



# Charles S. Wolfe

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*CONSULTATION / STRATEGIC PLANNING/ MARKETING / RESOURCE DEVELOPMENT*

## Professional Experience

**President** (1991 - present) Charles S. Wolfe & Associates. Inc. Assisting not-for-profit organizations in maximizing their potential through comprehensive assessment, strategic planning, marketing and resource development.

**Executive Director and CEO** (1986 - 1991) Mount Sinai Medical Center Foundation, Miami, Florida, the fund raising arm of Mount Sinai Medical Center of Greater Miami. Over \$60 million raised from over 3,000 individual gifts by Foundation during five years as C.E.O.

**Executive Director and CEO** (1970 - 1986) Jewish Home for the Aged, Detroit/Southfield/West Bloomfield, Michigan. Non-profit corporation with three facilities encompassing 416 in-resident aged clients, ranging from mild to severe impairment, as well as educational, outreach, research and community services.

**Director of Educational Services and Branch Manager** (1966 - 1970) Jewish Community Center, Detroit, Michigan.

## Major Consultations

**Teachable Moment Foundation**  
Sacramento, California

Capital and Endowment Campaign

**Beth Abraham**  
Dayton, Ohio

Capital and Endowment Campaign

**Christ Church Glendale**  
Cincinnati, Ohio

Pre-Campaign Consultation

**Menorah Park**  
Syracuse, New York

Consultation on Major Gift Initiative

**Menorah Manor**  
St. Petersburg, Florida

Capital and endowment campaign

**Syracuse Home Association**  
Syracuse, New York

Capital and endowment campaign

**Ft. Thomas Education Foundation**  
Ft. Thomas, Kentucky

Capital and endowment campaign

**Jewish Community Center**  
Springfield, Massachusetts

Capital and endowment campaign

### Major Consultations (cont)

**Jewish Rehabilitation Center**  
Swampscott, Massachusetts

Consultation

**Jewish Family Service**  
Springfield, Massachusetts

Capital and endowment campaign

**Christ Church Cathedral**  
New Orleans, Louisiana

Pre-campaign development

**Young at Art Children's Museum of South Florida**  
Plantation, Florida

Consultation

**Free Store/Food Bank**  
Cincinnati, Ohio

Consultation

**Crayons to Computers**  
Cincinnati, Ohio

Capital and endowment campaign

**Abramson Center**  
Horsham, Pennsylvania

Consultation

**Jewish Seniors Agency**  
Providence, Rhode Island

Capital and endowment campaign

**Cedars Nursing Center**  
Portland, Maine

Capital and endowment campaign

**Beth Shalom Village**  
Virginia Beach, Virginia

Capital and endowment campaign

**Church of the Redeemer**  
Hyde Park, Cincinnati, Ohio

Capital and endowment campaign

**Central NJ Jewish Home for Aged**  
Somerset, New Jersey

Capital and endowment campaign

<b>Episcopal Retirement Homes, Inc.</b> Cincinnati, Ohio	Consultation
<b>Jewish Community Center</b> Cincinnati, Ohio	Consultation
<b>Friends of the Jewish Chapel of the U. S. Naval Academy</b> National	Capital and endowment campaign
<b>Jewish Center for Aged</b> St. Louis, Missouri	Capital and endowment campaign
<b>Major Consultations (cont)</b>	
<b>Daughters of Miriam Health Center</b> Clifton, New Jersey	Consultation
<b>Yavneh Academy School</b> Cincinnati, Ohio	Capital and endowment campaign
<b>Weinberg Campus</b> Buffalo, New York	Campaign assessment
<b>Desert Retirement Community</b> Palm Springs, California	Consultation
<b>Jewish Home for the Aged</b> Harrisburg, Pennsylvania	Capital and endowment campaign
<b>Tender Mercies</b> Cincinnati, Ohio	Consultation
<b>Daughters of Sarah Nursing Center</b> Albany, New York	Capital and endowment campaign
<b>Yeshiva Academy</b> Longmeadow, Massachusetts	Capital and endowment campaign
<b>United Cerebral Palsy</b> Cincinnati, Ohio	Consultation
<b>Cincinnati Psychoanalytic Institute</b> Cincinnati, Ohio	Capital and endowment campaign
<b>Jewish Federation of Cincinnati</b> Cincinnati, Ohio	Consultation on organizational development

**Philadelphia Geriatric Center**  
Philadelphia, Pennsylvania

Capital and endowment campaign

**Jewish Home of Central New York**  
Syracuse, New York

Capital and endowment campaign

**Escuela Americana - The American School**  
San Salvador, El Salvador

Consultation

**Shalom Geriatric Center**  
Kansas City, Missouri

Capital and endowment campaign

**Walnut Hills High Alumni Foundation**  
Cincinnati, Ohio

Capital and endowment campaign

**Congregation Ohav Shalom**  
Cincinnati, Ohio

Campaign and endowment campaign

### **Major Consultations (cont)**

**Jewish Geriatric Services, Inc.**  
Longmeadow, Massachusetts.

Capital and endowment campaign

**Soroka Medical Center**  
Beer-Sheva, Israel

Consultation

**Cedar Village**  
Cincinnati, Ohio

Campaign and endowment campaign

**The Spurwink School and Foundation**  
Portland, Maine

Consultation

**Temple Shaarai Zedek**  
Tampa, Florida

Capital Campaign

**Women's International Zionist Organizations**

Consultation

**Temple Beth El**  
Portland, Maine

Endowment campaign

**South Shore Hospital**  
Miami, Florida

Consultation

**Jewish Home for the Aged**  
Portland, Maine

Capital campaign

## Education

Certificate in Gerontology	Wayne State University, Detroit, Michigan	1984
Ed.S. - Guidance & Counseling	Eastern Michigan University, Ypsilanti, Michigan	1969
M.A. - Guidance & Counseling	Eastern Michigan University, Ypsilanti, Michigan	1967
B.S. - Psychology & Sociology	Eastern Michigan University, Ypsilanti, Michigan	1964

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## Licenses

Social Worker, State of Michigan since 1974. License #03349

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## Awards & Appointments

1983-1986: Member, Commission on Aging, State of Michigan. Appointed for two terms by Governor James Blanchard.

1984: Distinguished Service Award, Alzheimer's Disease & Related Disorders Association of Metropolitan Detroit.

1983: Distinguished Service Award, Michigan Non-Profit Homes Association

## Publications

"Fund Raising in Long-Term Care Facilities." Chapters in Goldsmith, Seth, Essentials of Long Term Care Administration, Aspen Publishers, April 1993, August 1994.

"Sharing Information in the Jewish World Aging Network." The JDC-Brookdale Institute, Jerusalem. Prepared for the Symposium on Aging in the Jewish World, July 1985.

"Evaluation of a Year-Long Reality Orientation Program." Journal of Gerontology, 1981, Vol. 36, No.1.

Preface to "Mentally Impaired Aging." AAHA Publication, 1979, Washington, D.C.

"Assertiveness Training in a Long-Term Care Setting." Aging & Leisure Living, December 1987, Vol. 1, No.2.

"Demographic Overview." Concern, April/May 1977, Vol. 3.

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## Graduate Level Teaching (selected)

**Assistant Adjunct Professor** (1981-1986), School of Osteopathic and Human Medicine, Michigan State University, East Lansing.

**Assistant Adjunct Professor** (1979-1986), School of Medicine, Wayne State University, Detroit, Michigan.

**Preceptor** (1982-1984), Graduate School of Health Care Administration, George Washington University, Washington, D.C.

**Instructor** (1969-1974), Graduate Department of Guidance & Counseling, Eastern Michigan University, Ypsilanti, Michigan

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## Major Presentations

\* Keynote address

- Alabama Gerontological Society\*
- American Association of Homes for Aging -- numerous occasions
- American Public Health Association
- Association of Fundraising Professionals
- Association of Jewish Aging Services
- Association of Ohio Philanthropic Homes
- Cornell University School of Medicine
- Council of Jewish Federations
- Foundation for the Third Age of El Salvador
- Gerontological Society

## Major Presentations (cont)

- Illinois Governor's Conference on Long-Term Care\*
- Illinois Health Care Association\*
- Iowa Hospital Association\*
- Ireland Jewish Home for the Aged of Dublin\*
- Kansas Department of Social Services\*
- Mercy Hospital of Cedar Rapids, Iowa
- Michigan Governor's Conference on Aging
- Michigan Hospital Association
- Minnesota Hospital Association\*
- National Association of Area Agencies of Aging & State Units on Aging\*
- National Association of Housing & Redevelopment Officials - North Central Region\*
- National Association of Hospital Development
- National Council on Aging

National Home & Community Based Services Conference\*  
National Institute of Adult Day Care\*  
National Institute of Mental Health  
National Society of Fund Raising Executives, South Florida Chapter Conference  
New England Association for Homes for Aging\*  
Northern Illinois Area Agency on Aging\*  
Pennsylvania Association of Non-Profit Homes for Aging\*  
Pritikin Longevity Center, Santa Monica, California and Miami Beach, Florida -- numerous  
Public Broadcast System (PBS) Adult Learning Service  
Scottish Society of Charity Managers, Glasgow, Scotland  
Santa Barbara California Community Presentation\*  
Sisters of Mercy Health Conference\*  
University of Michigan, Institute of Gerontology  
University of Southern Maine  
Wayne State University\*  
World Presidents Association, Puerto Rico  
Young Presidents Organization, Vail, Colorado

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### **Professional Affiliations (selected)**

American Association of Homes for Aging. National Chairperson, Professional Development, 1982-1983  
Alzheimer's Disease & Related Disorders Association of Metropolitan Dade County Board of Directors, 1986-1991  
Alzheimer's Disease & Related Disorders Association of Detroit. Board of Directors, 1982-1986  
Michigan Non-Profit Home Association. President, 1979-1980  
National Association of Hospital Development. Member  
National Society of Fund Raising Executives. Member  
North American Association of Jewish Homes & Housing for the Aged. President 1986-1987