



Jonathan R. Heintzelman
Chairman
Ter Molen Watkins & Brandt LLC

Jonathan R. Heintzelman has more than 30 years of development experience and is particularly skilled in principal giving and gift planning. Jon's expertise also includes campaign strategy and execution, staff recruitment, training and development, and working with institutional and Board leadership.

He served Northwestern University's development office in several positions between 1980 and 1991 when he was appointed Associate Vice President with responsibility for major gifts, planned giving, corporate relations, foundation relations, stewardship and athletic development. Jon provided leadership for Northwestern's highly successful \$1.55 billion campaign which concluded in 2003. Jon also directed several successful athletic facility campaigns, including "The Future is Now" which raised \$37 million against a goal of \$25 million.

In 2003, Jon became Vice President for Advancement at Loyola University Chicago, overseeing development, alumni relations, and special events for all campuses of the University. Jon led Loyola's first comprehensive capital campaign in over a decade. The campaign goal was \$500 million, five times the previous campaign goal. Loyola exceeded its goal two years ahead of schedule, raising \$535 million in total gifts. In 2012, Jon secured a gift of \$40 million to name the Michael R. Quinlan School of Business, the largest gift ever given by an alumnus of the university.

Jon graduated from North Park University with a BA in economics. He earned his law degree at Northwestern Law School where he was a member of the Northwestern Law Review. He has served on the Board of Trustees of North Park. He also has served as a board member of the American Council on Gift Annuities, as a member of the editorial board of the Journal on Gift Planning, and as a mentor for the United Negro College Fund. In 1993, Jon was named National Planned Giving Professional of the Year by Planned Giving Today and in 2004 he was awarded the AFP Chicago Chapter's Benjamin Franklin Award. In 2010, the Chicago Council on Planned Giving named its lifetime service award the Jonathan R. Heintzelman Lifetime Service Award and named Jon the first awardee.

Jon and his wife Kris reside in Lake Bluff and have three children.