



South County Hospital
Wakefield, RI

Services provided by CRI 2005-2007 - *General development counsel, Campaign planning and management, Executive recruitment*

South County Hospital Healthcare System (SCHHS) is a full-service healthcare resource, providing southern Rhode Island with a comprehensive range of advanced inpatient, outpatient, and home health services. SCHHS is made of up four components: South County Hospital, VNS Home Health Care, South County Quality Care, and South County Surgical Supply. At the center of the South County Hospital Healthcare System, South County Hospital is an independent, non-profit, 100-bed acute care hospital offering the latest advancements in technology and a comprehensive range of medical and surgical services.

CRI began its engagement to provide general development counsel toward enhancing the capability of the development office. Hospital leadership decided to undertake a \$10 million campaign to build a 60 private-bed patient tower, as part of a comprehensive construction and refinancing project.

In 2005, CRI was asked to design and manage the campaign, and had the pleasure to work with the hospital leadership, campaign chairman Russell Shippee and a determined and generous group of volunteers and hospital executives to achieve the most ambitious fund raising goal in the hospital's history. In spite of a short-handed development staff, the Director of Major and Planned Gifts, Ann O'Neill, and campaign Chairman Russell Shippee and his dedicated campaign cabinet, were able to secure more than \$8 million in less than 18 months. With the addition of Donna Neville as Vice President for Development who was recruited from the United Way of Rhode Island, the team proceeded to exceed the campaign goal during the following year, securing \$10.8 million, and dedicated the new patient tower that same year in late 2007.