

NEWS

Association for Healthcare Philanthropy

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Jerry A. Linzy is Selected for 2012 Si Seymour Award by the Association for Healthcare Philanthropy

Washington, D.C. (August 27, 2012) – The Association for Healthcare Philanthropy (AHP) has selected Jerry A. Linzy as this year's recipient of the association's highest recognition, the AHP Si Seymour Award. The award will be presented at AHP's annual International Conference, Oct. 24 to 27 in Atlanta.

Well-known in philanthropic circles as a master fundraiser, teacher and mentor to volunteers, novices and long-time practitioners in the development field, Mr. Linzy has devoted a 41-year career to securing charitable support for schools, universities and health care institutions in the United States, Canada and Australia. Among the hallmarks of his guidance is the maxim that fundraisers must first listen carefully to donors to understand their goals and needs before asking for their money.

"Jerry Linzy is truly a remarkable development professional, and he shares himself with colleagues most generously," said William C. McGinly, Ph.D., president and chief executive officer of AHP. "With significant leadership, service at all levels and a true commitment to charitable work and AHP, it is clear to anyone who meets him that he is the consummate professional and a wonderfully giving person. He is a unique individual who deserves and has earned AHP's Si Seymour recognition."

"His service to our profession and AHP in particular is unprecedented. Jerry's commitment to the profession of health care philanthropy is in many ways remarkable, most notably for his tenure, tenacity and passion. He has led not only a distinguished career with leadership roles at several prestigious health care organizations, but his counsel is sought by professionals both new and seasoned," said AHP Board of Directors Chair Susan J. Doliner, FAHP, CFRE.

Mr. Linzy is a senior managing partner and chief operating officer of Chicago and Boston-based Jerold Panas, Linzy and Partners, one of the largest firms in the U.S. offering campaign services and financial resource development. Throughout his career, Mr. Linzy is credited with having raised money on behalf of more than 300 hospitals, and other institutions amounting to nearly \$2 billion. He also has worked to create two endowments in memory of faculty members benefitting

the University of Evansville, which he served as a trustee and as president of the alumni association.

Mr. Linzy joined AHP in 1976, and has served the association in numerous offices and capacities for more than 30 years, starting as a regional chair in 1980. During the following two years, he was elected to vice chair for membership and communications, becoming AHP's international chair in 1985. He also has chaired the association's ethics and nominating committees and was a member of the AHP Foundation's board of directors from 1996 to 1999.

Since 1996, Mr. Linzy has been an instructor on the faculty of the AHP Madison Institute, an array of intensive training courses for health care fundraisers offered by AHP and the University of Wisconsin Business School. In 2006, he was a founder of the "Madison Down Under" program to train health care fundraisers in Australia.

In his early career, Mr. Linzy helped establish the Welborn Baptist Hospital Foundation's development program in Evansville, Indiana. In the 1980s, he was elected to the Evansville City Council. He served as president of the council and chair of the city's finance committee. He also served as chair of the county Tax Adjustment Board and the Evansville Urban Transportation Authority. Mr. Linzy chaired the Evansville Freedom Festival and Gold Cup Hydroplane Race. He also held leadership positions for a wide range of local support groups in addition to his work as hospital foundation executive, and he was presented with the Key to the City of Evansville in 1987 for his civic and volunteer work.

AHP's Si Seymour Award honors the memory of a trailblazer in the world of philanthropy whose career spanned a half-century of fundraising on behalf of many worthy causes, from the National War Fund during World War II and Harvard University, to youth groups and educational institutions, health organizations, and numerous community service projects. His book *Designs for Fundraising*, published in 1966, is regarded as a bible of philanthropic fundraising to this day.

Photo available upon request.

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