



SEARCH FOR THE PRESIDENT
OREGON HEALTH & SCIENCE UNIVERSITY FOUNDATION
Portland, Oregon

THE SEARCH

The Oregon Health & Science University Foundation (OHSU Foundation) seeks a mission-oriented and accomplished fundraising leader to serve as its next president. The successful candidate will function as the organization's chief development officer and strategic leader, working closely with Oregon Health & Science University (OHSU) President, Dr. Danny Jacobs, and his senior leadership team to advance philanthropic initiatives and steward donor relationships in support of OHSU's public mission of excellence in education, research and scholarship, clinical practice, and community service. The OHSU Foundation president will report jointly to Dr. Jacobs and the OHSU Foundation Board of Trustees. The president will also work closely with the OHSU Foundation Board Chair. The OHSU Foundation exists to secure private philanthropic support to advance OHSU's vital missions and is a separate legal entity.

OHSU focuses on discoveries to prevent and cure diseases, on education that prepares the health care and health science professionals of the future, and on patient care that incorporates the latest advances. As Oregon's only academic health center, OHSU is distinguished nationally as a research university dedicated solely to advancing health sciences. Additional recognition includes the #1 ranking in Oregon of OHSU Hospital and OHSU Doernbecher Children's Hospital, according to *U.S. News & World Report's* "Best Hospitals in 2022-23."

As a national leader in science innovation and health care delivery, OHSU strives to improve the health and well-being of all Oregonians, as well as those who live beyond Oregon's borders. In order to support OHSU in this endeavor, the OHSU Foundation seeks to develop new models of financial sustainability that include augmentation and diversification of philanthropic revenue streams. To this end, OHSU President Dr. Jacobs, the OHSU Board of Directors, and the OHSU Foundation Board of Trustees share a commitment to building a world-class advancement enterprise, to be led by a high-performing, innovative, and collaborative president who will, in partnership with key colleagues and staff, transform the existing program into one of unsurpassed effectiveness that achieves the potential that is clear and evident.

This is an especially exciting and pivotal moment to join the institution. There is alignment between leaders of OHSU and the OHSU Foundation around a shared vision and goals, along with a commitment to deeper collaboration. OHSU is currently focused on the implementation of its strategic plan, [OHSU 2025](#). Select current funding priorities include the [OHSU Hospital Expansion Project](#), a \$650 million expansion which will add adult and pediatric patient resources, and the [30-30-30 plan](#), which seeks to increase the number of graduates from clinical programs by 30 percent and increase all OHSU learner diversity to 30 percent by the year 2030, among others. With a focus on OHSU's most pressing priorities and objectives, the next president will conduct a strategic assessment of the foundation's existing philanthropic strengths and opportunities, creating a road map for short- and long-term growth, including the identification of key learnings from the Knight Cancer Challenge and *ONWARD* campaigns, which

concluded in 2020 with over \$2 billion raised in support of transforming the field of early cancer detection and to benefit multiple areas across OHSU.

The next OHSU Foundation president will be passionate about raising philanthropic support for OHSU and possess proven results in driving sustainable philanthropic growth through leading a strategic fundraising program that reflects industry best practices; contribute to a holistic culture of philanthropy; and maximize the personal and financial engagement of individuals, corporations, and foundations. Specifically, the president will enhance the infrastructure and organization of the foundation, endeavoring to further coalesce and fully mobilize foundation staff members; and lead the integration of and coordination across the various functions of the foundation. Key charges include significantly expanding the major and principal gift pipeline and broadening the donor base both domestically and internationally; better leveraging and sustaining an active and successful cohort of volunteers; and strengthening a sustainable infrastructure to support increased philanthropic revenue and future fundraising efforts, including planning, launching, and executing a comprehensive fundraising campaign.

Working in close collaboration with the OHSU president and senior leadership team members, as well as with the volunteer Board of Trustees and Board Chair, will be key to success, along with commensurate experience leading a complex organization in a global environment. The president will play a central role in raising the profile of OHSU and enhancing the visibility and fundraising capabilities of the OHSU Foundation, ensuring efforts align with goals and priorities of OHSU. The president will strengthen relationships with and engage key campus partners in fundraising activities and serve as senior counsel not only to the OHSU president, but also to the executive vice presidents, deans, center and institute directors, chairs, faculty leaders, board members, and staff on a wide range of activities, including but not limited to, priority and goal setting, solicitation strategies, and pipeline development. The president will be responsible for securing principal and transformational levels of philanthropic investment and will play an important external role, working in partnership with industry, community leaders, and donors.

With responsibility for a \$25 million budget, the president will lead, inspire, and empower a team of 110+ staff members. The president will recruit and retain top talent in Oregon, establishing the foundation as a broadly viewed employer of choice. The ideal candidate will be a seasoned and dedicated team leader adept at maximizing, leveraging, and advocating for a talented staff while facilitating team success. The president will also be responsible for leading the organization's diversity, equity, and inclusion program and will be measured by a demonstrated, measurable commitment to building a diverse workforce.

In accordance with its core values and mission, the OHSU Foundation is especially dedicated to recruiting individuals with a demonstrated track record of advancing diversity, equity, and inclusion efforts, and a demonstrated ability to raise funds to support mission-critical goals that advance access, diversity, and inclusion. The successful candidate should have measurable relevant experience and a proven track record of successful fundraising and senior leadership experience within an equivalent association, academic institution, foundation, or philanthropic organization of a similar or larger scope and scale. The successful candidate will be a highly ethical, self-assured, people- and results-oriented professional, with strong analytical, managerial, communication, strategic planning, and motivational skills; a keen understanding of best practices in fundraising; a comprehensive knowledge of all major advancement functions; and a track record of significant personal success in donor cultivation, solicitation, and stewardship at principal gift levels.

Please refer to the conclusion of this document for a detailed list of the responsibilities and desired qualifications for the presidential role.

OHSU Foundation has retained Ms. Rachel Ellenport of the national executive search firm Isaacson, Miller to assist in conducting this important recruitment. All inquiries, nominations and applications should be directed to Isaacson, Miller as indicated at the end of this document and will be held in the strictest confidence.

OREGON HEALTH & SCIENCE UNIVERSITY

OHSU's focus on healing, teaching, and discovery -- combined with its deep history in Oregon -- is unique. OHSU is the state's only public academic health center and one of the only universities in the country devoted exclusively to educating doctors, dentists, nurses, pharmacists, and other health professionals. As part of its multifaceted public mission, OHSU strives for excellence in education, research and scholarship, clinical practice, and community service. Through its dynamic interdisciplinary environment and spirit of partnership, OHSU stimulates the spirit of inquiry, initiative, and cooperation among students, faculty, and staff. With more than 3,200 faculty, OHSU enrolls and trains more than 5,400 students, residents, and fellows across the schools of medicine, nursing, pharmacy, dentistry, and public health. The university has a network of campuses and partners throughout Oregon. OHSU is ranked in six programs and more than ten specialties, highlights of which include the #1 ranked program nationally in family medicine, #4 among the nation's best primary care medical schools, and #7 in undergraduate nursing. Faculty members include five members of the National Academy of Sciences and six members of the National Academy of Medicine.

OHSU's network of hospitals and clinics span Oregon and southwest Washington, and include the OHSU Hospital, OHSU Doernbecher Children's Hospital, and numerous medical practices throughout the metropolitan Portland area. In addition, OHSU has affiliated with other health care partners across the state, including Hillsboro Medical Center and Adventist Health Portland. OHSU is a regional resource for patients from Oregon, southwest Washington, Idaho, Montana, Alaska, and northern California. OHSU is one of two designated Level 1 Trauma Centers in the state, and is home to the OHSU Knight Cancer Institute, the only NCI-designated cancer center between Sacramento and Seattle. OHSU is the only place in Oregon where adults and children can receive bone-marrow transplants, and OHSU's Casey Eye Institute is home to the nation's first research-oriented children's eye clinic. OHSU is also a leader in reproductive health and complex family planning. Numerous adult and children's specialties are nationally ranked, including cancer; ear, nose, and throat; gastroenterology and GI surgery; geriatrics; neurology and neurosurgery; pediatric cancer; pediatric diabetes and endocrinology; neonatology; pediatric nephrology; and pediatric neurology and neurosurgery, among others.

Community service is a core mission of OHSU. OHSU provides more than 200 community health programs in rural and urban areas throughout Oregon, and has provided care for uninsured and otherwise underserved people for more than 130 years. OHSU played a critical leadership role in Oregon's response to the COVID-19 pandemic.

OHSU not only treats the most complex health needs in the region, but it also makes discoveries that save lives and trains leaders to address the societal issues that impede health. OHSU's breakthrough research leads to new cures, new standards of care, and a better understanding of the basic science that drives biomedical discovery. OHSU is a research hub, where cutting edge research is conducted in state-of-the-

art facilities, including the 320,000-square-foot Knight Cancer Research Building. Researchers at OHSU work in every area of the institution and beyond—in all schools, 40+ centers and institutes, and in Oregon’s communities. In Fiscal Year 2021, OHSU investigators were awarded \$586.45 million in grants and contracts. OHSU is ranked #29 in the National Institutes of Health (NIH) funding (top quartile) nationwide and #1 in Oregon with 72 percent of NIH funding in the state. OHSU researchers have developed numerous life-saving innovations, from targeted cancer therapies and the first successful artificial heart valve, to developing the first West Nile vaccine to be tested in humans and engineering a material that replicates human bone tissue.

OHSU is a crucial asset to the state of Oregon. It is the fourth largest employer in the state and the largest in the city of Portland (excluding government), generating over \$7.2 billion of annual economic impact, in terms of economic output, financial contributions, and jobs in health care, education, research, and bioscience industries. OHSU has an annual operating budget of \$3.47 billion, primarily generated from patient care, gifts, grants, and contract revenue. Appropriations from Oregon's General Fund of \$39 million made up 1.1 percent of OHSU's budget and provided crucial support for educational programs.

For additional information on OHSU, please visit: <https://www.ohsu.edu>

OREGON HEALTH & SCIENCE UNIVERSITY FOUNDATION

The OHSU Foundation is a 501(c)3 organization that exists to secure private philanthropic support to advance OHSU's vital missions. The foundation is also responsible for investing the endowment, and managing and stewarding private gifts to ensure that donor wishes are honored. With almost \$2 billion under management, the foundation is one of the largest public university foundations in the Pacific Northwest.

The OHSU Foundation is governed by an independent, volunteer Board of Trustees made up of business, civic, and philanthropic leaders. The Board of Trustees and foundation leadership team work together to create a diverse workplace in which transparency, respect, and collaboration are rewarded. Greg Ness, chairman of StanCorp Financial Group, Inc. and The Standard, was appointed chair of the OHSU Foundation Board, beginning his term on July 1, 2022.

The OHSU Foundation has a \$25+ million budget, and employs 110 talented staff members across the areas of advancement services, alumni engagement, communications, development, donor relations and events, facilities, finance & administration, and human resources.

Each year thousands of donors contribute millions of dollars to support OHSU’s most important initiatives. Over the last several years, philanthropy has been key to transforming OHSU from an excellent regional academic health center to a world-class institution that houses groundbreaking research teams and nationally-ranked patient care and teaching programs. In 2020, the foundation completed the largest successful challenge fundraising campaign in its history by raising over \$2 billion from more than 50,000 donors to finish the Knight Cancer Challenge and the *ONWARD Campaign* to support cancer research and to benefit multiple areas across OHSU.

Following the success of the *ONWARD* Campaign, the foundation raised \$142 million from more than 11,000 donors in Fiscal Year 2021. The foundation also engages and provides programming for OHSU's 40,000+ alumni, who are dispersed across every U.S. state and nearly 70 countries across the globe.

Current philanthropic priorities include:

- The OHSU Hospital Expansion Project, adding adult and pediatric patient resources
- Student scholarships in the \$25 million Sprint for OHSU/Opportunity Fund Student Campaign
- Endowed faculty positions and funds that help recruit and retain the best faculty
- Clinical education and research activities at OHSU & Doernbecher Children's Hospital
- 40+ research centers and institutes across campus
- Cutting edge research & early detection at the Knight Cancer Research Institute
- Campus-wide efforts to reduce healthcare inequities and reduce barriers to care
- The Casey Eye Institute and its novel approach to care and outreach across Oregon
- Rural healthcare programs that support OHSU's impact across the entire state

To learn more about the OHSU Foundation, please visit: <https://www.ohsufoundation.org>

THE ROLE OF PRESIDENT, OHSU FOUNDATION

The OHSU Foundation president is responsible for the leadership and management of the interdependent OHSU Foundation, which operates as an Oregon nonprofit for the benefit of OHSU. The president formally reports to the OHSU Foundation Board of Trustees and OHSU President, using their time and talents efficiently and appropriately to increase engagement and philanthropic support. The president will be an active member of OHSU's administration, engaged in high-level strategic planning with the president and his senior leadership team and in the everyday activities of the institution. A contemporary and comprehensive knowledge of higher education and academic medicine is much desired.

The OHSU Foundation president is responsible for ensuring that the foundation achieves its mission and financial objectives. The successful candidate should have experience setting and executing organizational strategy and managing growth and change effectively. Financial and administrative skills are required. Experience in strategic planning, resource development and allocation, and managing limited resources effectively are all critical to success. An understanding of investment and portfolio management principles and financial administration, as well as an ability to work with financial professionals, are highly desired skills.

The OHSU Foundation president will define a vision for the organization and implement the necessary infrastructure to support a comprehensive, world-class program that strengthens a culture of philanthropy; supports the university's strategic priorities; attracts new sources of funding; promotes the involvement of alumni, grateful patients, and friends; and raises the visibility of OHSU as a vital academic, economic, and social driver regionally, nationally, and globally.

In addition to the formal duties of the role, the OHSU Foundation president must be an integral member of the community and take an active interest in the economic, political, and cultural vitality of Portland and Oregon. The president will reflect and embody the values of OHSU and its leaders, leading the foundation and serving the OHSU community with integrity, humility, self-awareness, and personal resilience. Major functions and responsibilities of the role include:

Leadership Support and Engagement

- Guide and support the OHSU president, serving as a coach, partner, adviser, and co-strategist in cultivating and soliciting transformative gifts. Similarly guide and support the deans, senior staff, center and institute directors, chairs, trustees, and other volunteers in all development-related activities. Ensure that they are professionally and effectively staffed regarding fundraising activities and that their time is optimally utilized.
- Cultivate strong working relationships with academic, clinical, and administrative leaders across the institution. Ensure that the foundation is seen as a collaborative, proactive, and trustworthy partner capable of professionally addressing opportunities and concerns.
- Serve as an active member of the OHSU president's leadership team. Build collaborative professional relationships with peers and foster a strong team orientation. Work with a broad range of diverse individuals and groups, including senior executives, to achieve shared goals.
- Participate in campus-wide strategic planning efforts and contribute to discussions that guide strategies and policies shaping OHSU's future. Identify compelling principal and transformational funding opportunities within OHSU and match them with existing and potential donors.
- Assist in the identification, recruitment, and cultivation of new Foundation board members by identifying key leaders with an affinity for the mission of OHSU. Work closely with the board chair to develop strategies that will enhance and strengthen the Foundation board.
- Support and enhance the culture of philanthropy within OHSU through philanthropic education of deans, physicians, faculty, nurses, staff, and volunteers.

Programmatic Elevation

- Assess the effectiveness and potential of the existing fundraising program; serve as architect and builder of a strategic, cohesive, and systematic fundraising operation that is reflective of industry best practices and in keeping with the mission and core values of the institution.
- Develop a nuanced understanding of the breadth of OHSU's academic, clinical, and research programming, as well as its commitment to the communities it serves; articulate the mission, funding opportunities, clinical accomplishments, and research milestones in clear and compelling terms to a broad array of constituents.
- Craft and implement a sophisticated and comprehensive multi-year fundraising and engagement strategy that will drive philanthropic support for institutional priorities to substantially and sustainably higher levels; inspire and challenge the OHSU community to meet significant annual fundraising increases.
- Identify new prospects capable of making principal and transformational gifts; formulate creative cultivation plans to engage them in the institution's activities, and successfully execute effective solicitation strategies that lead to seven-, eight-, and nine-figure commitments.

- Capitalize on gains made during the last campaign. Understand its successes, and recognize missed opportunities. In preparation for a future campaign, evaluate the philanthropic capacity of all constituencies; identify areas for growth; strategically augment Foundation staff and resources; and craft fundraising strategies to raise sights and involvement of volunteers and donors at all levels.
- Assess donor stewardship and ensure donors' gifts are acknowledged in a comprehensive, timely, and innovative fashion; elevate the importance of stewarding all gifts and programs that strengthen donors' interests in, satisfaction with, a commitment to OHSU; and convey to donors the impact their contributions have on the betterment of the institution.
- Provide leadership and strategic guidance to a comprehensive alumni and parent relations program to further expand and construct a more robust alumni and parent engagement enterprise through a combination of innovative outreach, collaboration across units on campus, and additional volunteer opportunities. Similarly, seize upon opportunities to broaden and strengthen OHSU's outreach and grateful patient activities in order to maximize philanthropic potential.
- Oversee publicity activities promoting philanthropy to OHSU and the work of the foundation in support of the university. Ensure communications efforts are strategic and well-coordinated with OHSU communications, working with staff across the university on key advancement strategies and efforts to enhance the image and visibility of the institution.

Staff Management and Leadership

- Lead, support, and mentor OHSU Foundation staff, promoting a culture of excellence, transparency, collaboration, and professional growth. Further develop a diverse and high-caliber staff that is well prepared to meet the ongoing challenges and opportunities of a first-rate advancement program. Ensure that all staff members have a common commitment to advancing the university and its priorities.
- Actively and meaningfully promote a measurable commitment to diversity, equity, and inclusion. Recruit and retain top talent, establishing the foundation as a broadly viewed employer of choice.
- Set clear direction, priorities, and measurable goals for advancement professionals and administrative support personnel. Establish annual performance objectives, metrics, and standards in an environment of best practices; utilize contemporary analytics to project, measure, and report on progress against goals. Enhance professional development and career planning opportunities for foundation staff as a means of retention.
- Lead staff by example by personally soliciting and closing major and principal gifts. Ensure staff members execute effective management strategies that result in meaningful engagement and successful solicitation of donors who provide support at all levels.
- Maintain a leadership style that is open and fluid, capable of inspiring, empowering, and motivating staff. Foster a work environment that recognizes and rewards performance, supports new ideas and risk-taking, builds confidence, and encourages interaction and teamwork.

- Assess current staff effectiveness and overall organizational structure, identifying areas where restructuring and additional investment may be required; advocate for resources to adequately staff and support an ambitious strategy for the foundation and compellingly articulate the return on investment. Oversee administrative and human resources policies, and ensure compliance with all legal and financial policies and regulations.

QUALIFICATIONS AND EXPERIENCE

This position requires strong leadership, superb communication skills, and the ability to work collaboratively with many internal and external constituencies. The president will possess many of the following professional qualities and experiences. This is an aspirational list, and we encourage candidates to apply who strive for, but may not currently possess, all of these qualities.

- A deep appreciation for the history, achievements, and aspirations of OHSU, and the ability to effectively articulate its mission, relevance, and uniqueness to a diverse audience.
- Exceptional long-term record of exceptional development leadership experience; experience serving on a senior leadership team and contributing at the strategic level; depth of knowledge of best practices in all key areas of advancement.
- A track record of success personally cultivating, soliciting, and stewarding major and principal level (\$5+ million) gifts from individuals, foundations, and corporations; a high level of comfort and effectiveness working with high-net-worth individuals.
- Experience elevating an existing development program, using metrics and best practices, resulting in a transformative increase in philanthropic revenue for an institution; significant strategic planning and program execution experience.
- Excellent written and verbal communication, with the intellectual depth necessary to understand and translate medical, technical, and research information for all internal and external audiences.
- Imaginative, creative problem-solving skills. A critical and analytical thinker, and data-driven decision-maker. Impeccable attention to detail with superb follow-through; naturally curious and able to recognize connections and opportunities.
- The political savvy to navigate a complex academic medical community within an even larger, more complex academic enterprise, including leveraging the time of senior leaders; the desire and ability to build bridges and strong collaborative relationships across an organization with diverse constituencies; an interest in serving as a resource to others and obtaining their input.
- A thorough demonstrated commitment, personally and professionally, to diversity, equity, and inclusion.
- A transparent, collaborative, and accessible leadership style; proven success leading and managing staff and volunteers. A history of recruiting and developing top talent; a strong commitment to

personal and professional development, and the ability to foster a diverse, high-performing, and collaborative team.

- A sharp eye for operational efficiency and optimal use of resources; substantive understanding of budgets.
- Experience working effectively with political appointees, faculty governance bodies, and various advisory groups.
- A track record of working effectively with a high-functioning Board of Trustees.
- Bachelor's degree required; advanced degree preferred. In lieu of a terminal degree, candidates should possess an exemplary record of success in a relevant leadership position.

Compensation and Location

Compensation will be competitive and commensurate with experience.

With a population of nearly three million in the greater metropolitan area, Portland, Oregon is a major cultural center occupying 130 square miles. Portland residents enjoy a reputation as one of the environmentally responsible cities in the United States, encouraging "green" activities, transportation, building, and living. With its beautiful and pedestrian-friendly downtown, Portland has become a model for urban planning. This is the city where fountains and outdoor sculptures outnumber parking meters, and where a renowned light rail system offers easy access to the majority of the area.

Portlanders enjoy numerous arts organizations and engagements: symphony, opera, chamber music, blues, jazz, a Shakespearean troupe, a wide selection of art and historical museums, galleries, live theater, and dance. On the dining scene, Portland is known for its cadre of innovative chefs, who have created a whole new style of Pacific Northwest cuisine.

The Portland metropolitan area contains 37,000 acres of parkland, including the 5,000-acre Forest Park, the largest urban wilderness within an American city. The Pacific Ocean is only a 78-mile drive and Mount Hood is a mere 65 miles away. The Columbia River Gorge also offers many forms of recreation, including hiking, sailing, and world-class windsurfing. Promenades run along the east and west banks of the Willamette River, which is a prominent feature of the city. To learn more about Portland, visit: <https://www.travelportland.com/>

TO APPLY

Rachel Ellenport is leading this search with Becky Piper and Megan Gorman. For more information, to submit a nomination, or to apply for this role, please visit:

www.imsearch.com/8578

The Foundation is an Equal Opportunity Employer. The Foundation provides equal opportunities to all individuals without regard to age, color, current or future military status, disability (physical or mental),

gender, gender identity, genetic information, marital status, national origin, pregnancy, race, religion, sexual orientation, veteran, or any other status protected by law. The Foundation, as required by law, is making available here a copy of Employee Rights and Responsibilities under the Family and Medical Leave Act.

ADDENDUM

LEADERSHIP

Danny O. Jacobs, M.D., MPH
President, Oregon Health & Science University

Dr. Jacobs received his undergraduate degree from Harvard University, a medical degree from Washington University–St. Louis, and completed residency and chief residency in general surgery and research fellowship training at the Hospital of the University of Pennsylvania and Harvard Medical School’s Brigham and Women’s Hospital. He also earned a master’s of public health from Harvard.

After serving as endowed chair of the departments of surgery at Creighton and Duke University, he was appointed as James Professor, Executive Vice President, Provost, and Dean of the University of Texas Medical Branch in Galveston with tenure in surgery, public health, and translational medicine.

Serving as a member of the Association of American Medical Colleges’ Board of Directors, the strategic advisory group for America’s Essential Hospitals, the Oregon Business Council Board of Directors, as well as the OHSU and OHSU Foundation Boards of Directors, Dr. Jacobs actively pursues health care, research, and education solutions for communities across Oregon.

Dr. Jacobs engages in a wide range of national and regional healthcare, research, and education initiatives while serving as a member of the Association of Academic Health Center’s President’s Council on Cybersecurity, the Oregon Council of Presidents, and the National Academies of Science, Engineering and Medicine, Science and Technology Experts Group.

A prolific author and editor with research interests in the metabolic effects of malnutrition, stress, infection, and injury, among other interests, Dr. Jacobs has published more than 125 peer reviewed manuscripts, as well as three books and 82 reviews, chapters, editorials, or other academic materials.

Accolades for his contributions to medicine include the National Medical Association’s Presidential Award, the Julius A. Mackie Distinguished Graduate Award from University of Pennsylvania, the Matson Award for Teaching from Brigham and Women’s Hospital, an Outstanding Service Award from the Harvard Community Health Plan, the Alumni Achievement Award from Washington University – St. Louis School of Medicine, election to the National Academy of Medicine, the European Academy of Medicine, and, most recently, being invited to join the founding editorial board of New England Journal of Medicine’s Catalyst Innovations in Care Delivery.

J. Greg Ness

**Executive Chair of the Board, StanCorp Financial Group, Inc., and Standard Insurance Company
Chair, OHSU Foundation Board of Trustees**

Greg Ness is executive chairman of the board of StanCorp Financial Group, Inc., and Standard Insurance Company. He was chairman, president, and chief executive officer from December 2011 until June 2021. He served as president and chief executive officer from July 2009 until December 2011, and previously served as president and chief operating officer from September 2008 until June 2009. Mr. Ness joined The Standard in 1979.

He is a Phi Beta Kappa graduate of Washington State University and earned a Master of Business Administration from Portland State University. He also holds the LIMRA Leadership Institute Fellow designation from the Life Insurance Marketing and Research Association.

Mr. Ness served as the president of The Standard Charitable Foundation from 2009 to 2021. He is the former chair of the board of directors of the Oregon Business Council and the Armory Theater Fund and is a member of the board of directors of the Oregon Health & Science University Foundation. He is also a member of the SOLVE Founder's Circle and a former board member of both Portland Center Stage and Trillium Family Services.