



About the President & Founder

Gary M. Cates is an accomplished businessman and not-for-profit executive with a career spanning more than 40 years. His experience and expertise uniquely qualify him to offer strategic management and fundraising services to the nation's donors and the charities they support.

As a senior healthcare leader, Gary managed hospitals, nursing homes, assisted living facilities, home care and hospice agencies, health equity operations, a mission-based grocery store, and a post-acute care company. He also has led corporate services in the areas of strategic planning, marketing/communications, government relations and philanthropy. Additionally, Gary has worked as a Corporate Government Relations Manager, Congressional Press Secretary, News Reporter and college Adjunct Instructor.

As a Chief Philanthropy Officer, Gary guided a regional fundraising group onto a bold national platform and drove annual performance from raising \$5 million a year to an average \$35 million a year, totaling more than \$250 million raised over nine years. He has received awards for his philanthropy work, including "Foundation of the Year" recognition and a state-wide award for bringing innovation to the field of philanthropy in Ohio. In 2023, he received an Outstanding Alumni Award from Michigan State University's College of Communication Arts and Sciences, recognizing his work in the Social Determinants of Health.

Gary has served as a board member for numerous organizations, including community-based charities, civic organizations, economic development groups, a private college and a publicly-traded banking company. His dedication to community leadership has been recognized by a host of organizations, including a lifetime service award from his hometown Chamber of Commerce.

An accomplished speaker, Gary has presented at industry conferences, seminars and webinars. More recent appearances include being a featured presenter on a national Chronicle of Philanthropy webinar and speaking at national conferences such as the American Hospital Association, the Association of Healthcare Philanthropy, The Root Cause Coalition, and the "Come to the Table" series in 2022 and 2023, conducted in association with the White House Hunger and Health Summit. Gary also published a three-part series of white papers outlining needed changes in philanthropy to respond to a changing environment. He also has appeared in trade and news publications, as well as online forums.

Gary earned an MBA from the University of Michigan, a BA in Journalism from Michigan State University and a Certificate in Fundraising Management from Indiana University.