million, Foundation surpassed goal and raised \$21.9 million.
- Conducted successful Upstate Cancer Center Campaign, feasibility study said we could raise \$5 million, Foundation surpassed goal and raised \$17.1 million.
- Designed and implemented first ever Annual Fund for University Hospital.
- Developed and implemented first ever Grateful Patient and Family Program.
- Developed Planned Giving Program and established the Upstate Legacy Society, honoring individuals naming Upstate in their will.
- Established first ever collections policy and program implementation.
- Updated and implemented donor acknowledgement program.
- Increased in-kind support from area businesses and enhanced volunteer recognition programs.
- Designed and implemented first ever Recruitment and Retention Program (R&R) at the Foundation. Average rate of retention for the staff at the Foundation is 9.5 years. Specifically, development officers have remained with the Foundation for five years. These statistics are two to three times higher than national retention rates.
- The Upstate Foundation received Upstate Medical University's Team of the Year Award in both 2004 and 2014.
- Mr. Golisano's \$6 million gift to the Children's Hospital Campaign is the second largest philanthropic gift in the history of Upstate and is also one of the top 5-10 gifts made to SUNY.
- Mr. and Mrs. Nappi's \$8 million gift to name the Nappi Longevity Institute is the largest philanthropic gift in the history of Upstate and is also one of the top 5-10 gifts made to SUNY (2017).
- Foundation consistently ranks within the top five fundraisers in the Annual SUNY Fundraising Report.
- SUNY development placement in research ranked fourth place overall in the Annual SUNY Fundraising Report.
- Ms. Pezzi was named as the area's top development professional and one of the region's philanthropic heroes for 2016 by the Association of Fundraising Professionals (AFP)-Central New York Chapter.
- The Foundation's endowment investment returns consistently exceed the average and median annual returns of more than 800 college and university endowments and affiliated foundations in each of the last seven years as reported in the NACUBO (National Association of College and University Business Officers)-Common Fund study of endowments.
- Successfully negotiated the procurement and transition of the of the CMNH Southern Tier New York fundraising market (Broome, Delaware, Tioga and Chenango Counties) from Geisinger to the Upstate Foundation (2017).

Member of the Jim and Juli Boeheim Foundation Board of Directors, the American Association of Academic Medical Centers (AAMC), Council for the Advancement and Support of Education (CASE), 2003 CASE, Circle of Excellence Award and Association of Health Professionals (AHP).

PUBLICATION'S SUPPORTED BY THE UPSTATE FOUNDATION:

Sager RA, Woodford MR, Neckers L, Mollapour M. Detecting Posttranslational Modifications of Hsp90. *Methods in Molecular Biology*, 1709:209-219, 2018.

Cortes S, Baker-Williams A, Mollapour M, Bourboulia D. Detection and Analysis of Extracellular Hsp90 (eHsp90). *Methods in Molecular Biology*, 1709:321-329, 2018.

Sager, Rebecca A.; Woodford, Mark R.; Shapiro, Oleg; Mollapour, Mehdi; Bratslavsky, Gennady. Sporadic renal angiomyolipoma in a patient with Birt-Hogg-Dubé: chaperones in pathogenesis. *Oncotarget*, 9(31), 22220-22229, 2018.

Xu, Yunze; Huang, Yiran. MP88-12 Circular RNA profile identifies cric-foxm1 as a metastatic factor and prognostic marker in clear cell renal cell carcinoma. *The Journal of Urology*, 199(4), e1202, 2018.

Motoshima, Takanobu; Satou, Yorifumi; Miyazato, Paola; Hasumi, Hisashi; Huang, Ying; Kadomatsu, Tsuyoshi; Yao, Masahiro; Nagashima, Yoji; Furuya, Mitsuko; Oike, Yuchi; Schmidt, Laura S; Kamba, Tomomi; Linehan, W Marston; Baba, Masaya. PD46-10 Characterization of chimeric TFE3 transcription factors found in XP11.2 translocation renal cell carcinoma. *The Journal of Urology*, 199(4), e895, 2018.

Woodford, Mark; Sager, Rebecca; Blanden, Adam; Loh, Stewart; Gutmann, David; Shapiro, Oleg; Bourboulia, Dimitra; Wong, Michael; Bratslavsky, Gennady; Mollapour, Mehdi. MP88-13 Tumor suppressor TSC1 is a new HSP90 co-chaperone that facilitates folding of kinase and non-kinase clients. *The Journal of Urology*, 199(4), e1202, 2018.

Dushukyan, Natela; Daneshvar, Michael; Sager, Rebecca; Woodford, Mark; Baker-Williams, Alexander; Chisholm, John; Loiselle, David; Truman, Andrew; Haystead, Timothy; Shapiro, Oleg; Bourboulia, Dimitra; Bratslavsky, Gennady; Mollapour, Mehdi. PD46-11 Phosphorylation and ubiquitination regulate protein phosphatase-5 activity and its prosurvival role in kidney cancer. *The Journal of Urology*, 199(4), e895, 2018.

Yan, Libin; Li, Heng; Zhang, Yucong; Xu, hua; Ye, Zhangqun. PD46-12 SETD2 Mediated loss of MIR-10B determines map4K4 activation in renal cell carcinoma. *The Journal of Urology*, 199(4), e895-e896, 2018.

Numakura, Kazuyuki; Novac, Jesse; Pignon, Jean-Christophe; Choueiri, Toni; Signoretti, Sabina. MP88-14 Cancer stem cell feature can induce resistance to MTOR inhibitors via the notch pathway in renal cell carcinomas. *The Journal of Urology*, 199(4), e1202-e1203, 2018.

Tang, Kun; Zhou, Hui; Liu, Haoran; Ye, Tao; Xu, Hua; Ye, Zhangqun. MP88-11 Crosstalk between MIR-124 and MEG3 regulates cell proliferation and metastasis of renal cell carcinoma. *The Journal of Urology*, 199(4), e1201-e1202, 2018.

Luo, Shuhong; Botash, Ann S. Designing and Developing a Mobile App for Clinical Decision Support: An Interprofessional Collaboration, *CIN Computers Informatics Nursing*, 36(10), 467, 2018.

Sager, Rebecca A.; Woodford, Mark R.; Mollapour, Mehdi. The mTOR Independent Function of Tsc1 and FNIPs. *Trends in Biochemical Sciences*, 2018.

Sánchez-Pozo, Javier; Baker-Williams, Alexander J.; Woodford, Mark R.; Bullard, Renee; Wei, Beiyang; Mollapour, Mehdi; Stetler-Stevenson, William G.; Bratslavsky, Gennady; Bourboulia, Dimitra. Extracellular Phosphorylation of TIMP-2 by Secreted c-Src Tyrosine Kinase Controls MMP-2 Activity. *iScience*, 1, 87-96, 2018.

Woodford, Mark R; Sager, Rebecca A; Marris, Elijah; Dunn, Diana M; Blanden, Adam R; Murphy, Ryan L; Rensing, Nicholas; Shapiro, Oleg; Panaretou, Barry; Prodromou, Chrisostomos; Loh, Stewart N; Gutmann, David H; Bourboulia, Dimitra; Bratslavsky, Gennady; Wong, Michael; Mollapour, Mehdi. Tumor suppressor Tsc1 is a new Hsp90 co-chaperone that facilitates folding of kinase and non-kinase clients. *The EMBO Journal*, 36(24), 3650-3665, 2017

Jain, Sumeet V.; Kollisch-Singule, Michaela; Satalin, Joshua; Searles, Quinn; Dombert, Luke; Abdel-Razek, Osama; Yepuri, Natesh; Leonard, Antony; Gruessner, Angelika; Andrews, Penny; Fazal, Fabeha; Meng, Qinghe; Wang, Guirong; Gatto, Louis A.; Habashi, Nader M.; Nieman, Gary F. The role of high airway pressure and dynamic strain on ventilator-induced lung injury in a heterogeneous acute lung injury model. *Intensive Care Medicine Experimental*, 5(1), 25, 2017.

Kotula, Leszek, Kittur, Dilip, Seth, Rahul. The Role of WAVE Complex Alterations in Pancreatic Cancer Progression. *The Faculty Commons*, 2016.

Nieman, Gary F.; Satalin, Joshua; Andrews, Penny; Habashi, Nader M.; Gatto, Louis A. Lung stress, strain, and energy load: engineering concepts to understand the mechanism of ventilator-induced lung injury (VILI). *Intensive Care Medicine Experimental* DOI 10.1186/s40635-016-0090-5, 2016.

Nieman, G.F., Satalin, J., Andrews, P. et al. Lung stress, strain, and energy load: engineering concepts to understand the mechanism of ventilator-induced lung injury (VILI). *Intensive Care Medicine Experimental*, ICMx 4:16, 2016.

Woodford, Mark R.; Dunn, Diana M.; Blanden, Adam R.; Capriotti, Dante; Loiselle, David; Prodromou, Chrisostomos; Panaretou, Barry; Hughes, Philip F.; Smith, Aaron; Ackerman, Wendi; Haystead, Timothy A.; Loh, Stewart N.; Bourboulia, Dimitra; Schmidt, Laura S.; Linehan, W. Marston; Bratslavsky, Gennady; Mollapour, Mehdi. The FNIP co-chaperones decelerate the Hsp90 chaperone cycle and enhance drug binding. *Nature Communications*, 7, 12037, 2016.

Mark R. Woodford, Andrew W. Truman, Diana M. Dunn, Sandra M. Jensen, Richard Cotran, Renee Bullard, Mourad Abouelleil, Kristin Beebe, Donald Wolfgeher, Sara Wierzbicki, Dawn E. Post, Tiffany Caza, Shinji Tsutsumi, Barry Panaretou, Stephen J. Kron, Jane B. Trepel, Steve Landas, Chrisostomos Prodromou, Mehdi Mollapour, Dimitra Bourboulia, Gennady Bratslavsky. Mps1 Mediated Phosphorylation of Hsp90 Confers Renal Cell Carcinoma Sensitivity and Selectivity to Hsp90 Inhibitors. *Cell Reports*, V14, Issue 4, Pages 872-884, 2016.

Jasmeen Oberoia, Diana M. Dunn, Mark Woodford, Laura Mariottia, Jacquelyn Schulman, Dimitra Bourboulia, Mehdi Mollapour, Cara Vaughana. Structural and functional basis of protein phosphatase 5 substrate specificity. *Proceedings of the National Academy of Sciences*, 113 (32) 9009-9014, 2016.

Chehab, M., Caza, T., Skotnicki, K., Landas, S., Bratslavsky, G., Mollapour, M., and Bourboulia, D. Targeting Hsp90 in urothelial carcinoma. *Oncotarget* 6, 8454-8473, 2015.

Dunn, D.M., Woodford, M.R., Truman, A.W., Jensen, S.M., Schulman, J., Caza, T., Remillard, T.C., Loiselle, D., Wolfgeher, D., Blagg, B.S., et al. c-Abl Mediated Tyrosine Phosphorylation of Aha1 Activates Its Co-chaperone Function in Cancer Cells. *Cell Reports* 12, 1006-1018, 2015.

Romeiser, Logan L. Effects of sensory level electrical stimulation on muscle cross-sectional area, strength and metabolite production in children with cerebral palsy. *Physiotherapy*, 101, e1294-e1295, 2015.

Ronzio, O.A.; Villa, C.A. Analgesic effects of monophasic and biphasic tens with two different phase durations on cold-induced pain in normal subjects. *Physiotherapy*, 101, e1295-e1296, 2015.

Wolfgeher, D., Dunn, D.M., Woodford, M.R., Bourboulia, D., Bratslavsky, G., Mollapour, M., Kron, S.J., and Truman, A.W. The dynamic interactome of human Aha1 upon Y223 phosphorylation. *Data in Brief* 5, 752-755, 2015.

Mollapour, M., Bourboulia, D., Beebe, K., Woodford, M.R., Polier, S., Hoang, A., Chelluri, R., Li, Y., Guo, A., Lee, M.J., et al. Asymmetric Hsp90 N Domain SUMOylation Recruits Aha1 and ATP-Competitive Inhibitors. *Molecular Cell* 53, 317-329, 2014.

Woodford, M.R., Madala, A., Schulman, J., Nsouli, T. and Mollapour, M. Efficacy of the Hsp90 Inhibitors in Prostate Cancer Therapy. *J Urol Nephrol* 1, 1-9, 2014.

Stonecash, Jeffrey M. "Split" Constituencies and the Impact of Party Control. *Social Science History*, 16(3), 455-477, 1992.

RESEARCH FUNDING SUPPORTED BY THE UPSTATE FOUNDATION:

Mollapour (PI). Carol M Baldwin Breast Cancer Fund of Central New York. Role of PP5 phosphatase in tamoxifen resistance in breast cancer. Our goal is to determine the contribution of CK1 \square -PP5 signaling axis towards tamoxifen-resistant breast cancer. 2015–2017.

Mollapour, Mehdi (PI). Upstate Foundation. Protein phosphatase-5 (PP5) is important in maintaining the activity of signaling pathways important in in different cancers. PP5 is hyperphosphorylated/hyperactive in castration-resistant prostate cancer and estrogen positive breast cancer. The goal of this project is to determine the molecular regulation of PP5 these two types of cancer. 2015–2016.

Oest ME (PI), Damron TA. Carol M. Baldwin Breast Cancer Research Fund (\$50,000), "XXX" 2014-2016.

Damron TA (PI), Oest M, Margulies B. Jim and Juli Boeheim Foundation (\$100,000). "Pediatric Sarcoma Research" 2014-2019.

Mann KA (PI), Damron TA. Carol M. Baldwin Breast Cancer Research Fund (\$50,000). "Translating to Clinical Practice: CT-Based Fracture Risk Assessment in Metastatic Breast Cancer Lesions" 2012-2014

Damron TA (PI), Bachiashvili K. Golisano Children's Hospital/Children's Miracle Network Grant (\$8,000). "Evaluation of Hedgehog Inhibitors on Alveolar Rhabdomyosarcoma" 2011-2014.

Mann KA (PI), Damron TA. Carol M. Baldwin Breast Cancer Research Fund (\$50,000). "Rapid prediction of bone fracture risk in metastatic breast cancer lesions" 2009-2011.

Damron TA (PI). SUNY Upstate Medical University Bridge Funding (\$50,000). "Radiotherapy Effects on Normal Bone" 2009.

Damron TA (PI), Spadaro JA, Mann KA. Carol M. Baldwin Breast Cancer Research Fund (\$50,000). "How Do the Combination of Radiation and Surgical Intervention for Metastatic Breast Cancer Affect Local Bone Health?" 2008- 2010.

Mann K (PI), Allen MJ, Damron TA. Carol M. Baldwin Breast Cancer Research Fund (\$50,000). "Direct Measurement of Fracture Risk in an Animal Model." 2007.

Damron TA (PI). Joseph C. Georg Fund of the Central New York Community Foundation (\$23,300). "Longitudinal Study of Bone Mineral Density in Adult Survivors of Solid Pediatric Cancers" 2005.

Wang Y (PI), Damron TA. Children's Miracle Network (\$10,586). "The Role of Connective Tissue Growth Factor Signaling in Metastases of Osteosarcoma" 2005.

Allen MJ (PI), Damron TA. Carol M. Baldwin Breast Cancer Research Fund (\$50,000). "Bioluminescent Imaging of Breast Cancer In Vivo" 2004.

Kort KC (PI), Lemke S, Nieman G, Gatto L, Landas S, Damron TA. Carol M. Baldwin Breast Cancer Research Fund (\$50,000). "COL-3 and Letrozole as Combined Therapy for Breast Cancer" 2003

Allen MJ (PI), Damron TA. Children's Miracle Network (\$11,250). "Safety and Efficacy of Amifostine Radioprotection in a Murine Model of Ewing's Sarcoma" 2003.

Allen M (PI), Damron TA. Carol M. Baldwin Breast Cancer Research Fund (\$50,000). "Tumor-osteoclast signaling in osteolytic bone metastases" 2001.

Allen M (PI), Damron TA. Children's Miracle Network Grant Award (\$10,050). "Radioprotectant strategies for pediatric musculoskeletal neoplasms" 2001.

Damron TA (PI). Joseph C. Georg Fund from Central New York Community Foundation (\$21,730). "Cross-sectional study of bone mineral density in adult survivors of solid pediatric cancers" 2001.

Damron TA (PI), Spadaro J. Children's Miracle Network Grant Award (\$7,800). "Immunohistochemical study of the irradiated growth plate" 2000.

Damron TA (PI), Spadaro J. Children's Miracle Network Grant Award (\$8,192). "Sparing of radiation-induced growth plate damage: The effects of radioprotectant drugs" 1997.

PEDIATRICS FUNDING SUPPORTED BY THE UPSTATE FOUNDATION:

2018, Child Life: The Program That Keeps on Giving to Children and Families. This request is to fund the various Child Life programs, supplies, education and for special programs for the Coordinator of Programs and Events. Some examples are Volunteer/Intern recognition project, school program supplies, music therapy, Child Life Month, distraction tools, Book Buddy Program, Child Life 101 Class, Snowflake Central and workshops and conferences for the child life staff to attend.

2018, Retail and Events Manager, Southern Tier for Upstate Golisano Children's Hospital. This request is to partially support the salary of a manager to coordinate activities and fundraising opportunities in the southern tier. The Foundation recently expanded their territory to include Broome, Chenango, Delaware and Tioga Counties.

2018, Pediatric Unmet Needs. This request is for continued funding to cover some of the unmet needs that families encounter. Things that are not covered by insurance such as meals, parking, gas, etc. It sometimes covers emergency housing for families, damaged car seats, etc.

2018, Pediatric Patient Possibilities Fund. This request is for continuing education for the pediatric nursing staff throughout Golisano Children's Hospital to support the annual Pediatric Patient Experience Day, Self-Care/Wellness Days, appreciation events to celebrate staff accomplishments, Combat Compassion Fatigue, and professional development and education. Continued education is critical in the constantly changing care environment.

2018, Child Life at Joslin Diabetes Center. Child Life is new to the Joslin Diabetes Center. Request is for supplies, distraction tools sensory items, education materials for patients, and special events.

2018, Child Consultation Liaison Psych Expansion Resources. This request is to fund assessment and communication tools and technology (a computer) for providers to better assess, manage and treat the growing population of children with psychiatric needs.

2018, Memory Tree Ceremony. This request is to fund the annual memory tree ceremony. The ceremony recognizes children and families who have lost a child over the past year.

2018, Patient Experience and Proposal and Art Gallery. This request is to plan and implement programs and events for families. Funds will be used to rent equipment for special observance days and cotton candy machine, popcorn machine, snow cone maker, etc. Meals will be provided for families on holidays and special days, i.e. Taco Day, Pizza Day, Milkshake Day will also be used for paid entertainment on these special occasions, face painter, magicians, etc. Funds will be used to support the activities of the Golisano Children's Hospital Advisory Council, conference participation, food, training, etc. This request is to help fund a portion of the Art Gallery exhibit for an internationally known Lego sculptor.

2018, Pediatric Injury Prevention, Safe Kids Upstate NY. This request is to support the operations and programs for the Safe Kids Upstate, NY. This program focuses on education and outreach for fire/burn prevention, playground safety, dog bite prevention, safe sleep, care seat safety, etc. and support many events to educate and inform the public.

2018, Family Resource Center, Programs and Operations. This request is to support the program and operations of the Family Resource Center. The request includes funding for new movies, books, replacement costs of video games and equipment, crafting supplies, home library books, etc.

2018, 833, Golisano Children's Hospital 4ASD. This request is to support the cost of a .5 FTE social worker to answer and triage family phone calls to newly diagnosed, families in crisis, etc. The toll free number is advertised and distributed as a first "point of contact" for patients with autism, developmental disabilities, behavior and feeding issues, etc.

2018, Critical Care Transport: Equipment Education for Flight Readiness and Credentialing. This request is for the purchase of flight suits, name tags, helmet liners, equipment bags, storage space and education for the Upstate Golisano Children's Hospital transport team

2018, Trach Go Bags. This request is to fund toiletry bags for patients with tracheotomies. These bags will be used when patients are hospitalized and will be sent home with the patients. The bag will contain supplies needed for emergent situations related to the patient's airway.

2018, Practice Committee Education Programming Support. This request is to fund the development of educational videos and educational materials to train providers to be effective clinician leaders through communication, quality improvement and resilience. Videos will be developed using role playing to mimic different situations that may be encountered with families, other health care providers, learners, coworkers, etc.

2018, Supporting the Educational Needs of Patients and Families in the Metabolic Clinic

This request is to fund educational materials, food samples, scales, supplies, an annual PKU event and a newsletter for patients and families who are seen in the Metabolic Clinic.

2018, Waiting Room Activity Coordinator. This is request is to fund an activity coordinator for the Upstate Pediatric and Adolescent Center. The funds would be used to offer a stipend to a part time employee to help manage patients and families by organizing activities while they wait.

2018, Lactation Equipment. This request is to fund the purchase of three specifically designed chairs for mothers who are breastfeeding. The chairs would enable lactation consultations to teach the mothers different techniques and ways to hold their infants for optimal comfort and success.

2018, Joslin Center for Diabetes Pediatric Laboratory Equipment. This request will fund the purchase of a vein illuminator which allows for easier blood draws on risk pediatric patients seen at Joslin. This would eliminate patients and families elsewhere for blood draws and would increase the comfort level for this patient population.

2018, CF Virtual Hustle for Health. This request is to fund a virtual exercise program for CF patients . T-shirts and bottles and prizes such as medals and fit bits will be purchased as well as the development of the exercise program. Physical activity has been identified as a way to improve the health of this patient population.

2018, Resident E Using Simulated Mannequins. This request is will fund training sessions in the simulation lab for pediatric and emergency department residents. The plan is to have four session per year. This will allow for the training of residents for the high stress situations that they encounter in the Emergency Department during code.

2018, Staff Rough Day Fund. This request is for funding to help Golisano Children's Hospital patient care staff, including nurses, when there are particularly rough days due to high patient volume and acuity, death of a patient, casualty events, etc. The fund would be used to purchase coffee, pizza, cookies, etc.

2018, How to Improve the Pediatric GI Experience. This request will fund items that will enhance the patient experience and make the Pediatric GI Clinic more family friendly (wall decals, DVDs, etc.) as well as items to help with G-tube and J0tube care for cups for liquid medicine for those patients who cannot tolerate swallowing pills or capsules.

2017, Family Resource Center (FRC) Programs and Operations. This request is to support the programs and outreach activities of the FRC such as books, magazines, audio books, movies, replacement costs for video gaming units, craft supplies, reading programs, marketing materials, etc.

2017, Child Life Programs and Services. This request is for funding of the Child Life Programs at Upstate Golisano Children's Hospital. The request is for supplies, distraction tools, books, holiday celebrations for patients and families, bringing in outside entertainment such as Magic Shows, etc.

2017, Patient and Family Support Programs. This request is to fund the weekly family receptions, morning coffee breaks for parents, maintenance of the Eyecllick system, 2017 Memorial Tree Leafing Ceremony, and the addition of a memorial to continue being able to memorialize patients.

2017, Patient Experience. These funds are requested to plan and implement programs and events for Golisano Children's Hospital patients and families. Funds will be used to rent equipment for special observance days and events, cotton candy machine, popcorn machine, snow cone maker, etc. Meals will be supplied for families for holidays and special days, i.e. Taco Day, Pizza Day, Milkshake Day, etc. Funds will also be used for paid entertainment on these special occasions, face painter, balloon maker, magicians, etc. Funds will also be used to support the activities of the Parent Advisory Council, conference participation, food, training, etc.

2017, Safe Kids NY Coalition. This proposal is a request to fund the Safe Kids Upstate NY Coalition activities. These activities include safety events in several counties, Safe Kids day at NBT stadium which includes helmet giveaway, car seat safety checks, fire prevention education and outreach, pedestrian safety and fall prevention education, playground safety, etc. They are also requesting funding for their many community education/outreach activities.

2017, Pediatric Allocations 2016-2017 Child and Family Life (Unmet Needs Fund). This request is for continued funding to cover some of the unmet needs that our patients and families encounter. These are things that are not covered by insurance such as meals, parking, gas, etc. It also sometimes covers emergency housing for families, replacement of car seats that have been in accidents, etc.

2017, Licensed Creative Art Therapist. This request is for continued funding of the salary and benefits for the position of a Creative Art Therapist in the Child Life Program.

2017, Art Gallery. This request is for funding for the Golisano Children's Hospital Art Gallery. Funds will be used to bring in outside exhibits from The Most, Everson, etc. It will also be used to secure larger traveling exhibits from outside the area and to preserve art projects that are created by our patients for exhibit.

2017, Patient Unmet Needs Fund. This request is for funds for patients who are being seen in the Pediatric GI and surgical outpatient clinic. This request is to help families cover the cost of gas, parking, short term supplies of specialty formulas, and other supplies need to daily care of patients with complex medical problems. These patients require frequent visits to the clinic and often times cannot get supplies immediately from their local pharmacy, these funds would help bridge the gap.

2017, Pediatric Patient Possibilities Fund. This request is for continuing education for the pediatric staff throughout Golisano Children's Hospital, to support the annual Pediatric Patient Experience Day and the pediatric nursing strategic plan. Continued education is critical in the constantly changing health care environment.

2017, MRI Movie Goggles. This request is from Child Life to purchase movie goggles to be used when patients are undergoing radiology procedures such as MRI and CT scan. These are to be used as a distraction and coping device for patients who can become agitated when they are alone during such procedures. These would allow for the procedures to be completed without sedation.

2017, Child and Adolescent Therapy Enhancement Supplies. This request is for supplies for the children and adolescents who are seen in the Department of Psychiatry Child and Adolescent Clinic. They are requesting coloring books, play dough, water bottles, colored pencils, gift cards, etc. These supplies will also be used in the Dialectical Behavior Therapy program for children who are at high risk for self-harm and suicidal behaviors.

2017, Quality Improvement Project. This proposal is requesting funding for the continued support of the quality improvement initiatives of Golisano Children's Hospital, including travel and education for the QI staff. Upstate Golisano Children's Hospital is part of the national Children's Hospital Solutions for Patient Safety (CHSPS) which is a network of children's hospitals aimed at increasing safety standards through collaborative activities.

2017, Improving the Pediatric GI Experience. This request is for funding for DVDs, coloring books, crayons, age appropriate toys, etc. for the GI clinic waiting room. In addition, they are requesting G-tube protective belts, Button Buddies, OralFlo cups for children who have difficulty swallowing pills, etc. items that are often not covered by a patient's insurance.

2017, G-tube Pads. This request is to purchase handmade G-tube pads for the pediatric GI and surgery clinics. These are child friendly, reusable pads for patients with feeding tubes. These pads help prevent skin breakdown and they also absorb any drainage from the tube.

2017, Welcome Bags for Refugee Children. This request is to fund individual bags with basic necessities such as socks, underwear, winter hats, mittens, toothbrush, etc. for pediatric patients who are new to the Refugee Clinic at UPAC. Refugee families come with little or no material possessions. These bags will serve as a "welcome" to the clinic.

2017, C-MAC Laryngoscope for Upstate Pediatric Emergency Department. This request is for a piece of equipment to assist in pediatric airway management for patients who present to the Emergency Room and intubation is required. This will allow for better visualization of the anatomy which can be difficult due to trauma and/or abnormal anatomy. The equipment will improve safety and is designed to allow the attending to observe procedures being performed by learners in real time.

2017, "PEM GEMS" Development of Electronic Video Learning Modules in Selected Topics in Pediatric Emergency Medicine. This request will be used to support the filming of case-based learning modules of frequently seen complaints in the Pediatric Emergency Room. They are asking for funds to create 30 modules to be distributed institutionally. These will be used for educational purposes. Funding is for filming and graphic design which includes webpage design.

2017, Pediatric Critical Care Equipment and Educational Support. This request is for equipment to be used in the Pediatric Intensive Care Unit for direct patient care, i.e., cardiac output monitor, transcutaneous carbon dioxide monitors, noninvasive spectroscopy, etc. They are also requesting ultrasound training and travel for two faculty and simulators for teaching, Resusci Baby and Resusci Annie, etc.

2016, Licensed Creative Art Therapist. This request is for continued funding of the salary and benefits for the position of a Creative Art Therapist in the Child Life Program.

2016, Safe Kids NY Coalition. This proposal is a request to fund the Safe Kids Upstate NY Coalition activities. These activities include safety events in several counties, Safe Kids day at NBT stadium which includes helmet giveaway, car seat safety checks, fire prevention education and outreach, pedestrian safety and fall prevention education, etc.

2016, Family Resource Center Programs and Operations. This proposal is to support the various activities of the FRC including the purchase of books, DVDs, story times, arts and crafts projects, replace PlayStation games and controllers, support the Very Special Reader program, bringing outside programs and marketing materials, brochures, posters, etc.

2016, Equipment, Technology and Educational Support for the PICU This request is for equipment, education and technologic support for upgrading systems in the Pediatric Intensive Care Unit.

2016, Pediatric Patient Possibilities Fund. This request is for continuing education for the pediatric staff throughout Golisano Children's Hospital, to support the annual Pediatric Patient Experience Day and the pediatric nursing strategic plan.

2016, Kidzpace Interactive Play Center. This request is for a Kidzpace Interactive Play Center for the waiting room in the Pediatric Gastroenterology, Hepatology and Nutrition clinic. Due to infection control guidelines, the clinic is not allowed to have toys, coloring books, etc. to keep the children occupied while they wait. This is a self-contained system that can easily be cleaned to adhere to the infection control guidelines.

2016, Quality Improvement Project. This proposal is requesting funding for the continued support of the quality improvement initiatives of Golisano Children's Hospital, including travel and education for the QI staff.

2016, Child and Family Life. This request is for continued funding to cover some of the unmet needs that our patients and families encounter. These are things that are not covered by insurance such as meals, parking, gas, etc. It also sometimes covers emergency housing for families, replacement of car seats that have been in accidents, etc.

2016, Child Life Programs: The Heart of the Children's Hospital. This request is for funding of the Child Life Programs at Upstate Golisano Children's Hospital. The request is for supplies, distraction tools, books, holiday celebrations for patients and families, bringing in outside entertainment such as Magic Shows, etc.

2016, Fish Tank Maintenance. This proposal is a request for continued funding for a maintenance agreement for the various fish tanks in several pediatric areas such as the Center for Children's Surgery, 12E playroom, Baldwinsville Pediatrics, etc. The tanks require cleaning and restocking throughout the year.

2016, Pediatric Sleepers. This request is to purchase 11 sleeper chairs for the patient rooms so that parents and/or family members have a comfortable place to sleep when their children are inpatients.

2016, Coordinator of Pediatric Programs and Events. This request is for continued salary support for a coordinator to plan and execute events for the Children's Hospital and associated clinics. Coordinate a

central calendar of events, marketing of events, assisting in coordinating fundraisers for the Foundation Office and Golisano Children's Hospital; develop website and social media for Golisano Children's Hospital, support of Family Advisory Council etc.

2016, Patient and Family Support Programs. This request is to fund the weekly family receptions, morning coffee breaks for parents, maintenance of the EyeClick system, 2017 Memorial Tree Leafing Ceremony, and the addition of a memorial to continue being able to memorialize patients.

2016, Support for the Pediatric Critical Care Transport Service. This request is to support the expansion of the Transport Service. The Transport Service is responsible for bringing the sickest children from outlying areas to our Intensive Care Unit. This request includes the purchase of specialized, mobile equipment, outreach programs, public education programs and credentialing and education of this highly specialized group of providers.

2015, Autism Family Resource Center. This request is to create a family resource center at 600 E. Genesee Street for families seen in the Family Behavior Analysis Program. This resource center would focus on information for caregivers.

2015, Safe Kids NY Coalition. This proposal is a request to fund the Safe Kids Upstate NY Coalition activities. These activities include safety events in several counties, Safe Kids day at NBT stadium which includes helmet giveaway, sports safety workshops, the purchase of sleep sacks, TV safety straps, etc.

2015, Quality Improvement Project. This proposal is requesting funding for the continued support of the quality improvement initiatives of Golisano Children's Hospital including travel and education for the QI staff.

2015, Isolette Mounted on Stryker Stretcher for Interhospital Transport. This is to purchase a replacement isolette which is used to safely transport critically ill patients from outlying hospitals to Golisano Children's Hospital. The current isolette is outdated and does not meet 2015 safety standards.

2015, Establishment of Support Services for the Upstate Pediatric Inflammatory Bowel Disease Center. This request is to support the IBD Center with group meetings, marketing materials, website creation and maintenance and to support a patient and family IBD teaching night.

2015, Pediatric Patient Possibilities Fund. This request is for continuing education for the pediatric staff throughout Golisano Children's Hospital to support the annual Pediatric Patient Experience Day and the pediatric nursing strategic plan.

2015, Fish Tank Maintenance. This proposal is a request for funding for a maintenance agreement for the various fish tanks in several pediatric areas such as the Center for Children's Surgery, 12E playroom, Baldwinsville Pediatrics, etc. The tanks requiring cleaning and restocking throughout the year.

2015, Coordinator of Pediatric Programs and Events. This request is to hire a coordinator to plan and execute events for the hospital and associated clinics. Coordinator a central calendar of events, marketing of events, assisting in coordinating fundraisers for Golisano Children's Hospital develop website and social media for Golisano Children's Hospital etc.

2015, Patient and Family Support Programs. This request is to fund the weekly family receptions, morning coffee breaks for parents, maintenance of the Eyeclick system, Memorial Tree Leafing Ceremony, and establishment of a Family Advisory Council.

2015, Pediatric Simulation Training. This request is to purchase pediatric devices to use for training of nursing staff for procedures such as inserting an IV which can be more difficult in children. The nurses are currently using simulation tools that are made for adults to learn certain procedures and techniques.

2015, Infant Swings and Strollers. This request is to purchase five infant swings and ten infant strollers to be used by patients and families when they are admitted to Golisano Children's Hospital Swings and strollers are used to calm infants with tools that they are familiar with. Swings and strollers provide a comforting, relaxing atmosphere contributing to family center care.

2015, Family Resource Center Programs and Operations. This proposal is to support the various activities of the FRC including the purchase of books, DVDs, story times, arts and crafts projects, replace PlayStation games and controllers, support the Very Special Reader program, bringing outside programs and for the purchase of learning software for the FRC computers.

2015, Education Resources and Low Protein Food Samples for patients with PKU. This request is to continue to provide educational materials, food samples, gram scales, etc. to patients and families diagnosed with PKU.

2015, Licensed Creative Art Therapist. This request is to fund the salary and benefits for the position of a Creative Art Therapist in the Child Life Program.

2015, Child Life: The Program that Keeps on Giving to Children and Families. This request is for funding of the Child Life Programs at Upstate Golisano Children's Hospital. The request is for supplies, distraction tools, books, holiday celebrations for patients and families, bringing in outside entertainment such as Magic Shows, etc.

2015, Child & Family Life. This request is for a fund to cover some of the unmet needs that our patients and families encounter. These are things that are not covered by insurance such as meals, parking, gas, etc. It also sometimes covers emergency housing for families, replacement of care seats that have been in accidents, etc.

2015, Visiting Lectureship in Autism and ABA Therapy. This proposal is to request support for two lectureships on Autism and ABA therapy. It would include expenses for an outside speaker, program materials, etc.

2014, Child Life Programs. This request is for funding of the Child Life Programs at Upstate Golisano Children's Hospital. The request is for supplies, distraction tools, books, holiday celebrations for patients and families, bringing in outside entertainment such as Magic Shows, etc.

2014, Pediatric Radiology, Calming Fears. This request is to provide distraction and educational materials and environmental improvements to make the radiology testing areas more kid/family friendly. Items include the purchase of water bottles, the painting of murals, Buzzy4Shorts (helps with the placement of IVs), video projector, flavoring for contrast, cart for storage, etc.

2014, Safe Kids Upstate NY Coalition. This proposal is a request to fund the Safe Kids Upstate NY Coalition activities. These activities include safety events in several counties, Safe Kids day at NBT stadium which includes helmet giveaway, sports safety workshops, the purchase of sleep sacks, TV safety straps, etc.

2014, Fish Tank Maintenance. This proposal is a request for funding for a maintenance agreement for the various fish tanks in several pediatric areas such as the Center for Children's Surgery, 12E playroom, Baldwinsville Pediatrics, etc. The tanks requiring cleaning and restocking throughout the year.

2014, Books and Supplies for Children in Foster Care, This proposal is a request for supplies for children seen in the foster care clinic. This includes school supplies, arts and crafts supplies, educational materials on nutrition, etc.

2014, Child and Family Life. This request is for a fund to cover some of the unmet needs that our patients and families encounter. These are things that are not covered by insurance such as meals, parking, gas, etc. It also sometimes covers emergency housing for families, replacement of care seats that have been in accidents, etc.

2014, Staff Education. This request is for continuing education for the pediatric staff throughout Golisano Children's Hospital and to support the annual Pediatric Patient Experience Day.

2014, Updated Pediatric Emergency Department on 4th floor, North Wing. The pediatric emergency department will be relocated to the 4th floor of UH. This proposal is a request for the purchase of TVs and DVD players, murals for the walls, etc., to improve the physical space and make it kid/family friendly.

2014, Family Resource Center (FRC) Librarian. This proposal is a request to support the salary and benefits for 2015-16 for a dedicated librarian for the Family Resource Center at the Upstate Golisano Children's Hospital.

2014, Visiting Lectureship in Autism and ABA Therapy. This proposal is to request support for two lectureships on Autism and ABA therapy. It would include expenses for an outside speaker, program materials, etc.

2014, Quality Improvement Project. This proposal is requesting funding for the continued support of the quality improvement initiatives of Golisano Children's Hospital including travel and education for the QI staff.

2014, Boredom Busters for University Pediatric and Adolescent Center. This request is for the purchase of Scratch-Off Alphabet cards to be used for patients and families as a distraction in the waiting room.

2014, Licensed Creative Art Therapist. This is a proposal to request funding for a licensed art therapist for six months, October 2015 to March 2016. (Funding from 2013 allocations will support the position until then.)

2014, Golisano Children's Hospital Art Gallery. This request is to support the various rotating exhibits in the Golisano Children's Hospital art gallery and for an upgrade for the existing educational/information kiosk located on the 12th floor of Golisano Children's Hospital which was originally funded through this allocation process.

2014, Funds for Unmet Needs for Pediatric Surgery Patients. This request is for unmet needs for patients and families seen by pediatric surgery who require various supplies to maintain their child's health needs for such things as ostomy pouches, gastrostomy tubes, etc.

2014, University Pediatric and Adolescent Center Diaper Bank. This request is to establish a Diaper Bank to distribute diapers to those in financial need.

2014, Supplies for ABA Therapy. This request is for supplies and equipment such as DV players, Ipad, software, games, storage bins, etc. to support the Applied Behavior Analysis program.

2014, Televisions for Center for Children's Surgery. This request is for the purchase and installation of TV's for the Center for Children's Surgery.

2014, Approved Research Applications. Fecal SIOOA12 levels in children with inflammatory bowel disease in response to infliximab The use of fecal SIOOA12 as an accurate, non-invasive marker to monitor IBD disease severity and response to infliximab therapy in children.

Vice President for Financial Development 1990-1995

The Capital District YMCA, Albany, NY

Key Accomplishments:

Promoted from director of development in 1990, to vice president for financial development in 1992.

Capital Campaign:

Organized and orchestrated a \$5 million Capital Fund Drive that realized \$5.3 million and is perceived as the most successful campaign by a not-for-profit in the Capital region.

- Coordinated two feasibility studies.
- Developed campaign materials (campaign plan, case statement, video, brochures).
- Planned and executed cultivation events, devised multi-level donor recognition programs, conducted prospect identification and major gift solicitation, recruited members of top leadership team.
- Managed a four person development department along with nine additional reports.
- Trained and managed more than 1,000 volunteers.

Annual Campaign:

- Designed and implemented face to face annual support campaign for newly established regional YMCA. Increased support from \$60,000 to \$200,000.
- Instituted quarterly Financial Development newsletter.
- Executed annual appeal to broaden constituency support through direct mail program.
- Recruited top leadership and other volunteer support for campaign.

Endowment:

- Designed and implemented newly established endowment program.
- Recruited attorneys, CPAs, trust officers and other appropriate volunteers to assist with program implementation.

Special Events:

- Secured corporate underwriting.
- Responsible for creative theme development. Recruited volunteers for special events committee. Designed invitation, programs and press kits. Coordinated vendors, volunteers and details for smooth running events. Raise more than \$80,000 annually.

Volunteers:

Recruited and directed high level, visionary volunteers; coordinated staff for Board Financial Development Committee; trained and manage over 400 volunteers annually for annual campaign.

Grants Foundation (sampling):

Secured: \$3.3 million HUD Grant, \$500,000 Kresge Grant, \$100,000 Hearst Grant, \$40,000 from local foundations, and trusts, \$4.3 million in Federal, State and Local grants, and \$91,500 Community Development Block Grant.

Financial Responsibilities:

- Managed all accounting and financial management systems for annual and capital campaign collections. Involved in design and implementation of software program for gift recording. Supervised all Financial Development computerized system. Supervised stock and investment transactions. Responsible for management of \$3.3 million HUD project. Produced income statement, projection and delinquency reports for board finance committee. Established Capital District wide collections program.

Project Director:

- Responsible for implementation of construction projects including consultant and contractor selection quality control, government approvals, program structure, occupancy, budget and set up of operations.
- \$3.2 million senior housing project (47,000 square feet).
- \$200,000 satellite YMCA (20,000 square feet).

Acquisition and Merger Coordinator:

- Responsible for initiating, negotiating and closing on mergers between area community service organizations and the Capital District YMCA, including constructing merger agreement, legal aspects, conducting community forums, governmental approvals and publicizing events.
 - Guilderland Community Center (net worth approximately \$1.5 million).
 - Community Human Services (net worth approximately \$300,000 - pending).
 - Albany YWCA (net worth approximately 800,000).

Executive Director 1988-1990

Ballston Lake Community Human Services (CAP Agency), Burnt Hills, NY

Responsible for:

- Program Management
- Personnel Management
- Planning, development and implementing Programs
- Public Relations
- Fiscal Management
- Reporting to Board of Directors
- Networking and consulting to various community actions programs
- Creative collaboration between human service agencies
- Philanthropic campaigns (annual/capital)

Executive Director 1986-1988

Mechanicville Area Community Services Center, Inc., Mechanicville, NY

Responsible for:

- Program Management, Planning and Development
- Personnel Management
- Philanthropic campaigns including annual campaigns and capital campaigns

- Public Relations
 - Fiscal Management
 - Reporting to a board of directors
-

CAPABILITIES:

- Excellent organization and administrative abilities
 - Strong written and verbal communications skills
 - Proven ability securing Federal, State and local grants
 - Skillful in ability to recruit, train and work with strategically placed community leaders
 - Demonstrated success in annual and capital campaigns, endowment development and lead gift procurement
 - Priority focus areas include finance and budget management
-

EDUCATION:

MSPSA 1990

Russell Sage College, Albany, NY
Major: Public Service Administration

BA 1984

Assumption College, Worcester, Mass
Major: Social Rehabilitation
Minor: Psychology

AA 1982

Green Mountain College, Poultney, VT
Major: Human Services