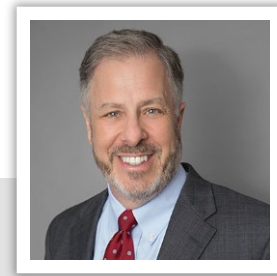


Frank A. Interlichia

Chief Operating Officer
Senior Consultant & Principal



Education: St. John Fisher College, B.A.
Northwestern University, M.S.

Residence: Rochester, New York

Experience

Frank joined Marts&Lundy in 2017 with more than 30 years of experience building and leading successful development programs. He has great depth of experience in campaign planning; annual, major and principal gifts; case development; prospect strategy and management; and gift officer management and metrics. His “Philanthropy Champions” model of engaging physicians and care-team members in patient-and-family giving has been applied by academic medical centers and hospitals across the country.

In addition to deep consulting experience in the health care sector, Frank also partners regularly with clients in higher education, scientific research, and arts and culture to maximize their philanthropy.

Prior to joining Marts&Lundy Frank was the Senior Associate Vice President and Chief Advancement Officer at the University of Rochester Medical Center. Within the context of the University’s highly successful \$1.37 billion comprehensive campaign, Frank led URMC fundraising to exceed its \$650 million campaign goal with nearly \$700 million raised. At URMC, Frank oversaw all the philanthropic activity related to URMC’s clinical, research, and educational missions. His team’s achievements included doubling the number of endowed professorships in the medical school, supporting the building of a new cancer center facility and children’s hospital, and securing the naming gift for a new Clinical-Translational Science building.

Earlier in his career, Frank worked closely and effectively with institutional leadership, donors and volunteers in communication and development roles at Chicago’s LaRabida Children’s Hospital, St. Margaret’s Hospital for Women in Boston, Nazareth College, and Rochester Institute of Technology.

Representative List of Clients Served

The Aquinas Institute of Rochester
Baylor Scott & White Health
Boston Children’s Hospital Trust
Boulder Community Health
Brooklyn College Foundation
Clark University
Dartmouth-Hitchcock Health/Geisel School of
Medicine

Education Success Foundation, Rochester
Fred Hutchinson Cancer Research Center
The Gladstone Institutes, San Francisco
Greenwich Hospital
The Harley School, NY
The Jackson Laboratory, ME
Jefferson University/Jefferson Health
Jewish Senior Life of Rochester

La Jolla Institute for Immunology
Loyola University Chicago
McLean Hospital, Belmont, MA
MetroHealth Foundation
M.D. Anderson Cancer Center
Multicare Foundations
Peace Arch Hospital Foundation
Rochester Philharmonic Orchestra
Shepherd Center Foundation
Tulane University School of Medicine
Union College
United States Golf Association (USGA)

University of California, Davis Health Sciences
University of Colorado, Denver
University of Illinois, Chicago, College of
Business
University of Kentucky
Montana State University Alumni Foundation
University of Utah Health Sciences
Virginia Commonwealth University School of
Medicine/VCU Health
Washington University in St. Louis School of
Medicine
The Wistar Institute
Woodwell Climate Research Center