

Bobie Clement, CFRE

Senior Associate Consultant
Healthcare Practice



Education: Loyola University of Chicago, B.A.

Residence: Livonia, Michigan

Experience

Working primarily with healthcare clients and ranging from small to mid-size to large complex institutions, Bobie applies a commonsense approach and strategic eye to guide mission-driven organizations toward sustainable fundraising success. She brings 20 years of nonprofit experience, with nearly a decade as a development professional and expertise in strategic fundraising, campaign management, prospective donor development (including grateful patient and family giving), donor stewardship, and more. Bobie became a Marts&Lundy firm member in 2019 when we merged with Richner+Richner — a leading fundraising consulting firm in the aging services sector — where she served as a consulting analyst.

Bobie's fundraising career began in 2010 at Presbyterian Villages of Michigan Foundation, where she last served as the Director of Annual Giving and Campaign Management. She provided strategic and operational management of the foundation's fundraising programs and partnered with key stakeholders to raise nearly \$31 million for older adults during her tenure. Prior positions include education and program coordinator at SmithBucklin Corporation in Chicago, collaborating with association clients to deliver education programming to members; and project manager at Loyola University Chicago's former Center for Information Management & Technology.

As a Certified Fund Raising Executive, Bobie is deeply committed to staying current with fundraising best practices. She is an active member of the Association of Fundraising Professionals (AFP) Greater Detroit Chapter where served on the Board of Directors from 2017-2020 and as Program Committee chair from 2017-2019. She continues to serve as a mentor in AFP's Mentorship Program. Bobie also served for three years on the Editorial Review Board for The Giving Institute's *Giving USA*, the longest-running and most comprehensive report on charitable giving in the United States. Bobie holds two bachelor's degrees from Loyola University Chicago and a Certificate in Nonprofit Management from the University of Illinois at Chicago.

Representative List of Clients Served

Alzheimer Society of Canada
Baylor Scott & White Health
Baylor Scott & White All Saints
Baylor Scott & White Central Texas
Boulder Community Health
Christwood Foundation

Native Womxn Lead
Ochsner Health
Packard Health
Pinnacle Living
Royal Oaks
San Juan Preservation Trust

Fellowship Senior Living
Friendship Senior Options
Generation You Employed
George Washington University School of
Medicine & Health Sciences
Glacier Hills Foundation
Jefferson Health
Kaiser Permanente Bernard J. Tyson School of
Medicine
Lutheran Life Communities
MD Anderson Cancer Center

SCL Health Foundations
Sequoia Living
St. Ann's Home
Sun Health Foundation
University of Massachusetts Chan Medical
School
The University of Texas Southwestern
Medical Center
Western University of Health Sciences
The Wistar Institute
Woodwell Climate Research Center
Yale New Haven Health