

A magnifying glass is held over a DNA microarray, which is a grid of small colored spots. The entire scene is bathed in a blue light, creating a scientific and investigative atmosphere. The magnifying glass is positioned in the lower-left quadrant, with its handle extending towards the upper-right.

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Disease Detectives

Pathologists search for answers—
and what they find impacts everyone's life.

Surgery goes “bloodless”

| Is a clinical trial right for you?

| Fighting inflammation with fish oil



Founder of Development Makes His Mark

F. Joseph Callahan's fundraising principles drive two influential campaigns.

When F. Joseph Callahan supports a cause, he works relentlessly. He approaches fundraising goals with carefully mapped strategies—ideas that have helped define two of Cleveland Clinic's most comprehensive campaigns.

"Joe often is thought of as the founder of development here," says Carol Moss, Acting Chairman of Institutional Relations and Development. "Many of the strategies he suggested in his tenure are used today."

In his 17 years as a force behind Cleveland Clinic fundraising campaigns, Mr. Callahan served as chairman of the *Securing the 21st Century* campaign, a \$225 million drive to construct three world-class facilities: the Cole Eye Institute, Taussig Cancer Center and Lerner Research Institute.

He and his wife, Barbara, are honorary chairs of the current \$1.25 billion campaign, *Today's Innovations, Tomorrow's Healthcare*. Embodied by four cornerstones—innovative patient care, basic and clinical research, medical and patient education, and a campus master plan—the current campaign seeks to support Northeast Ohio's economic development while strengthening Cleveland Clinic's resources.

"This requires requesting funds from outside the region," Mr. Callahan says. During his time as chairman of the 21st Century Campaign, Mr. Callahan advised the fundraising committee to broaden its geography when seeking board members. He adds, "If you're going to get anywhere today, you have to go all over the world."

While Mr. Callahan was executive vice president of Swagelok, he applied principles he learned as a submariner in World War II to business, insisting on quality people. This helped him grow the enterprise from \$2 million to more than \$800 million.

An entrepreneur, adviser, investor and philanthropist, Mr. Callahan sticks by his rule, "If you quit the rat race, the rats will win." This same fierce will to succeed trickles down to his passion to give back. He writes in his memoir, *Shoot for the Pin*, "I have always felt that it is important to give of your time and finances in support of worthy causes for the betterment of the community."

When his children were in school, he supported Junior Achievement and the Boy Scouts, and served as chairman of the board for Gilmour Academy. He also has served on hospital boards continually since 1978, starting at Marymount Hospital in Garfield Heights, Ohio. This evolved into a position on the board at Cleveland Clinic in 1990 and, since then, he has served on five different committees.

Barbara Callahan reflects on her husband's time at Cleveland Clinic after suffering a stroke six years ago. "He has just never given up," she says of his energy. "He has a ton of integrity and he's just very honest."

Mr. Callahan adds that he experienced how breakthrough science and development deliver the world-class care Cleveland Clinic promises to each patient—him included. Today, his twice-weekly physical therapy sessions are helping him get back into his beloved game: golf.

Shoot for the pin, Mr. Callahan explains, is his general life philosophy. "An objective, once determined, should be pursued relentlessly and without compromise. This has been my approach in business, fundraising and golf."