



Mount Desert Island Hospital

Bar Harbor, Maine

Services provided by CRI 2002-2007 – *Feasibility Study, Capital Campaign Management, Interim and Major Gifts Initiative*

Since 1897 there has been one port of call for healthcare on Mount Desert Island; Mount Desert Island Hospital. To ensure that there would always be a community hospital on the Island, the hospital applied for and received Critical Access Hospital status in 2000, heading off many of the financial pressures that beset other small community hospitals. The hospital entered the 21st century with their financial house in order, ready to meet the community's healthcare needs today and well into the future.

In 2002, CRI was retained to conduct a feasibility study to help the hospital continue to grow. It was determined that the hospital could raise \$3.5 million for a new Inpatient Care Center. CRI worked with volunteers, leadership and staff to conduct the campaign which ultimately made its goal.

Near the end of the campaign, the development director left her position and CRI was asked to provide interim services and to stay on as campaign counsel. During the interim period, the CRI consultant worked with CEO Art Blank and then Board Chair Dean Reed to help them secure the hospital's first-ever million dollar pledge. A year after the completion of the campaign, CRI was again retained to help create a major gifts effort to capture the momentum built in the campaign.

Through the various projects, CRI worked hand in hand with leadership. The philanthropy program at MDI continues to thrive. CRI is proud to have been a part of their foundation for success.