



Lifespan

Providence, RI

Services provided by CRI 2006-Present: *Interim Senior Executive leadership, Executive recruitment, Major and Planned Giving planning, Foundation Board development, Campaign feasibility study, Campaign planning, General development counsel*

Lifespan, Rhode Island's first health system, was founded in 1994 by Rhode Island Hospital and The Miriam Hospital. A comprehensive, integrated, academic health system, Lifespan's present partners also include RI Hospital's Hasbro Children's Hospital, Bradley Hospital, and Newport Hospital.

A not-for-profit organization, Lifespan is overseen by a board of volunteer community leaders who are guided by its mission to improve the health status of the people it serves in Rhode Island and New England through the provision of customer friendly, geographically accessible and high value services.

CRI began our engagement with Lifespan in 2005 by providing board development and organization services to The Miriam Hospital Foundation and interim leadership for the system development enterprise as Senior Vice President for Development. Simultaneously, CRI recruited Mark Cummings from Children's Hospital Boston to fill the position.

As Mark began to build his development shop, CRI assisted him with general development and gift planning counsel and by developing a strategy for enlivening his Planned and Estate Gifts program throughout the system. CRI also undertook campaign planning and management projects for Bradley Hospital and The Miriam Hospital.

During Mark's 3+ years at Lifespan, he and his talented team have been successful in establishing a successful development strategy that has resulted in record fund raising results for the system exceeding \$18 million annually, and the expansion of the annual giving donor base, laying the groundwork for future development success.