



Hospital Foundation

**DIRECTOR OF DEVELOPMENT, PICKUP FAMILY NEUROSCIENCES INSTITUTE
HOAG HOSPITAL FOUNDATION
Newport Beach, California**

The Highest-Ranked Hospital in Orange County, Reaching Even Higher

THE SEARCH

Since 1952, Hoag Hospital (Hoag) has carried out its mission to provide the highest quality health care services through the core strategies of quality and service; people; physician partnership; strategic growth; financial stewardship; community benefit; and philanthropy. Hoag Hospital Foundation (HHF), the philanthropic arm of one of the top-ranked hospitals in California and the highest-ranked hospital in Orange County, seeks a driven and collaborative director of development (director) responsible for major gift fundraising for the Pickup Family Neurosciences Institute (PFNI). This experienced fundraising professional will play a central role in building the pipeline of support for major and principal-level gifts.

Building upon this upward trajectory and the momentum of the recently completed \$760 million campaign, the director will be working within a metrics-driven, research-based, major (\$100K+), principal (\$5M+) and planned gifts program to engage, qualify, cultivate, solicit, and steward prospects, aligning donor interests with institutional priorities. The director will work closely with medical, physician and administrative leadership as well as assigned volunteers to support major gift fundraising programs at HHF. The director will report to the Executive Director of Development, Clinical Institutes.

To achieve Hoag's ambitious goals, the director must be a driven, highly collaborative, and experienced professional who excels at major gift fundraising. The ideal candidate will possess a high degree of experience and knowledge of fundraising best practices within a large, complex, and fast-paced organization. The director must possess five or more years of progressively responsible fundraising experience in public health, health systems, higher education, or an equivalent combination of relevant education and experience. The successful candidate will possess superior communications skills along with a high level of integrity and emotional intelligence to effectively engage and partner with key internal and external constituents. The ideal candidate must be a self-starter who operates with a sense of urgency and can demonstrate an established track record of increasing philanthropic revenue from diverse

constituencies. Expertise within Orange County's philanthropic community is desirable. A bachelor's degree is required, master's degree preferred.

Hoag Hospital Foundation has retained Rachel Ellenport of the national executive search firm, Isaacson, Miller, to assist in this important recruitment. Confidential inquiries, nominations, and applications should be directed to the search firm as indicated at the end of this document.

DIRECTOR OF DEVELOPMENT, CLINICAL INSTITUTES, PICKUP FAMILY NEUROSCIENCES INSTITUTE

The director of development, Pickup Family Neurosciences Institute will develop the comprehensive fundraising strategy for neuroscience programs across the Hoag healthcare enterprise. This experienced fundraising professional will play a central role in building the pipeline of support for major gifts, planned gifts, and principal-level gifts to the PFNI.

Major Functions and Responsibilities:

- Develop and actively manage a portfolio of approximately 100 - 150 major gift prospects.
- Identify, qualify, cultivate, and solicit major gifts (\$100K+), planned gifts, and pledges.
- Recruit, train, and motivate volunteers in activities designed to identify and cultivate potential major and principal gift prospects.
- Work closely with Hoag medical and administrative leadership to develop funding priorities in collaboration with Hoag Hospital Foundation leadership.
- Collaborate with various departments within Hoag to support the successful stewardship of major gift donors.
- Work collaboratively with other directors and the constituent development team for the benefit of Hoag and its donors.
- Develop and manage annual fundraising plans and budgets.
- Facilitate list reviews and physician referrals of major gift prospects.
- Prioritize the qualification of currently unmanaged major gift prospects.
- Work with foundation planned giving staff to develop and execute strategies for prospects.
- Mentor junior colleagues and work with administrative support staff in a collaborative manner.
- Successfully represent the vision of the future of Hoag to potential donors and community members.

- Support foundation staff and volunteers in major gift donor recognition, stewardship, and communication activities.
- Work with the foundation's events department to ensure successful donor cultivation at events.

Qualifications and Experience:

- A minimum of five years of progressively responsible professional fundraising experience in public health, health systems, higher education, or an equivalent combination of relevant education and experience. A demonstrated commitment to the highest standards of professionalism and best practices.
- High level of understanding of philanthropy and philanthropic practice.
- A deep appreciation for the history, mission, achievements, and aspirations of Hoag and the Foundation; the ability to effectively articulate the vision for the future to a diverse audience.
- A genuine passion and energy for contributing to the growth and evolution of a development program in a rapid change environment; the ability to work effectively with a broad range of constituents – providing strong support, inspiring them to action, and making the experience rewarding.
- A proven track record of success in personally cultivating, soliciting, and stewarding gifts at the major gift level from individuals, foundations, and corporations. A high level of comfort and effectiveness working with individuals of high net worth and visibility.
- A clear understanding of philanthropy and philanthropic practice, in particular, the unique individual relationships required to secure major/principal gifts.
- Superior interpersonal and communication skills, both oral and written. Must be able to communicate effectively to a large and diverse audience, including senior administration, physician partners, trustees, donors, prospects, colleagues, staff, and other hospital employees.
- Self-directed, self-motivated, grounded, and collaborative leader who can facilitate change. A creative problem solver, flexible, and capable of adapting to changing priorities.
- Willingness to explore new partnerships and ways to collaborate with others.
- Willingness to travel throughout California and to out-of-state meetings if necessary.
- Experience in the analysis and interpretative skills for major gift fundraising purposes, including summary assessment with recommended actions and steps for cultivation and solicitation of individuals, corporations, foundations, associations, and societies, for volunteer service, major gift, and pledge support.
- A bachelor's degree is required; a master's degree is preferred.

LOCATION

Hoag Hospital has locations in Newport Beach and Irvine, both of which are in the heart of Orange County. The Hoag Hospital Foundation's main offices are located in the Coufos Family Center for Philanthropy in Newport Beach, located less than an hour from Los Angeles International Airport (LAX) and downtown Los Angeles. The Irvine campus is roughly 80 minutes from both LAX and downtown. Hoag enjoys the best of what Southern California has to offer: beaches, mountains, deserts, and a broad variety of cultural, entertainment, and intellectual activities. To learn more about Newport Beach, please click [here](#). For more information about Irvine, please click [here](#).

COMPENSATION

The pay range for this position is \$111,945 - \$184,620. Hoag Hospital Foundation offers excellent benefits, including medical, dental, and vision insurance, sick and vacation time, retirement savings plans, and access to various health, wellness, and professional development initiatives. Final salary offers are based on specific candidate qualifications and experiences and in support of equitable and consistent pay at the institution. This role is eligible for an annual incentive bonus, and a signing bonus may be available within department guidelines.

TO APPLY

Rachel Ellenport is leading this search with Bryce Ervin, Emily Godamanna, Maureen Perry, Sarah Watkins, and Rebecca Lyons. For more information, to submit a nomination, or to apply for this role, please visit:

[https://www.imsearch.com/open-searches/hoag-hospital-foundation/
director-development-neuroscience](https://www.imsearch.com/open-searches/hoag-hospital-foundation/director-development-neuroscience)

Hoag Hospital Foundation does not discriminate in its employment policies and practices on the basis of factors such as race, sex, sexual orientation, gender identity, gender expression, age, color, religion, national origin, disability, or veteran status. Hoag complies with federal and state legislation and regulations regarding non-discrimination.

ADDENDUM

Leadership

Flynn A. Andrizzi, Ph.D.
President, Hoag Hospital Foundation

Dr. Flynn A. Andrizzi is the president of the Hoag Hospital Foundation. In this role, he serves as a member of the hospital's executive management team and leads the overall development operations for Hoag. Andrizzi has spent over 25 years as a leader in the nonprofit sector.

Before joining Hoag in 2010, Andrizzi served as the senior vice president and chief development officer at the University of Iowa Foundation. Prior to that, he served as vice president for institutional advancement at Thomas Jefferson University in Philadelphia. Andrizzi also served in top fundraising positions at the University of Utah, his alma mater.

After 14 years of service, Andrizzi has announced that he will be stepping down as the president of Hoag Hospital Foundation on December 31, 2023. Andrizzi played an integral role in the success of the Foundation and made substantial contributions to Hoag's mission and growth. Under his leadership, Hoag has been the beneficiary of two major fundraising campaigns, raising nearly a billion dollars, allowing the hospital to expand personalized, world-class care, attract the nation's brightest minds, and invest in the most promising technologies to best serve patients. During his time as president, the Foundation also established the endowed chair program at Hoag, which has contributed approximately \$60 million in philanthropic funds to support 22 endowed chairs. Andrizzi has played a key role in setting a solid infrastructure for philanthropic success and positioning the Foundation for a bold future.

On an interim basis, Geoffrey McCloskey, the Foundation's senior vice president of finance and operations, will help lead the organization, along with members of the Foundation's senior leadership team. A national search firm is beginning the process to identify the Foundation's next president.

Andrizzi holds a Ph.D. in Educational Leadership & Policy from the University of Utah, as well as bachelor and master of public administration degrees from the same university.

Lyddy Lewis
Vice President of Development, Major Gifts, Hoag Hospital Foundation

Lyddy Lewis started her philanthropy career in food banking, pursuing a passion for serving others that has carried her into roles where she has successfully fostered fruitful relationships, raised major funds, and led teams to do the same.

In her current role as vice president of development, Lewis directs and manages fundraising for Hoag Hospital Foundation, overseeing a dynamic team based in Newport Beach and Irvine. She develops

programs and activities for major gifts, annual giving, and gift planning. She began her career with the Foundation as executive director of major gifts, where for nearly two years she was instrumental in optimizing best practices for donor qualifications and setting the direction of fundraising for clinical initiatives, including the ones responding to COVID-19.

Lewis was previously at the American Red Cross in North Texas, where she was senior director of major gifts and developed the top performing Individual & Foundation Giving team in the nation, exceeding revenue goals for five consecutive years. She maintained a portfolio of top tier major donors, prospects, and Fortune 500 corporate partners, developing key relationships across the region's 121 counties. She led multiple crisis response fundraising efforts on record-breaking disaster operations, both on the regional as well as the national scale. As interim chief development officer in the major markets of Dallas-Fort Worth and Houston, Lewis has experience forecasting, managing metrics and implementing a strategic vision in collaboration with executive leadership teams. She was responsible for the most prestigious, major giving society within the American Red Cross network and developed the largest branch of the Tiffany Circle Society of Women Leaders from a pilot to an established program. Also, during her time at the American Red Cross, she was recognized as a Top Performing Leader by receiving top scores from her direct reports for employee engagement, performance enablement, and manager effectiveness.

Lewis is dedicated to developing a learning culture in which colleagues enhance their skills while aiming to achieve individual and organization goals.

Jenn Brown

Executive Director of Development, Clinical Institutes

Jenn Brown joined Hoag Hospital Foundation in 2022 in her current role as executive director of development, clinical institutes. Brown provides leadership and oversight to fundraising for the Jeffrey M. Carlton Hart & Vascular Institute, Pickup Family Neurosciences Institute, and the Mary & Dick Allen Diabetes Center.

Prior to joining Hoag, Brown spent 15 years at UCLA and was most recently Senior Director of Development for UCLA Health Sciences, where she managed comprehensive fundraising programs for departments and divisions, including Orthopaedic Surgery, Rheumatology, the Center for Advanced Surgical and Interventional Technology, and Head & Neck Surgery. During Brown's tenure, she created relationships among physician and administrative partners that fostered a culture of philanthropy, and strategically engaged donors to secure numerous endowed chairs and transformative gifts. Jenn is passionate about the growth mindset and participated in the campus-wide Professional Development Program and the University of California Women's Initiative for Professional Development.