



## Senior Advancement Professional Recruited(图)

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April 13, 2007, After an extensive national search, the University of Rochester has named a renowned leader in healthcare and academic medicine advancement to lead advancement efforts at its Medical Center. R. Glen Smiley, FAHP, will begin serving as associate vice president for advancement on May 1, 2007.

Smiley brings over two decades of senior development experience in some of the nation's most progressive academic health environments – Duke University Medical Center, Baylor University Medical Center, Children's Hospital Los Angeles, and Henry Ford Health System. He currently serves as the president of St. John Health Foundation and senior vice president for St. John's Health, a nine-hospital health system in Warren, Michigan. In just four years, he has tripled giving to that health network.

“Glen Smiley has a passion for academic medicine that's apparent in his track record,” said Bradford C. Berk, M.D., Ph.D., CEO of the University of Rochester Medical Center. “He clearly understands the appeal that research and teaching have for donors interested in supporting health care. With the Medical Center's new strategic plan well underway, Glen is the ideal person to help our team capitalize on the opportunities that lie ahead.”

“I am thrilled that Glen is joining the University Advancement team, in this senior role. Not only does he have a wealth of experience in health care and advancement, Glen also brings great enthusiasm for enhancing and expanding our development efforts,” said Jim Thompson, senior vice president and chief advancement officer for the University of Rochester. “His successful history in academic health care at Baylor and with complex delivery systems like Henry Ford is particularly impressive.

A graduate of Duke University, Smiley began his fundraising career as a field secretary in Duke's Department of Alumni Affairs. Within two years, he was promoted to associate director of Medical Center Development at Duke, where he was only the second development officer in the history of Duke Medical Center. At Duke, Smiley helped drive the University's Epoch Campaign for \$162 million – an experience which he says provided a solid foundation in the fundamentals of fundraising and academic medicine.

In 1977, Smiley was recruited to Baylor University Medical Center as vice president of development. There, he formed the Baylor University Medical Center Foundation and served as its executive vice president. Following his tenure at Baylor, Smiley and a long-time colleague formed S&E Medical, a health care consulting firm which provided counsel to physicians interested in building and marketing outpatient surgery centers and diagnostic centers.

Smiley returned to health care fundraising in 1988 for a brief stint as senior vice president for external affairs at the Children's Hospital Los Angeles and executive vice president of the hospital's foundation. After just two years, he was recruited to Baylor College of Medicine where, as vice president for development, he led a \$175 million campaign for capital projects and endowment.

In 1996, Smiley joined the Henry Ford Health System as its corporate vice president for Philanthropy. At Henry Ford, he recruited and led a team that completed a \$150 million campaign which boosted the health system's investment in its endowment, new academic initiatives and ongoing programs and projects. The campaign concluded with \$168 million raised. Subsequently, Smiley accepted his current position at St. John Health.

In addition to active involvement on several professional and civic boards, Smiley is also a long-standing member of the Unnamed Society, a membership-by-invitation-only networking group comprised of chief development officers who represent 25 of the leading academic medical centers in the nation.

Smiley is the 2002 recipient of the Association for Healthcare Philanthropy's Si Seymour International Honors Award. He has also served as the president of the Association for Fundraising Professionals Greater Detroit Chapter and is past vice president of the Association's Greater Houston Chapter.

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