



Sharon A. Jones, FAHP, CFRE
Vice President of Development
Haven Hospice
Gainesville, FL

Sharon Jones started her career in health care fundraising in 1991. She is Vice President of Development at Haven Hospice in Gainesville, FL. Haven provides Advance Care Planning, Palliative Care consultations as well as hospice services to adults and children in 18 counties in Northeast Florida.

Before joining Haven, Sharon served as Vice President at Chapters Health System in Temple Terrace, FL for over 12 years. She led the fundraising efforts and directed and managed a comprehensive development program. Several capital campaigns were completed under her leadership along with the development of major and leadership gifts. Before Chapters, Sharon served for 14 years as Vice President for Development at Munroe Regional Medical Center in Ocala, FL.

Sharon was recently named the AHP Si Seymour recipient for 2018. She currently serves on the Board of Directors of the Association for Healthcare Philanthropy and has been a faculty member of the AHP Madison Institute since 2012. She became the chair of the Institute in 2014 and continues to serve in that capacity. She serves on the AHP Certification Committee, which is responsible for a thorough review of the current AHP Fellows program, and she has frequently presented at the National Hospice and Palliative Care Organization annual conferences.

Sharon received her Bachelor of Arts degree from the University of Florida with high honors. She is certified as a Hospice Administrator.



Bridget A. Murphy, CFRE

Chief Philanthropy Officer
VNA Health Group
Holmdel, NJ

Bridget A. Murphy is a Certified Fundraising Executive with more than three decades of experience in fundraising and nonprofit management consulting, predominantly for hospital and health care organizations. In her role as Chief Philanthropy Officer for Visiting Nurse Association Health Group, a leading nonprofit provider of home care, hospice and community-based care, Ms. Murphy is responsible for the leadership and direction of the VNA of Central Jersey (VNACJ) Foundation, the organization's fundraising arm.

VNA Health Group is the largest Visiting Nurse Association in the state and the second largest in the nation providing care for 10,000 patients on any given day and over 120,000 individuals annually. Its unique joint partnership model with health systems leverages clinical and technical resources to operate Robert Wood Johnson Visiting Nurses, VNA of Englewood, VNA Health Group of New Jersey (Barnabas Health Home Care and Hospice, VNA of Central Jersey Home Care and Hospice), Visiting Physician Services, and Visiting Nurse Association of Ohio. The VNACJ Foundation generates charitable contributions and grant funding from individuals, corporations, foundations and government sources to support in-home and community-based health programs for the uninsured and under-insured.

Prior to joining VNA Health Group, Ms. Murphy was Senior Vice President and Managing Director with Graham-Pelton Consulting, a full-service fundraising and nonprofit management consulting firm based in Summit, NJ, and Vice President of Development with the Monmouth Medical Foundation in Long Branch, NJ.

Mrs. Murphy is a member of the Association for Healthcare Philanthropy (AHP) and currently serves as Secretary/Treasurer on the Board of Directors.



Fred Najjar

Senior Vice President of Philanthropy
Dignity Health
San Francisco, CA

Fred Najjar serves as senior vice president of philanthropy for Dignity Health, one of the nation’s largest health systems. Fred oversees 29 fundraising foundations including the system-wide Dignity Health Foundation.

He provides strategic vision, leadership and direction to ensure philanthropic support of programs and services for Dignity Health at the system level and for the philanthropy activities of all Dignity Health fundraising foundations. He also plays a consultative role in the hiring, training and development of leadership in the foundations, all while sharing best practices throughout the system.

Previously, Fred served as vice president for university advancement and chief executive officer of the Tower Foundation at San José State University (SJSU). There, he oversaw alumni relations, advancement operations, marketing, communications, government, community relations, and public affairs. As vice president for university advancement and chief executive officer of the Tower Foundation, he led the university to unprecedented fundraising numbers and launched the first comprehensive campaign in school history. Under his leadership, SJSU was consistently in the top tier of fundraising universities in the 23-campus California State University system. He also has served in executive positions at Arizona State University, University of Wisconsin-Stevens Point and Virginia Tech University.

Fred is a thought leader in health care philanthropy, publishing articles and making frequent presentations on the subject to a variety of audiences. Currently, Fred is a member of the AHP Certification Task Force, acts as a council lead for the AHP Content Advisory Council and is a member of the AHP Health System Philanthropy Leadership Group (HSPLG).

A native of Virginia, he holds an undergraduate degree in public administration and a graduate degree in counseling and student personnel administration, both from Virginia Tech University. He has completed coursework toward a doctorate in organization and leadership at the University of San Francisco.



Pamela Puleo, FAHP

Chief Advancement Officer
Concord Hospital
Concord, NH

As Concord Hospital's Chief Advancement Officer, Pamela oversees Volunteer Services, Hospitality Services, Public Affairs and Marketing, and the Gift Shop and also serves as a member of the Hospital's Senior Management Team. Since 2007, she also has led the Concord Hospital Trust, which serves as the Hospital's philanthropic arm. Having achieved the highest level of certification available in the field of health care philanthropy (Fellow of the Association for Healthcare Philanthropy), she has more than 35 years of experience in philanthropy, volunteer management and public relations for not-for-profit organizations, nine of which were with the American Cancer Society in three New England States and 28 with Concord Hospital.

Pamela has served as a Board Member for New Hampshire's CONFR, Board member and President for the New England Association for Healthcare Philanthropy (NEAHP), and as a Board member for the Association for Healthcare Philanthropy (AHP) including terms as the Treasurer, Vice Chair for Education and Certification and Vice Chair for Membership and Communications. In addition, she has served on numerous community boards and committees in New Hampshire, including Special Olympics, United Way Merrimack-Concord SPCA, CATCH, Early Learning New Hampshire, and the Steering Committee for the Coalition to End Homelessness.

As a graduate of Boston University School of Public Communications, Pamela holds a degree in communications, specializing in not-for-profit public relations. She completed a Masters Program in Management, specializing in Non-Profit Leadership from New England College, where she currently serves as a faculty member in their Graduate Studies Program. Pamela also is on the Phenix Mutual Board in Concord, which is a member of the Motorists Insurance Group in Columbus, Ohio.

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Randy A. Varju, FAHP, CFRE

Foundation President and Chief Development Officer
AdvocateAurora Health
Downers Grove, IL

Randy Varju, FAHP, CFRE, is Foundation President and Chief Development Officer at AdvocateAurora Health. In this capacity, Varju has executive responsibility for the vision, planning, implementation and management of charitable giving and fundraising for all 27 Advocate and Aurora hospitals, and system-wide development initiatives.

AdvocateAurora Health is the 10th largest health system in the nation with three million patients annually. It has been named one of the nation's top health systems based on clinical performance according to Thomson Reuters.

Varju has served the not-for-profit sector in development roles for three decades, initially in the human services sector with Easter Seals and United Way and later in higher education with institutional advancement for Lewis University. In 1999, he moved to the health care sector, joining Advocate Charitable Foundation as vice president for development for South Suburban Hospital. In 2002, he transitioned to Advocate Christ Medical Center and Hope Children's Hospital as vice president of development.

Prior to his current role, Varju served as President for the Advocate Charitable Foundation, leading the site development efforts for the Advocate Health Care system of 12 hospitals.

Varju currently serves on the Board of the Association for Healthcare Philanthropy as Vice Chair. He has previously served as Secretary/Treasurer and as a member of the AHP Strategic Leadership Knowledge Advisory Group. He also serves on the Board of the Association of Fundraising Professionals, Chicago Chapter.

Varju has an MBA from Lewis University, a BS in marketing from Illinois State University, and received his Certified FundRaising Executive (CFRE) credential in 1990. He became a Fellow of the Association for Healthcare Philanthropy (FAHP) in 2011.