



FOREVER THANKFUL  
FOR YOUR *First Gift*  
TO THE UNIVERSITY OF DELAWARE



DEVELOPMENT & ALUMNI RELATIONS  
83 East Main Street, 3rd Floor  
Newark, DE 19716

STAMP

TEXT AREA

RETURN ADDRESS



**THANK YOU**  
FOR  
**OPENING**  
**D O O R S**

FOR UD STUDENTS

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UNIVERSITY OF DELAWARE | Faculty & Staff Campaign

Development & Alumni Relations  
83 East Main Street, 3rd Floor  
Newark, DE 19716

THANK  
YOU



DEVELOPMENT & ALUMNI RELATIONS  
83 East Main Street, 3rd Floor  
Newark, DE 19716



TEXT AREA

RETURN ADDRESS

# THANK YOU!

Your generosity enhances the success  
of UD and countless students in our  
University community.



Development &  
Alumni Relations

# UD SUPPORTERS LIKE YOU HELP OUR STUDENTS ...



## MAKE GROUNDBREAKING DISCOVERIES

**6,500+** students explore critical questions and conduct innovative research in state-of-the-art classrooms, labs and collaborative spaces such as the Harker Interdisciplinary Science and Engineering Lab and the Science, Technology and Advanced Research (STAR) campus.



## COMPETE AS CHAMPIONS

**7,600+** students gain skills in teamwork, persistence and leadership by participating in UD's 21 athletic teams, 36 club sports and numerous intramural programs.



## EXPLORE THE WORLD

**5,500+** students build international perspectives and competencies through UD's 100+ study abroad programs and countless global engagement opportunities



## LEARN AT ALL AGES

**21,000+** students share in the joy of lifelong learning ... from young scholars at the UD Children's Campus, to traditional undergraduates in Newark, to retired adults at the Osher Lifelong Learning Institute.

**THANK YOU** for all that you do for UD!

For more ways to support the Blue Hen community,  
visit [www.udel.edu/alumni-friends](http://www.udel.edu/alumni-friends)



Dear «INFORMAL\_SALUTATION»,

Thank you for your recent commitment/contribution to «ALLOC\_1\_LONG», «ALLOC\_2\_LONG», «ALLOC\_3\_LONG», «ALLOC\_4\_LONG» (in memory/honor of name).

Your gift advances our mission, but more importantly, it creates a meaningful difference in the lives of many.

I hope you (both) feel proud to know that your dedication and support make our University what it is today and pave the way for what it will become. Thank you.

With Blue Hen Pride,



Beth G. Brand, AS95  
Interim Vice President  
Development and Alumni Relations

**Faculty and Staff  
Version 1**

«PRIMARY\_MAIL\_NAME»  
«SPOUSE\_MAIL\_NAME»  
«MAILING\_STREET1»  
«MAILING\_STREET2»  
«MAILING\_CITY»,  
«MAILING\_STATE» «MAILING\_ZIP»  
«MAILING\_FOREIGN\_CITY\_ZIP»  
«MAILING\_COUNTRY»

Dear «INFORMAL\_SALUTATION»,

I am pleased to acknowledge your thoughtful contribution/commitment to «ALLOC\_1\_LONG», «ALLOC\_2\_LONG», «ALLOC\_3\_LONG», «ALLOC\_4\_LONG» (in memory/honor of name).

Your gift demonstrates a sincere dedication to our University and is a true investment in the success of those who live, learn and work here.

Thank you for all that you do to make UD a place of opportunity and excellence.

With Blue Hen Pride,



Beth G. Brand, AS95  
Interim Vice President  
Development and Alumni Relations

**Faculty and Staff  
Version 2**

«PRIMARY\_MAIL\_NAME»  
«SPOUSE\_MAIL\_NAME»  
«MAILING\_STREET1»  
«MAILING\_STREET2»  
«MAILING\_CITY»,  
«MAILING\_STATE» «MAILING\_ZIP»  
«MAILING\_FOREIGN\_CITY\_ZIP»  
«MAILING\_COUNTRY»

Dear «INFORMAL\_SALUTATION»,

Thank you for your gift to «ALLOC\_1\_LONG»,  
«ALLOC\_2\_LONG», «ALLOC\_3\_LONG»,  
«ALLOC\_4\_LONG» (in memory/honor of name).  
Philanthropy enhances the success of all Blue Hens,  
and I am proud to see students like you giving back to  
UD.

I hope you will continue to (make the most of your  
student experience and enjoy your time at UD OR stay  
connected with UD after graduation). Always  
remember, no matter where life takes you, you will be  
a Blue Hen forever.

With Blue Hen pride,



Beth G. Brand, AS95  
Interim Vice President  
Development and Alumni Relations

**Student  
Version 1**

«PRIMARY\_MAIL\_NAME»  
«SPOUSE\_MAIL\_NAME»  
«MAILING\_STREET1»  
«MAILING\_STREET2»  
«MAILING\_CITY»,  
«MAILING\_STATE» «MAILING\_ZIP»  
«MAILING\_FOREIGN\_CITY\_ZIP»  
«MAILING\_COUNTRY»

**Student  
Version 2**

Dear «INFORMAL\_SALUTATION»,

Thank you for making a gift to «ALLOC\_1\_LONG»,  
«ALLOC\_2\_LONG», «ALLOC\_3\_LONG»,  
«ALLOC\_4\_LONG» (in memory/honor of name).  
Your thoughtful investment ensures all Blue Hens have  
great opportunities and experiences.

Thank you for demonstrating your dedication to UD. I  
invite you to stay involved with UD during your time  
as a student and after graduation. Always remember,  
no matter where life takes you, you will be a Blue Hen  
forever.

Sincerely,



Beth G. Brand, AS95  
Interim Vice President  
Development and Alumni Relations

«PRIMARY\_MAIL\_NAME»  
«SPOUSE\_MAIL\_NAME»  
«MAILING\_STREET1»  
«MAILING\_STREET2»  
«MAILING\_CITY»,  
«MAILING\_STATE» «MAILING\_ZIP»  
«MAILING\_FOREIGN\_CITY\_ZIP»  
«MAILING\_COUNTRY»

Dear «INFORMAL\_SALUTATION»

Thank you for giving back! It is inspiring to see Blue Hens like you driven to support the people, programs and areas that make UD great.

Your contribution/commitment to «ALLOC\_1\_LONG», «ALLOC\_2\_LONG», «ALLOC\_3\_LONG», «ALLOC\_4\_LONG» (in memory/honor of name) is a true investment in your alma mater and the UD community. You are demonstrating a sincere dedication to the success of your fellow Blue Hens while setting an example for students and other alumni to follow.

Thanks for your support! To learn about other ways to remain engaged with UD, please visit [www.udconnection.com](http://www.udconnection.com).

With Blue Hen Pride,



Beth G. Brand, AS95  
Interim Vice President  
Development and Alumni Relations

**Young Alumni  
Version 1**

«PRIMARY\_MAIL\_NAME»  
«SPOUSE\_MAIL\_NAME»  
«MAILING\_STREET1»  
«MAILING\_STREET2»  
«MAILING\_CITY»,  
«MAILING\_STATE» «MAILING\_ZIP»  
«MAILING\_FOREIGN\_CITY\_ZIP»  
«MAILING\_COUNTRY»

Dear «INFORMAL\_SALUTATION»,

Thank you for your recent commitment/contribution to the «ALLOC\_1\_LONG», «ALLOC\_2\_LONG», «ALLOC\_3\_LONG», «ALLOC\_4\_LONG» (in memory/honor of name).

Your generosity ensures that we can continue providing Blue Hens with the same quality experiences and opportunities that you had during your time at UD. By investing in today's students, you are granting them the resources needed to graduate prepared to lead fulfilling lives and make their own significant mark on society.

Thank you for staying connected and supporting your alma mater.

With Blue Hen Pride,



Beth G. Brand, AS95  
Interim Vice President  
Development and Alumni Relations

**Young Alumni  
Version 2**

«PRIMARY\_MAIL\_NAME»  
«SPOUSE\_MAIL\_NAME»  
«MAILING\_STREET1»  
«MAILING\_STREET2»  
«MAILING\_CITY»,  
«MAILING\_STATE» «MAILING\_ZIP»  
«MAILING\_FOREIGN\_CITY\_ZIP»  
«MAILING\_COUNTRY»

Dear «INFORMAL\_SALUTATION»,

I sincerely appreciate the recent commitment/contribution you made to «ALLOC\_1\_LONG», «ALLOC\_2\_LONG», «ALLOC\_3\_LONG», «ALLOC\_4\_LONG» (in memory/honor of name).

Your generosity demonstrates a strong commitment to the success of our University and truly advances our collective work. Together, we are building an institution of inclusive excellence where all members across the University can grow and thrive in countless areas.

Thank you for your dedication to our community and your investment in our University.

With Blue Hen Pride,



Beth G. Brand, AS95  
Interim Vice President  
Development and Alumni Relations

**General Donor  
Version 1**

«PRIMARY\_MAIL\_NAME»  
«SPOUSE\_MAIL\_NAME»  
«MAILING\_STREET1»  
«MAILING\_STREET2»  
«MAILING\_CITY»,  
«MAILING\_STATE» «MAILING\_ZIP»  
«MAILING\_FOREIGN\_CITY\_ZIP»  
«MAILING\_COUNTRY»

Dear «INFORMAL\_SALUTATION»,

Thank you for supporting «ALLOC\_1\_LONG»,  
«ALLOC\_2\_LONG», «ALLOC\_3\_LONG»,  
«ALLOC\_4\_LONG», (in memory/honor of name).

Your gift advances our mission, but more importantly, it  
creates a meaningful difference in the lives of many.  
Thank you for investing in the resources needed to  
provide exceptional learning experiences that enhance  
the success of all Blue Hens.

With Blue Hen Pride,



Beth G. Brand, AS95  
Interim Vice President  
Development and Alumni Relations

**General Donor  
Version 2**

«PRIMARY\_MAIL\_NAME»  
«SPOUSE\_MAIL\_NAME»  
«MAILING\_STREET1»  
«MAILING\_STREET2»  
«MAILING\_CITY»,  
«MAILING\_STATE» «MAILING\_ZIP»  
«MAILING\_FOREIGN\_CITY\_ZIP»  
«MAILING\_COUNTRY»



**1743:**

**First class** held by Francis Alison

**1889:**

UD's football team played its **first game**

**1923:**

Eight UD students traveled to France as part of the **first college study abroad program in the nation**

9 months ago:

**You chose to support UD!**

**WE'RE GRATEFUL TO YOU FOR INVESTING  
IN THE SUCCESS OF OUR BLUE HEN COMMUNITY.**

The University has many diverse areas in need of support and we hope you will follow your passion, find what inspires you and continue to give back by visiting

**[www.udel.edu/giving](http://www.udel.edu/giving)**



**Development &  
Alumni Relations**



“ My success at Emporia State is greatly due to the support from my peers, professors, and you—the alumni and the community. ”

- Miguel

Art Major

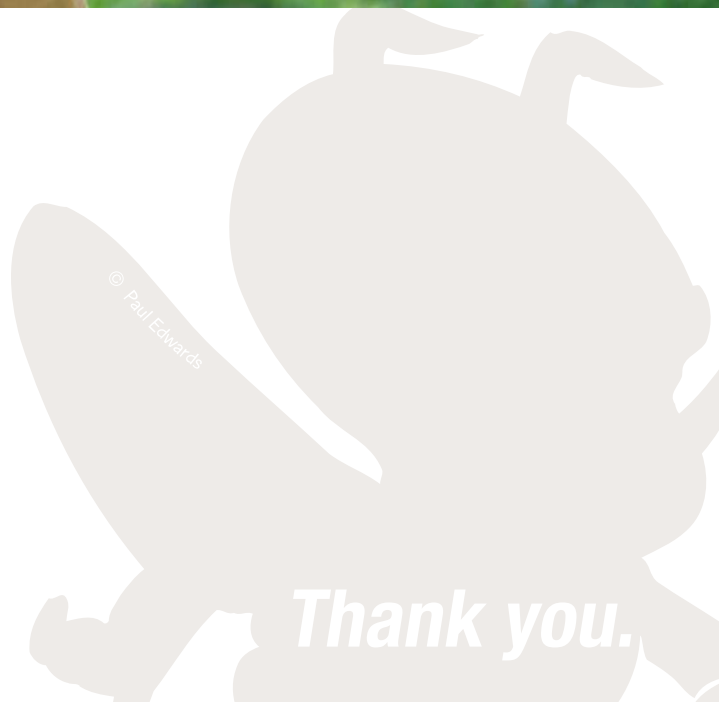
December 2017 Graduate

Thank You for your commitment.

[emporia.edu/foundation](http://emporia.edu/foundation)

EMPORIA STATE  
UNIVERSITY  
■ FOUNDATION

1500 Highland Street  
Emporia, Kansas 66801-5018  
620-341-5440



THANK YOU!



© Paul Edwards

EMPORIA STATE  
UNIVERSITY



<Dear Name>,

If you've ever wondered how the students of Emporia State feel about all the good you do with your generous recurring gift to ESU, let us tell you. It makes us jump for joy! **You help** make our dreams a reality, and **you show** us that the world is full of champions and advocates who care deeply about others. **You inspire** us to do our best work as students, so we can go out into the world and give our best to others.

*Thank you for all you do!*



Jaden



Abigail



Dake

Fionna

Dear Victor,

Thank you for making a gift to the XX! Through your generosity, students can:

- learn by doing - direct, tangible engagement is fundamental to the aspiring architect or planner;
- live and study in a global city - a great school of architecture and planning relies on a great city for its inspiration;
- engage the world - whether testing ideas in Buffalo or engaging the built landscape of Barcelona, the School of Architecture and Planning offers a global academic experience;
- join a vibrant hub for innovation – we're emerging as one of the leading architecture and planning schools in the U.S. and a powerful engine of new knowledge and innovative modes of practice.

We are grateful for your support of our students and school.

John Smith  
Professor and Dean  
School of Architecture and Planning

November 17, 2017

Mr. Victor E. Bull  
123 Alumni Way  
Buffalo, NY 14260

Dear Victor:

Thank you for your leadership gift to the XX. I am inspired by your philanthropy and deeply grateful for your generosity. As a member of the Delta Society, you truly make "the difference" in the quality of our school, faculty, staff and, most importantly, our students. Enclosed is your certificate of membership.

These days, we need to be nimble in moving people and equipment into new configurations to support research and active learning. Gifts like yours enable us to support the renovations of labs and classrooms throughout the school, fund a growing faculty, and support cutting edge research.

As we celebrate our first 70 years as New York State's premier public school of engineering and applied sciences, we graduate students who are equipped with the knowledge they will need to tackle the biggest problems we face, regionally, nationally and across the world. Thank you again for your generous support.

Sincerely yours,

Jane Smith  
Dean, School of Engineering and Applied Sciences



Dear Victor,

When one thinks of a university campus, students and faculty might first come to mind. While those on campus every day play an important role, it is our alumni and friends who make UB the vibrant institution it is today, and we thank you!

Your support of the XX offers our campus community access to an extensive global network. Here, future alumni and fellow graduates can build their careers, discover new interests, continue to study and learn to support one another in all ventures.

These activities would not be possible without people like you. Your generosity speaks to the UB community at large and for this, I am grateful for your gift.

Sincerely yours,

John Smith  
President, UB Alumni Association Board of Directors

Dear Victor,

We are honored that you have chosen to invest in the School of Dental Medicine once again. Thank you for your gift to the XX. Your support allows the university to provide financial support towards students, facilities, and research – all equally important in creating an exceptional learning environment.

Thank you for your commitment!

John Smith  
Dean, UB School of Dental Medicine

Mr. Victor E. Bull  
123 Alumni Way  
Buffalo, NY 14260

**E-mail Acknowledgment:**

- Sent to donors who make online gifts and/or request an e-receipt

Dear ##First Name##,

Thank you for supporting the UB School of Public Health and Health Professions. You have chosen to share in our vision of providing a well-rounded, high quality academic experience to our students, faculty and community, and for that, we are grateful.

The School of Public Health and Health Professions prides itself on educating students who will address the complex needs of our society. Gifts, such as yours, help our graduates to become impactful, global citizens, fully prepared to improve the health of populations, communities and individuals, both regionally and globally.

With your support, you have become one of the voices influencing the future of our students. Thank you, with your help the possibilities are endless.

Jane Smith  
Dean and SUNY Distinguished Professor

November 17, 2017

Mr. Victor E. Bull  
123 Alumni Way  
Buffalo, NY 14260

Dear Victor:

It is my privilege to acknowledge your recent gift to the Graduate School of Education in support of the XX. Your donation reflects not only your professional dedication as a member of the UB community, but also your investment in the overall mission of our school, to positively shape a well-rounded person.

I am impressed by the philanthropic nature of our campus. Our students are fortunate to have dedicated faculty and staff who value academic excellence and believe in a UB education. For your generous giving, and for all that you do for the university, I thank you.

Your generosity is much appreciated.

Sincerely,

Jane Smith  
Dean and Professor

Dear Victor,

**Welcome back!**

We missed your annual gift last year, and are pleased to welcome you back as a Loyal Blue.

Loyal Blues are alumni and friends who make a gift of any amount to UB each year. Please visit the Loyal Blues website ([www.buffalo.edu/giving/loyal-blue.html](http://www.buffalo.edu/giving/loyal-blue.html)) to learn more and find out about special perks, including discounts and free downloads. Maintaining your Loyal Blue membership is easy – simply continue giving to UB every year!

I've also included a window cling so you can display your UB and Loyal Blue pride all year long!

Once again, welcome to the Loyal Blues, and thank you for supporting UB and creating amazing opportunities for students.

Sincerely,

Jane Smith  
Assistant Vice President of Annual Giving  
Division of Philanthropy and Alumni Engagement

Questions? Contact XXX.

Mr. Victor E. Bull  
123 Alumni Way  
Buffalo, NY 14260

**Your Current Membership Status: Loyal Blues**  
**«LOYAL BLUES MEMBERSHIP»**

November 17, 2017

Mr. Victor E. Bull  
123 Alumni Way  
Buffalo, NY 14260

Dear Victor,

On behalf of the faculty, staff and students, I want to thank you for your generous financial support of UB. We often say “your gift matters,” but I want to share with you *why* it matters.

Your generosity is truly felt all around campus! It is visible in the spaces our students visit every day - like improved student collaborative spaces in Jacobs Hall, Hayes Hall and Kimball Tower and in some of the places they have yet to see, like the new Jacobs School of Medicine and Biomedical Sciences. It is visible in the outcomes of our students who are performing important research in areas like climate change, concussions or palliative care. And while you may not have the chance to personally meet a scholarship recipient or a student who has studied abroad, we hear about their life-changing experiences and their new global perspectives which were made possible in large part by donors like you.

When we say your gift matters, it’s not just empty platitudes. These, and hundreds more examples across campus, truly cannot happen without the financial support donors provide to UB. We are grateful to you for making a true difference in the educational experiences of today’s UB students.

Sincerely yours,

Jane Smith  
Assistant Vice President for Annual Giving

**[SUMMER LETTER]**

Dear Donor,

In keeping with tradition on the night before graduation, the Class of 2017 walked in procession up the Hill holding candles to mark the end of their educational journey at Tufts. The pride and anticipation in the faces of our graduates amid the sea of candlelight is an image I recall fondly, and is one that fills me with deep appreciation for Tufts University's place in the world.

[Capital]

Your gift to the **ALLOCATION NAME** helps to ignite the Tufts experience for our students.

[Scholarship/Fellowship/Research]

Thank you for giving the gift of education. You are playing a vital role in setting the foundation for personal and professional achievement for tomorrow's leaders.

[Professorship/Faculty]

Thank you for giving the gift of education. Our dedicated and accomplished faculty are instrumental not only in ensuring the progress of our students, but also the success of the entire Tufts community.

[Annual/Tufts Fund Leadership-Packard Society]

Your Tufts Fund leadership gift in support of **ALLOCATION NAME** is much appreciated and helps to provide an outstanding learning environment. You play a special role in the continued success of our students, our faculty, and our programs. As a member of the Packard Society for this year, you are lighting the way to an even brighter future for Tufts.

[Annual/Tufts Fund]

Your Tufts Fund gift in support of **ALLOCATION NAME** is much appreciated and helps to provide an outstanding learning environment. You play an important role in the continued success of our students, our faculty, and our programs.

[Dean █████ Closing]

Aside from an adventurous trip to see the "Waterways of Russia" with the Tufts' Travel-Learn program, I am spending most of my summer gearing up for another exciting academic year. We have some new faculty hires and tenures to consider, budget review meetings to ensure we make the most of the resources we have, and Provost █████ and I will collaborate on a host of school matters—just as we do during the academic year.

[Dean █████ Closing]

This summer, I am attending a variety of conferences on topics with significant scientific importance, such as material modeling, nondestructive evaluation and testing, and acoustics. I am eager to bring my learnings back to campus in the fall for another successful academic year.

Again, thank you for your generosity and the exceptional education it makes possible for our students.  
Sincerely,

**[SUMMER LETTER - ATHLETICS]**

Dear Donor,

What a year! With 16 of our varsity teams earning NCAA berths, Tufts University Athletics finished a best-ever third in the Learfield Sports Directors' Cup Division III standings for 2016-17. Even more importantly, nearly 300 of our student-athletes were named to a NESCAC All-Academic team, highlighting their understanding that pursuing excellence in the classroom and on the field of play are not mutually exclusive endeavors.

[Capital]

Your gift in support of **ALLOCATION NAME** makes a difference. Thank you for helping **COACH NAME** and **HIS/HER** student-athletes find the means and determination to win on the field, in the classroom, and throughout their future careers.

[Annual]

Thank you for your gift to **ALLOCATION NAME**. Your gift makes a difference by helping student-athletes find the means and determination to win on the field, in the classroom, and throughout their future careers.

Sincerely,



Director of Athletics



## **Macalester College, Saint Paul, Minnesota**

### **Annual Fund Leadership and Non-Leadership Letters:**

Dear Salutation,

Thank you for your recent gift to the Alumni Annual Fund. We are delighted to welcome you to Macalester's Grand Society at the Scot Level. Your investment makes a tremendous impact on Macalester and our ability to provide bright and deserving students a challenging, transformative liberal arts education.

Academic excellence requires more than classroom instruction and coursework. At Macalester, our world-class faculty and a wide variety of learning experiences connect students with opportunities to knowledge and discovery in action. They conduct original research in jungles, labs, and libraries. They develop entrepreneurial ideas for real-world applications. They volunteer their time and expertise working in nonprofit organizations to improve lives. They access amazing possibilities to spark their intellectual growth and prepare them for future success.

With your help, our students receive an education that equips them to be active, engaged citizens and leaders in workplaces and communities around the world. Thank you for your support and partnership.

Sincerely,

Dear Salutation:

Thank you for your recent gift to the Alumni Annual Fund. Your generous support affirms and makes possible what we know to be true: Macalester College provides access to an exceptional and transformative education.

I hear examples of this impact almost every day - from student and faculty collaborative research in the labs of Olin-Rice, to students tackling topics ranging from biodiversity in Madagascar to archaeology in Italy, to the success of our graduates in a full range of vocational fields. Each student's journey is unique, and we could not provide such distinctive educational experiences without your partnership.

Thank you for making an important difference in the lives of our students, the work of our faculty, and the strength of the entire Macalester community.

Sincerely,

## **Restricted Gift Letters:**

Dear Salutation,,

Thank you for your recent gift to the Graham Family Endowed Scholarship. With your support, Macalester is able to sustain our mission to provide a preeminent liberal arts education known for its high standards for scholarship and its special emphasis on internationalism, multiculturalism, and service to society.

Whether through scholarship support to help with the cost of tuition, gifts designated for faculty, support for entrepreneurship programming, or funding for high-impact experiences outside the classroom, you make a significant difference. Your investment ensures Macalester can continue to offer students traditional classroom experience, study abroad possibilities, internships, research and civic engagement opportunities to create lifelong learners that are engaged in their communities.

We simply couldn't do what we do without you. We are truly grateful.

Sincerely,

Dear Salutation:

Thank you for your recent gift to the Macalester Student-Faculty Collaborative Research Fund. You are helping us attract and do more for Macalester students, all of whom are intellectually passionate, globally minded and committed to enriching the world around them.

They actively seek out opportunities to work alongside our outstanding faculty. They embrace experiences that bring classroom learning to life. And they explore avenues to gain greater international experience. With your help, we can provide them with these opportunities, in addition to a strong foundation of scholarship support, world-class faculty, enhanced learning spaces, and a community that cares deeply about their success.

The best institutions have strong private support, and I am grateful that we can count on you. Your giving allows Macalester to show the world what our students are made of wherever they go.

Sincerely,

**Memorials:**

Dear Salutation,

Thank you for your recent gift to the Alumni Annual Fund in memory of Professor Foster Graham.

Gifts such as yours are meaningful tributes to the abiding connections established at Macalester and the way one's life can touch countless others. Your thoughtful gift supports the college's distinctive programs and opportunities for students today and in generations to come.

On behalf of everyone at Macalester, thank you for remembering Professor Graham and supporting our work to provide an excellent liberal arts education. We will notify family members of your kindness.

Best regards,



*Welcome to*

**PLU**

*giving!*

*Welcome to*



*giving!*

**Thank you** for making  
your first gift!

***“I’m so grateful for donors  
like you who make it possible  
for me to learn and grow at  
PLU.” —Elizabeth ’16***

Because of you, students will receive scholarships, explore diverse academic programs and participate in exciting extra-curricular activities. We are delighted to welcome you to PLU givingcommunity and hope to see you on campus soon!



OFFICE OF ADVANCEMENT  
Pacific Lutheran University  
12180 Park Avenue South  
Tacoma, WA 98447-0003

ELECTRONIC SERVICE REQUESTED

*Thank You*



**PIONEER**



We  
appreciate  
you.



TEXAS WOMAN'S  
UNIVERSITY



## EDUCATE A WOMAN, EMPOWER THE WORLD

Your gift is opening doors for talented students who are experiencing the distinction of a Texas Woman's University education. TWU alumni are impacting their communities and workplaces across Texas and around the globe.

Thank you for expressing the TWU spirit through your generosity to Texas Woman's University.

**Stay connected and  
update your contact information at  
[TWU.EDU/ALUMNI](https://www.twu.edu/alumni)**

TWU Foundation | PO Box 425618 | Denton TX 76210 | 940 898 3863







## Together. For Others.

THE CAMPAIGN FOR XAVIER UNIVERSITY

3800 Victory Parkway • Cincinnati, Ohio 45207-5460  
P 513-745-3177 • F 513-745-2083 • [www.xavier.edu/givetoday](http://www.xavier.edu/givetoday)

### Because of gifts from people like you,

students like Maia Manney are able to attend Xavier, where they develop a solid foundation for a productive and rewarding life. Maia comes from a hard-working family but says she would never have had the opportunity to come to Xavier if it weren't for the scholarships she received.

"I received the Fr. J. Peter Buschmann Academic Award, which was \$18,000 for the year, as well as the Jesuit room grant and the Xavier housing grant," she says. "I came to Xavier because the biology program is amazing and the people are extremely kind."

Maia wants to be an orthodontist and recently interned at a hospital in Buffalo.

"To the donors, I would say that I am extremely grateful for the opportunity that they have given me," she says. "Without their financial support, there would absolutely be no way for me to attend this University that I love very dearly." Maia has also become a campus leader. She is involved in the Ladies with Emphasis on Achievement and Distinction club, the Black Student Association and the Gospel Choir.

Here at Xavier, we're making a strong commitment to student success—so that we can create a stronger tomorrow.

*"The scholarships I received from Xavier absolutely played a huge role in me attending," she says. "I absolutely love Xavier. It is the perfect fit for me."*



**MAIA MANNEY** | Class of 2020

HOMETOWN | Buffalo, NY

MAJOR | Biology



## Together. For Others.

THE CAMPAIGN FOR XAVIER UNIVERSITY

3800 Victory Parkway • Cincinnati, Ohio 45207-5460  
P 513-745-3177 • F 513-745-2083 • [www.xavier.edu/givetoday](http://www.xavier.edu/givetoday)

### Because of gifts from people like you,

students like Samson Sergi are able to attend Xavier, where they develop a solid foundation for a productive and rewarding life. For Samson, that meant being a success on the soccer field as well as in class. So when he was offered a scholarship to play soccer, he was ecstatic because he knew he would be doing what he loved and, best of all, doing it at Xavier.

“Cost was certainly a factor for my family as we considered the best fit for my future,” he says. “There were many wonderful aspects to Xavier, and yes, financial aid was a part of the fit. I’m just very grateful for the opportunity to be a Musketeer!”

Samson says he enjoyed the family aspect of Xavier’s soccer team and the culture of the campus. An International Business major, he hopes to one day work abroad for a government agency.

“Being a part of a team that’s been nationally ranked in the Top 10, while learning valuable information in the classroom and clubs on campus that I have utilized in my everyday life, are the best parts of going to school here,” he says.

After redshirting a year, Samson was named to the Big East All-Academic Team. He appeared in 13 matches, playing 281 minutes where he fired eight shots, including two on goal.

Samson is a perfect example of what it means to be a student-athlete. And here at Xavier, we don’t just help kids sharpen their skills on and off the field for the attention.

We do it Together. For Others.

*I would like to thank the donors for giving me the opportunity to do what I love with teammates that I can call family,” he says.*



**SAMSON SERGI** | Class of 2019  
HOMETOWN | Ashburn, Va.  
MAJOR | International Business

# THE VASSAR FUND

*Your Vassar. Their Vassar. Our Vassar.*

November 2017

Dear Mrs. Donor,

Thank you for your contribution to the Vassar Fund! It makes my life at Vassar – and the lives of many other students like me – a possibility.



*Nora and Smooch*

I'm a scholarship student, and without your gift, my life would be a lot different. I wouldn't be scrambling around the library stacks to help Professor Hiner with her research, I wouldn't be sitting in the math lounge discussing number theory with a couple of classmates and another professor (I wouldn't even know what number theory means), I wouldn't have gotten an internship working with Common Sense Media, I wouldn't... the list goes on and on. You already know how Vassar makes us think differently and work hard; because of that, Vassar opens so many doors for its students.

For me, I know that nothing I have done here would have been possible without your generosity. I am so lucky to come through the door that Vassar – and you – have opened it for me. I haven't declared my major yet, but I am strongly considering double majoring in Mathematics and French & Francophone Studies. I initially chose French as the language I wanted to learn because my twelve-year-old self had decided that she wanted to be a quantum physicist at CERN. That lasted for about a year. Then Mrs. Anderson, my beloved math teacher, helped me see that it was math I loved, not physics. She came to my house twice a week (I was homebound with an illness), and she tutored me in math. She has inspired me to not only study mathematics but to see that I was part of a community where people nurtured each other.

I was amazed when I came to Vassar and every professor and staff member was just as kind, generous, and helpful as Mrs. Anderson. Never in my wildest dreams did I ever imagine such a welcoming community. There are moments when I'm walking across the quad or when I look around in the library that my Vassar experience feels too good to be true. I am so grateful for everything I have here and for the years I still get to spend here. Gifts like yours have provided Vassar with the ability to foster this community and welcome students like me with open arms. One day, I hope I can continue this tradition of giving. Right now, all I can be is grateful. Thank you.

Best,

Nora Culik '20

Office of Alumnae/i Affairs and Development

Vassar College, Box 14, 161 College Avenue, Poughkeepsie, NY 12603 / 845 437-5400 / [vassarfund@vassar.edu](mailto:vassarfund@vassar.edu)

Date

«Name»

«Name\_2»

«addrline1»

«addrline2»

«csz»

Dear <Salutation>,

You have helped make history in Northern Illinois University's College of Business. Thank you for completing your pledge to the first-ever endowed chair in the college: the Donald E. Kieso Endowed Chair in Accountancy.

Don Kieso helped make the Accountancy Department what it is today. The fact that the department consistently ranks among the top 25 programs in the country is an achievement for which we can all be proud.

Your gift helps Professor Rebecca Shortridge prepare our students to become tomorrow's leaders as she implements her strategic vision, develops an innovative curriculum, and delivers on our promise of excellence in teaching.

Thank you for making the Kieso Chair a reality. It is a wonderful way to honor Don.

Please know that we would love for you to come back to visit campus any time.

Sincerely,

Lisa C. Freeman  
Acting President

Date

«Name»

«Name\_2»

«addrline1»

«addrline2»

«csz»

Dear <Salutation>,

Your generous support of Northern Illinois University spans more than 30 years! This extraordinary commitment has made Northern a stronger institution and has touched the lives of thousands. I could not be more grateful.

Thank you for your most recent gift to Huskie Athletics. Your contribution allows us to provide our students with uniforms, scholarships, and state-of-the-art training equipment. Your generosity also encourages our student-athletes to do their best and prepares them for life on and off the fields of competition. With your help, their paths to success include opportunities for academic and athletic growth—opportunities that will serve them for years to come.

Again, thank you for your enduring, loyal support. Your altruism continues to transform the athletic landscape at Northern and elevate our athletic programs and student-athletes to new levels of excellence.

Go Huskies!

Sincerely,

Lisa C. Freeman  
Acting President

Date

«Name»

«Name\_2»

«addrline1»

«addrline2»

«CSZ»

Dear <Salutation>,

You have done something extraordinary! I always treasure the opportunity to extend my gratitude for thoughtful intentions. Your generous estate plans show that Northern Illinois University is so much more than a place of employment to you.

Please accept my most sincere thanks for your decision to provide the university with unrestricted funds in your estate plans. With your gift, Northern will be able to continue to offer cutting-edge academic programs and enhanced learning opportunities. Your gift will be an important part of our history as it will provide us with the flexibility to pursue new programs, award scholarships to our hardworking students, and address our most pressing needs. Your meaningful generosity will allow us to uphold our long tradition of excellence in education.

John, you are an outstanding leader of your department and I cannot express how much it means to me that you chose to make this gift. You are a valuable member of the university community and I am confident that with help like yours, Northern Illinois University will continue to prepare students for successful futures. Again, thank you.

Sincerely,

Lisa C. Freeman  
Acting President

Date

«Name»

«Name\_2»

«addrline1»

«addrline2»

«csz»

Dear <Salutation>,

Your generous support of our graduate students provides numerous students with the opportunity to receive a world-class education. This is a truly wonderful way to honor your mother, Winifred, and make a meaningful difference in the lives of our hardworking students.

Thank you for your generous gift to the John Doe and Winifred Doe Expendable Graduate Scholarship in Accountancy. Your contribution is helping students access a quality education, regardless of their financial circumstances. Did you know that 84 percent of our students require some form of financial aid in order to pay for their education? Students often feel overwhelmed as they take on student loans and worry about how long they will be making payments after graduation. Your generosity helps our students focus on their education, instead of how they will pay for it.

Thank you for your loyal support. You are a valuable member of the university community and I am confident that with help like yours, Northern Illinois University will continue to prepare students for successful futures. Again, thank you.

Sincerely,

Lisa C. Freeman  
Acting President

Date

«Name»

«Name\_2»

«addrline1»

«addrline2»

«csz»

Dear <Salutation>,

You have done something extraordinary! As president of Northern Illinois University, I treasure the opportunity to extend my gratitude for your thoughtful estate intentions.

Please accept my most sincere thanks for your decision to remember the School of Music in your estate plans. Throughout its long history, Northern continues to offer cutting-edge academic programs and enhanced learning opportunities. Your gift will be an important part of our history as it will provide us with the flexibility to pursue new programs, award scholarships to our hard-working students, and address our most pressing needs. Your meaningful generosity will allow us to uphold our long tradition of excellence in education.

I am proud to be a part of a university community that works to create the foundation for achieving career success for our graduates.

Sincerely,

Lisa C. Freeman  
Acting President



Date

«Name»

«Name\_2»

«addrline1»

«addrline2»

«CSZ»

Dear <Salutation>,

You have both given so much to advance this outstanding university of ours. Thank you for your thoughtful philanthropy. Your generosity provides the Accountancy Department with the resources necessary to open students' minds to new and exciting possibilities and faculty with the tools to prepare students for success.

Your contribution to the Accountancy Chair Discretionary Fund at Northern Illinois University allows Rebecca Shortridge to address the most urgent needs of the department effectively and in a timely manner. With your help, the Accountancy Department and College of Business remain nationally ranked and our new graduates continue to impress when they enter the workforce.

John, your work during your tenure at NIU changed the lives of your students. Today, students still know who you are because of the difference you have made. Your role as a professor helped the College of Business rise to national prominence. Donna, I have no doubt that your support was vital throughout John's career as a professor and as he wrote his accounting textbooks. I am so pleased that you both continue to support the college into retirement.

Thank you for your dedication. You are both true champions of our students. Your philanthropy will live on in the lives of the students that benefit from your support.

Sincerely,

Lisa C. Freeman  
Acting President

Date

«Name»

«Name\_2»

«addrline1»

«addrline2»

«csz»

Dear <Salutation>,

Your gift to the Dwight Y. Kindle Endowment for the Center for Southeast Asian Studies is greatly appreciated.

As you may remember from your time as student, the Center for Southeast Asian Studies at Northern Illinois University is one of the leading centers for the study of Southeast Asia in the United States. Our students learn from internationally renowned faculty who take an active interest in their students and their research interests. This leads to numerous opportunities for students to become involved in the field before graduation.

Dwight Kindle's scholarship enriches the center and its community even further by providing international students with the opportunity to learn at NIU. Your generosity continues to help us provide scholarship opportunities to the most outstanding students in the world, and I can't think of a better way to honor Dwight's memory than by expanding the number of people studying Indonesia.

Thank you for giving back to your alma mater. I'm proud to have you as a member of the Huskie family.

Sincerely,

Catherine B. Squires, CFRE, NIU '80  
President & CEO, NIU Foundation  
Vice President, University Advancement

Date

«Name»

«Name\_2»

«addrline1»

«addrline2»

«CSZ»

Dear <Salutation>,

It is my great pleasure to thank you for your support of Northern Illinois University. Your generous gift to the <<acctname>> will help determine what we can accomplish in the years to come.

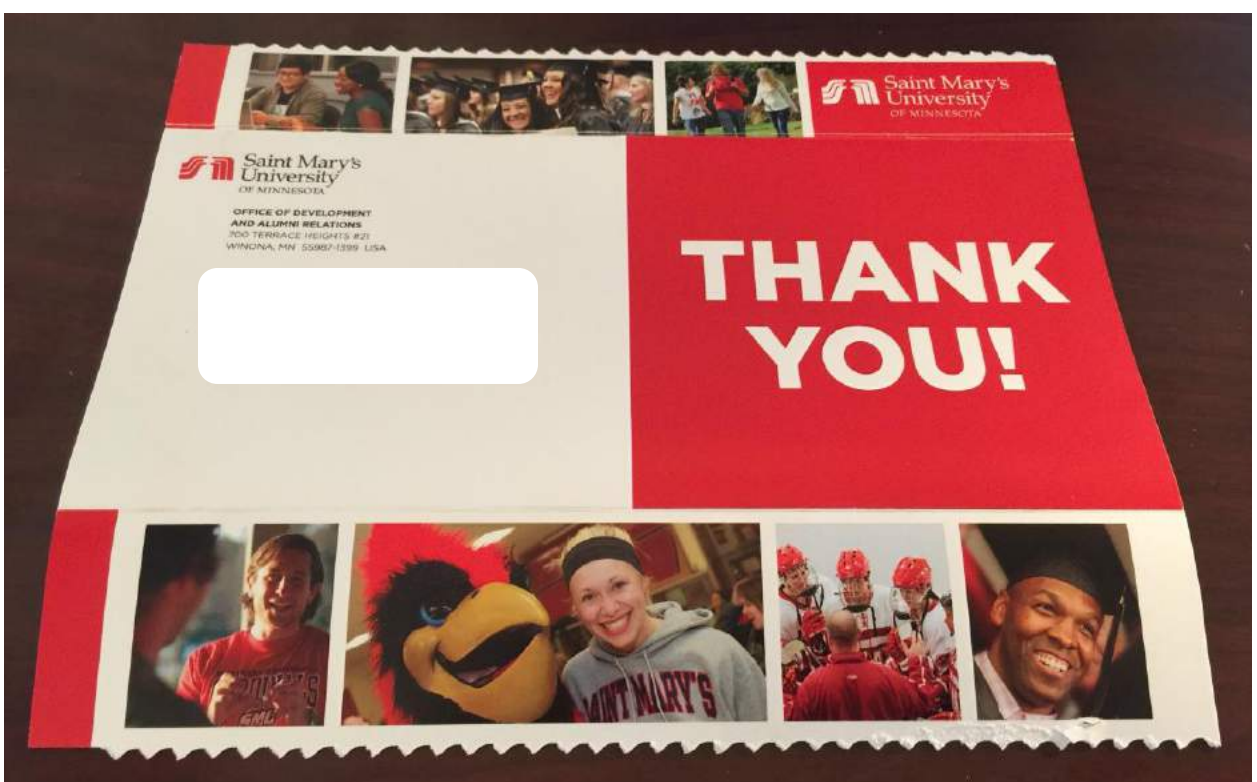
To create a one-of-a-kind educational experience, we must ensure all aspects of NIU are exceptional – and that’s why your support is invaluable. Your generosity provides our students with cutting-edge curricula, state-of-the-art technology, and innovative research opportunities.

On behalf of our entire community, I thank you for your commitment to transforming lives at NIU. We are proud to call you a partner as we develop leaders who will make a true difference in the world.

Sincerely,

Catherine B. Squires, CFRE, NIU '80  
President & CEO, NIU Foundation  
Vice President, University Advancement

# FIRST GIFT ACKNOWLEDGEMENT



December 4, 2017

[REDACTED]  
Director

[REDACTED] Family Foundation  
[REDACTED]

Dear [REDACTED]

Since 2008, people have gathered at the Alberta legislature on the fourth Saturday of November to mark the anniversary of the Holodomor genocide in the Ukraine. On November 21, the Speaker of the legislative assembly, Robert Wanner, noted that we must remember the worst of our history in order to realize a better future. He reminded us that for generations, the horrific events of 1932-33 were largely unrecognized outside of the people from Ukraine.

Thank you for your continued generosity to The Holodomor Research and Education Consortium (HREC) at the University of Alberta's Centre for Ukrainian Studies. Your support enables both education and research regarding this tragic period in Ukraine's history. It also fosters recognition—the understanding that these events happened with intent and caused unimaginable suffering and loss.

The lessons of the Holodomor are vital with regards to our shared past, present, and future. You have made so much possible; again, thank you for partnering with us in this ongoing work.

Sincerely,

David H. Turpin, CM, LLD, FRSC  
President and Vice-Chancellor

DATE

ADDRESS

Dear [NAME],

I am incredibly grateful for your continued support of the [FUND] with your recent gift. Your generosity provides important financial aid as well as a vote of confidence in our education administration students' abilities.

While there is disagreement as to how to improve America's educational system, everyone agrees that we need more experienced, committed leaders in our schools. The [FUND] will help develop those future leaders. I especially appreciate you supporting students with an interest in special education, a high-need area for our state.

Thank you so much for your investment in the next generation of exceptional leaders in education. I look forward to seeing you at an upcoming CEHD event!

Best regards,

[DEAN]

One trait that makes LSU a place like no other is that we're a true community, one where supporting each other is a way of life.

That's why every first-time gift is a big deal, no matter its size or what it will support.

*You gave. We noticed.*

**Celebrate with this special dose of Tiger pride!**

P.S. There's another surprise underneath your tech tags.

### Thanks to you, LSU students experience their own Tiger firsts.

You fund *memories that matter*—from a first walk through the Quad to a first home game, museum tour, internship, day in clinics, moot court trial ... or the first time a student sees an idea come to life while working and learning alongside world-renowned faculty and top-notch fellow Tigers.

**80%**

of FY17 donors' gifts were

**\$250 or less**



**13,479**

annual giving donors in FY17 made a collective impact of

**\$4,358,839\***



**4,904 of our 31,000+ students** are first-generation college students



**XX% of LSU students** study abroad, often making their first trip outside of the U.S.



**26 new patents** were awarded to LSU in 2016, placing us in the top 100 universities worldwide

\*This giving total celebrates donors to LSU's Annual Giving Funds, which provide critical unrestricted support campus-wide.

You did it!



Louisiana State University

3796 Nicholson Drive  
Baton Rouge, LA 70802

Milestones are important here.  
Our traditions are longstanding and worthy of celebration.

*Congratulations*

on making your first gift to LSU!





**LSU**

# Thank you!

Because you give, our:

- degrees pave the way for lifelong success
- research shapes how we all understand the world
- outreach programs improve lives

**The collective impact of our donors' giving is evident in everything we**

**do.** The School of Art and the LSU Museum of Art collaborate to bring in visiting artists, like Julie Heffernan, who exhibit their work and interact with students. It's one of many stories of excellence made possible by Tigers who give.



**LOUISIANA STATE UNIVERSITY**

College of Art + Design  
102 Design Building  
Baton Rouge, LA 70803

# LSU



UNITED TECHNOLOGIES CORP 105.20 +0.50  
**VISA** VISA INC 78.14 +0.97  
**verizon** VERIZON COMMUNICATIONS INC 50.76 +0.21

# Thank you!

Because you give, our:

- degrees pave the way for lifelong success
- research shapes how we all understand the world
- outreach programs improve lives

**The collective impact of our donors' giving is evident in everything we do.** Each year, we're able to award scholarships to more than 150 undergraduate and graduate students and to provide international travel stipends that expose students to global business experiences. It's one of many stories of excellence made possible by Tigers who give.



**LOUISIANA STATE UNIVERSITY**

E. J. Ourso College of Business  
Business Education Complex  
4005 Nicholson Drive Extension  
Baton Rouge, LA 70803



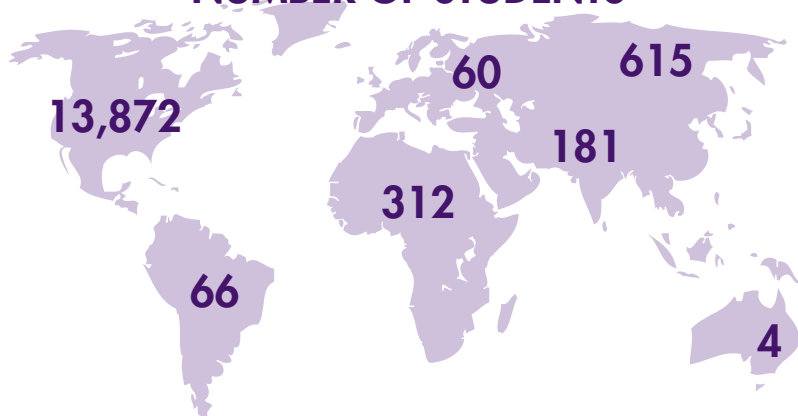
# THANK YOU!

Because of **your** gifts, you make it possible for our students to go further than they ever thought possible.



## NUMBER OF STUDENTS

Minnesota State University, Mankato is *home* to approximately 15,110 current students including 1,238 students from 97 countries outside the United States.



MINNESOTA STATE

Extraordinary Education.  
Exceptional Value.

A member of the Minnesota State system and an Affirmative Action/Equal Opportunity University. This document is available in alternative format to individuals with disabilities by calling the Minnesota State Mankato Foundation at 507-389-6832 (V), 800-627-3529 or 711 (MRS/TTY). DEVL322CR 09-17



MINNESOTA STATE UNIVERSITY MANKATO

# Did you know?

Minnesota State University, Mankato is nationally recognized as one of the top 50 undergraduate research programs in the United States by the Council of Undergraduate Research.

Our Undergraduate Research Center helps students spark their creativity, open doors to new ideas, and forge mentorship relationships through real-world research. Minnesota State Mankato faculty mentor students in collaborative research and scholarly work and many present their scholarship locally, regionally, and nationally, going further than they ever thought possible.

**Learn more at [mnsu.edu/urc](https://mnsu.edu/urc)**



PROOF



MINNESOTA STATE UNIVERSITY MANKATO

# THANK YOU!

Because of **your** gifts, you make it possible for our students to go further than they ever thought possible.

A member of the Minnesota State system and an Affirmative Action/Equal Opportunity University.  
This document is available in alternative format to individuals with disabilities by calling the Minnesota State Mankato Foundation at 507-389-6832 (V), 800-627-3529 or 711 (MRS/TTY).





# THANK YOU!

Because of **your** gifts, you make it possible for our students to go further than they ever thought possible.



# *We are thankful!*

During this time of year, we pause to count our blessings.

We know *you* are definitely one of those blessings!

Thank you for helping students succeed at Minnesota State University, Mankato.

**Warmest wishes for a joyful Holiday Season and a peaceful New Year!**



**MINNESOTA STATE**

Extraordinary Education.  
Exceptional Value.

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December 1, 2017

Mr. Donald A. Belfer  
3180 Northeast 48th Court  
Apartment 415  
Lighthouse Point, FL 33064-7968

Dear Donald,

The MIT Sloan community and most importantly – our students – thank you for your recent gift to the MIT Sloan Annual Fund.

Unrestricted gifts like yours fuel the foundational experiences that set MIT Sloan students apart from their peers at other business schools, providing them with a transformative management education. With your support, MIT Sloan continues to produce leaders who tackle some of the most challenging issues of our time and pursue solutions to help build the better future we all know is possible.

From empowering the school to offer competitive fellowships to funding groundbreaking faculty research to enabling students to put learning into practice through Action Learning projects around the globe—your gift is making a difference to our students every day.

Thank you for helping MIT Sloan students prepare to change the world.

Best regards,

A handwritten signature in blue ink that reads "Kellen S. Epstein".

Kellen S. Epstein  
Director, Annual Giving

A background image showing a modern building interior with a staircase and a person walking. The text is overlaid on the bottom left of this image.

MIT Sloan School of Management  
Office of External Relations  
77 Massachusetts Avenue, E60-200  
Cambridge, MA 02139 USA  
mitsloan@mit.edu/alumni



# THANK YOU

for joining us in our mission to  
**CREATE A MORE...**

**sustainable** principled  
*interconnected* **grounded**  
EXTRAORDINARY  
**...WORLD.**

# THANKS TO YOU

## WE ARE BUILDING A BETTER WORLD



**MIT**  
MANAGEMENT  
SLOAN SCHOOL



**MIT**  
MANAGEMENT  
SLOAN SCHOOL

# GIVING MADE TO MATTER



**Kellen Epstein**  
Director,  
Annual Giving

"At MIT Sloan School of Management, we pride ourselves on our commitments—our commitment to advancing the practice of **management education**; our commitment to preparing the global business **leaders of tomorrow**; and our commitment to challenging the limits of possibility.

It is my sincere pleasure to thank you for **your commitment** to helping us pursue our passion for impact.

From transformative **Action Learning labs** and student **internships**, to groundbreaking **faculty research** and **fellowship support**—these opportunities are competitive differentiators and serve as testaments to MIT Sloan's inventive and potentially world-changing management education.

Gifts to the Sloan Annual Fund provide the **unrestricted funding** necessary to ensure the continued success of these and many other unique programs, and without your support—your commitment—these **transformational opportunities** would not be possible.

On behalf of the entire MIT Sloan community,

**THANK YOU."**



**David Wang**  
Founder, Bamboo Bicycles Beijing  
Dean's Fellowship Support Recipient  
MBA 2018

"With the support of my fellowship, I have been able to continue teaching young people to make their own bicycles and nurturing a mobility culture that cherishes local community involvement and design...My fellowship is helping to reshape the MIT Sloan community, as we have begun to define new meanings for the practice of business and management at MIT."



As part of his business, David teaches others how to build bicycles using bamboo.

## FACULTY RESEARCH



**Antoinette Schoar**  
Michael M. Koerner (1949) Professor of Entrepreneurship  
Professor of Finance

"Finance has a proud and long tradition at MIT. My colleagues continue to be thought leaders with groundbreaking research and ideas that impact the world. While we are committed to our tradition of exposing students to cutting edge research, we complement the learning of fundamental concepts with an opportunity to apply these tools in real world settings."

*Finance Group Brochure*

## INVENTIVE OPPORTUNITIES

For the ultimate long-term success and sustainability of the Trust Center, it is essential that we increase our financial base...much good work in the field of entrepreneurship has taken place over the course of man years, but in reality we have just begun to scratch the service. In order to create fundamental and lasting change, we need to think long-term, and increased funding will help us do this.

*Martin Trust Center Annual Report, 2016, p.49*



**Bill Aulet**  
Professor of the Practice  
Managing Director,  
Martin Trust Center for MIT Entrepreneurship

# MAXIMIZED IMPACT



December 1, 2017

Mr. Donald A. Belfer  
3180 Northeast 48th Court  
Apartment 415  
Lighthouse Point, FL 33064-7968

Dear Donald,

The MIT Sloan community and most importantly – our students – thank you for your recent gift to the MIT Sloan Annual Fund.

Unrestricted gifts like yours fuel the foundational experiences that set MIT Sloan students apart from their peers at other business schools, providing them with a transformative management education. With your support, MIT Sloan continues to produce leaders who tackle some of the most challenging issues of our time and pursue solutions to help build the better future we all know is possible.

From empowering the school to offer competitive fellowships to funding groundbreaking faculty research to enabling students to put learning into practice through Action Learning projects around the globe—your gift is making a difference to our students every day.

Thank you for helping MIT Sloan students prepare to change the world.

Best regards,

A handwritten signature in blue ink that reads "Kellen S. Epstein".

Kellen S. Epstein  
Director, Annual Giving

A background photograph of a modern building interior. It shows a wide staircase with metal railings and glass balustrades. A person in a dark jacket and pants is walking up the stairs. The lighting is bright, suggesting large windows or skylights.

MIT Sloan School of Management  
Office of External Relations  
77 Massachusetts Avenue, E60-200  
Cambridge, MA 02139 USA  
[mitsloan@mit.edu/alumni](mailto:mitsloan@mit.edu/alumni)

RANDOLPH  
COLLEGE



*Throughout the year, and especially during this season of  
Thanksgiving, we are grateful for your dedication and  
support of Randolph College.*

*Happy Thanksgiving*

  
Bradley W. Bateman



Mrs. Jane Doe  
123 Somewhere Dr.  
Lynchburg, VA 24503

Dear Mrs. Doe,

On behalf of Randolph College, I am pleased to report that we have received a donation from <Company Name> to match a gift you have made to the College.

Matching gifts are an important way to support Randolph College's mission of providing students with a strong liberal arts education and encouraging *Vita Abundinator*. We appreciate that you have utilized this opportunity to increase the impact your gift makes on students' abilities to learn, experiment, grow, and thrive at Randolph.

Your choice to support Randolph College, given so many worthy options, is much appreciated. Thank you for your generosity.

Sincerely,

Mrs. Jane Doe  
123 Somewhere Dr.  
Lynchburg, VA 24503

Dear Mrs. Doe,

I am pleased to let you know that Randolph College has received a gift in your honor, recognizing <occasion/event/etc., if any>. Given by:

Name of Donor  
(Alum Name and Year)  
Address  
City, State Zip

This gift was designated for the <fund name>, which provides tuition assistance to promising students with financial need; it has a direct impact on students' abilities to learn, experiment, grow, and thrive. This support ensures that the Randolph education is the best education, preparing our graduates for continued learning, responsible and compassionate civic engagement, and the life more abundant.

On behalf of our students, faculty and staff, thank you for inspiring this gift.

**OR**

This gift has been allocated to the Randolph College Annual Fund, which provides unrestricted support to the College aiding almost every area of operations—student scholarships, the arts, campus beautification, experiential learning opportunities, and faculty development. Annual Fund

gifts touch every area of campus life and have a lasting impact on the lives of our students, faculty, and staff.

We appreciate the thoughtfulness of this tribute that both honors you and helps sustain Randolph's legacy and ensures that future generations of students have access to an exceptional education.

On behalf of our students, faculty and staff, thank you for inspiring this gift.

Mrs. Jane Doe  
123 Somewhere Dr.  
Lynchburg, VA 24503

Dear Mrs. Doe,

During this time of thanksgiving, we are particularly grateful for your recent gift to the Annual Fund. Your confidence in Randolph College inspires us, and your financial support makes it possible for us to provide the high caliber liberal arts education for which we are known, an education that prepares our students to engage the world critically and creatively, live and work honorably, and experience life abundantly.

On behalf of the Randolph community, I thank you for your contribution in support of this important mission. I wish you and those dear to you a wonderful holiday season.

My best,

Mrs. Jane Doe  
123 Somewhere Dr.  
Lynchburg, VA 24503

Dear Mrs. Doe,

Seasons change, but our gratitude is constant. Your generosity helps to enhance Randolph College's pursuit of excellence in teaching, learning, inquiry, and service. The best educational resources encourage the best educational outcomes, and your support provides the tools we need to meet those goals.

Thank you for your recent contribution to the Randolph College Reading Scholarship Fund. We are grateful for your financial support that provides a foundation for excellence in our academic programs, our student life, and our beloved campus facilities.

Your continued investment in the College enables us to advance the impact of the sciences, arts, and humanities into a world increasingly hungry for the perspective and wisdom a liberal arts education imparts. Thank you for partnering with us in this valuable work.

My best,



# RANDOLPH COLLEGE

HONOR ROLL OF DONORS 2016 - 2017



# RANDOLPH COLLEGE

## HONOR ROLL OF DONORS

July 1, 2016 - June 30, 2017

Season after season, generous donors have been the sustenance nurturing the growth of Randolph College and sustaining its vital mission.

Our 2016-2017 Honor Roll of Donors recognizes the important contributions you have made to the life of the college.

Please visit [www.randolphcollege.edu/honor\\_roll](http://www.randolphcollege.edu/honor_roll) to view our eco-friendly donor listing.

Thank you for your invaluable support.

Randolph College  
Institutional Advancement  
P.O. Box 3215  
Lynchburg, Virginia 24503

January 1, 2017

«COMBINED\_NAME»

«MAIL\_ADDR\_LINE1»

«MAIL\_ADDR\_LINE2»

«MAIL\_ADDR\_CITY», «MAIL\_ADDR\_STATE» «MAIL\_ADDR\_ZIP»

Dear «COMBINED\_SALUTATION»,

On behalf of Temple University's College of Science and Technology, thank you for your generous contribution to the «DESG\_DESC».

Your support means the college will continue to set new standards in research, teaching and engagement with the world. Today, more than ever, we are challenged to meet the continuing needs of our students and faculty through scholarships, research support, new facilities and innovative programs.

I am so proud of CST's extraordinary faculty and talented students from around the world. Your gift makes their success a reality. Thank you for your confidence in and support of the College of Science and Technology.

«Sign\_off»

«From»

«Title»



**College of Engineering**

1947 N. 12th Street  
Philadelphia, PA 19122  
F 215-204-7800  
F 215-204-6936  
engineer@temple.edu  
engineering.temple.edu

December 31, 2016

Ms. Christine Hunt  
9518 Preston Trail West  
Ponte Vedra Beach, FL 32082

Dear Christine,

On behalf of our students and faculty at Temple University's College of Engineering, I thank you for your recent gift to our Civil and Environmental Engineering Gift Fund. Support from alumni like you provides opportunities for our diverse student body to achieve a high quality, innovative, and globally competitive learning experience in engineering, engineering technology, and the applied sciences.

Even as our college expands including the addition of a new department of bioengineering, we continue to treat our students like family. We invest in their success with support programs and advising. Our career fairs are vibrant with increasing number of participating organizations, and our connections in professional communities continuously provide terrific feedback as to the quality of our students and their contributions.

Thank you, again, for supporting our students so that they can learn the technical, problem-solving, and communication skills required for success in the workplace and society.

Sincerely,

Amy Krauss  
Associate Director of Development

P.S. Save the date: Join College of Engineering alumni, faculty and friends at the annual Dunk 'N Dine basketball game on Saturday, February 25<sup>th</sup>.



**College of Engineering**

1947 N. 12th Street  
Philadelphia, PA 19122  
F 215-204-7800  
F 215-204-6936  
engineer@temple.edu  
engineering.temple.edu

December 31, 2016

Gregory and Michele Kelly  
65 Green Avenue  
Lawrence Township, NJ 08648

Dear Greg and Michele,

On behalf of our students and faculty at Temple University's College of Engineering, I thank you for your recent gift to our College of Engineering Dean's Scholarship Fund. Support from alumni like you provides opportunities for our diverse student body to achieve a high quality, innovative, and globally competitive learning experience in engineering, engineering technology, and the applied sciences.

Even as our college expands including the addition of a new department of bioengineering, we continue to treat our students like family. We invest in their success with support programs and advising. Our career fairs are vibrant with increasing number of participating organizations, and our connections in professional communities continuously provide terrific feedback as to the quality of our students and their contributions.

Thank you, again, for supporting our students so that they can learn the technical, problem-solving, and communication skills required for success in the workplace and society.

Sincerely,

Amy Krauss  
Associate Director of Development

P.S. Save the date: Join College of Engineering alumni, faculty and friends at the annual Dunk 'N Dine basketball game on Saturday, February 25<sup>th</sup>.



**College of Engineering**

1947 N. 12th Street  
Philadelphia, PA 19122  
F 215-204-7800  
F 215-204-6936  
engineer@temple.edu  
engineering.temple.edu

December 31, 2016

Mr. Paul Johnston  
3970 Bay Lane  
Anacortes, WA 98221

Dear Paul,

On behalf of our students and faculty at Temple University's College of Engineering, I thank you for your recent gift to our Civil and Environmental Engineering Gift Fund. Support from alumni like you provides opportunities for our diverse student body to achieve a high quality, innovative, and globally competitive learning experience in engineering, engineering technology, and the applied sciences.

Even as our college expands including the addition of a new department of bioengineering, we continue to treat our students like family. We invest in their success with support programs and advising. Our career fairs are vibrant with increasing number of participating organizations, and our connections in professional communities continuously provide terrific feedback as to the quality of our students and their contributions.

Thank you, again, for supporting our students so that they can learn the technical, problem-solving, and communication skills required for success in the workplace and society.

Sincerely,

Amy Krauss  
Associate Director of Development

P.S. Save the date: Join College of Engineering alumni, faculty and friends at the annual Dunk 'N Dine basketball game on Saturday, February 25<sup>th</sup>.





**College of Engineering**

1947 N. 12th Street  
Philadelphia, PA 19122  
F 215-204-7800  
F 215-204-6936  
engineer@temple.edu  
engineering.temple.edu

December 31, 2016

Mr. Andrew Kalemkarian  
1162 Putnam Boulevard  
Wallingford, PA 19086

Dear Andrew,

On behalf of our students and faculty at Temple University's College of Engineering, I thank you for your recent gift to our College of Engineering Annual Fund. Support from alumni like you provides opportunities for our diverse student body to achieve a high quality, innovative, and globally competitive learning experience in engineering, engineering technology, and the applied sciences.

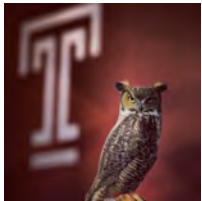
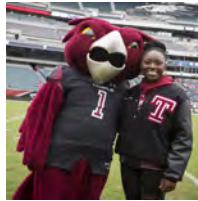
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Sincerely,

Amy Krauss  
Associate Director of Development

P.S. Save the date: Join College of Engineering alumni, faculty and friends at the annual Dunk 'N Dine basketball game on Saturday, February 25<sup>th</sup>.



Temple Donors: your collective giving empowers unparalleled educational opportunities for current and future Owls. Thank you for your continued support!

# THANK YOU!

On behalf of Temple University,  
thank you for your gift! Being a  
Temple Owl is a dream come true  
for me. Without your support, I wouldn't  
be able to experience all the things  
Temple offers. Thank you for giving  
me the opportunity to make my  
impact on the world.

-Hanna Edelson  
'19



Institutional Advancement

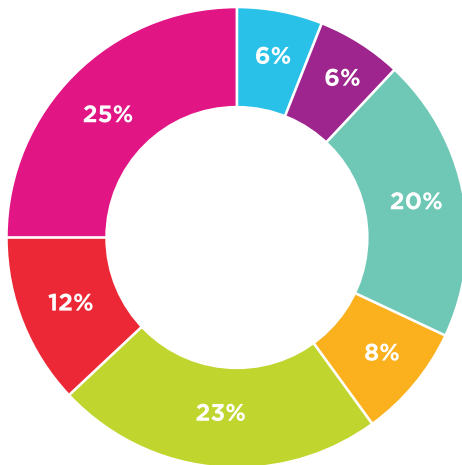
# YOUR IMPACT

**38,526** Donors 1  = ~1,000 Donors



**\$90,647,681**  
Total Dollars Raised

*every gift counts*  
**10,000+**  
gave less than \$50



## What You Supported

Faculty Support

Community Programs

Campus Improvement

Research

Students

Annual Funds

Other



*“Your diamonds are not in far distant mountains or in yonder seas; they are in your own backyard, if you but dig for them.”*

*- Russell H. Conwell, Acres of Diamonds*

THANK  
YOU!



## THANK YOU

### INTRO:

Hello, my name is \_\_\_\_\_ and I'm a (freshman, sophomore, junior, senior) at Temple University. Is \_\_\_\_\_ available?

### THANK YOU:

I'm calling simply to thank you for your past giving to the university. Your gift gives myself and my peers a cutting edge education, innovative academic resources, and a well-rounded student life experience. I just want to thank you again for your generosity. Have a great night/day!

### VOICEMAIL MESSAGE:

Hello! This message is for \_\_\_\_\_. My name is \_\_\_\_\_ and I'm a student at Temple University. I'm calling tonight simply to thank you for your past giving to the university. Your gift gives myself and my peers a cutting edge education, innovative academic resources, and a well-rounded student life experience. I just want to thank you again for your generosity. Have a great night/day!

Thank You Stewardship Email

Segment: Alumni

From: Judith Lovat

Subject: Thank You!

<FIRST>,

Thanks to Temple University alumni donors like you, the 2016-2017 fiscal year was one of our best yet. I am writing you today to express how grateful we are for your gift. Annual donations from our alumni donors make up the bedrock of support for our university. To learn more about the students and programs your donation benefits, visit our [Gifts in Action](#) page.

We look forward to speaking with you again throughout the year. Thank you again for your support.

Best regards,

Judith Lovat

Assistant Vice President, Annual Giving

Thank You Stewardship Email  
Segment: Young Alumni  
From: Nikki Torchon, THM '10  
Subject: Thank You!

<FIRST>,

Younger alumni like yourself have an important stake in Temple's future – you've invested in us, and in so doing, the value of your own degree. We are thankful that, as one of our newest alumni, you have chosen to make giving to Temple one of your top giving priorities.

We would like the opportunity to thank you one more time. **Join us on August 3 at Smokin' Betty's** for a happy hour for alumni donors 30 and under! [Click here](#) for more information and to register.

Cherry on!

Nicola Torchon, THM '10  
Assistant Director, Young Alumni and Student Philanthropy



Thank you  
for celebrating  
Philanthropy  
day!

**AUTHOR**

**TITLE**

**DATE DUE**

**BORROWER'S NAME**

**ROOM  
NUMBER**

NOV 15 2017

University of Cincinnati  
College of Arts and Sciences  
PO Box 210367  
Cincinnati, OH 0367-45221  
[artsci.uc.edu](http://artsci.uc.edu)  
[uc.edu/foundation](http://uc.edu/foundation)

# The UC journey is full of special firsts.

---

**First** day of class.

**First** game in Nippert Stadium.

**First** picture with Mick and Mack.

University of  
  
**CINCINNATI** | COLLEGE OF ARTS  
AND SCIENCES

And just  
as special  
is **your first gift**  
to A&S.

---

Thank you for becoming an  
important part of our Arts  
and Sciences family.

# Donor Bill of Rights

Philanthropy is based on voluntary action for the common good. It is a tradition of giving and sharing that is primary to the quality of life. To assure that philanthropy merits the respect and trust of the general public, and that donors and prospective donors can have full confidence in the not-for-profit organizations and causes they are asked to support, we declare that all donors have these rights:

- 1 To be informed of the organization's mission, of the way the organization intends to use donated resources, and of its capacity to use donations effectively for their intended purposes.
- 2 To be informed of the identity of those serving on the organization's governing board, and to expect the board to exercise prudent judgment in its stewardship responsibilities.
- 3 To have access to the organization's most recent financial statements.
- 4 To be assured their gifts will be used for the purposes for which they were given.
- 5 To receive appropriate acknowledgment and recognition.
- 6 To be assured that information about their donations is handled with respect and with confidentiality to the extent provided by law.
- 7 To expect that all relationships with individuals representing organizations of interest to the donor will be professional in nature.
- 8 To be informed whether those seeking donations are volunteers, employees of the organization or hired solicitors.
- 9 To have the opportunity for their names to be deleted from mailing lists that an organization may intend to share.
- 10 To feel free to ask questions when making a donation and to receive prompt, truthful and forthright answers.

# CONNECTING Bearcats



# Foster your UC spirit on campus or around the globe!

You know there is strength in unity and you always seek the highest. Whatever your connection to UC, you're a Bearcat through and through. And we want to help connect you to fellow Bearcats whether you live close to campus or a world away.

---

Connect with the UC College of Arts and Sciences  
Alumni Network:

- Attend an Event
  - Be a Mentor
  - Recruit Future Students
  - Serve on a College Board or Committee
  - Expand Your Professional Network
  - Hire a Student
- 

Learn more about the network by visiting:  
**[alumni.uc.edu/artsci](http://alumni.uc.edu/artsci)**

 [facebook.com/UCArtSci](https://facebook.com/UCArtSci)

 [@UC\\_ArtSci](https://twitter.com/UC_ArtSci)

 [linkedin.com/groups/4131631](https://linkedin.com/groups/4131631)

# SUPPORTING Bearcats





# Who are you supporting?

Faculty and staff at the College of Arts and Sciences comprise the cornerstone at the University of Cincinnati, educating and supporting nearly 100% of students who pass through the uptown campus. Our liberal arts experience is unique because it draws on our role as a top tier urban research university, and our reputation as exceptionally career-oriented. We are the home of general education and foundational courses, such as composition, languages, and chemistry, biology and physics labs.

---

More than  
**7,600** undergraduates  
and **730** graduates

**60,000+** alumni

Over **500** full-time faculty and staff

**67+** degree programs, **77** minors & certificates

---

DATE

ADDRESSEE  
STREET 1  
STREET 2  
CITY, STATE ZIP

Dear SALUTATION,

Like other firsts, your first gift to the College of Arts and Sciences is a milestone.

Whether you've been a past supporter of other units at UC, or this is your first-ever gift to the University, we are grateful you've chosen to join in the important work we do in A&S by making a gift to <<FUND>>.

Enclosed you will find some additional information about us and about other ways you can be a part of our journey – both close to campus and across the globe. I hope this gift is just the first of many opportunities I have to connect with you, and I look forward to all we will achieve this year and in the future with you by our side.

Sincerely,

Dr. Kenneth Petren, PhD  
Dean, College of Arts and Sciences

COLLEGE OF ARTS  
AND SCIENCES

University of   
CINCINNATI



Dear

*Ten years ago you made your first gift to the College of Arts and Sciences and you have been our loyal supporter ever since. Year after year, you help turn students into graduates and ideas into action.*

*You have been with us every step of the way and we appreciate your partnership more than you know. Thank you for being a loyal donor!*

*Warmly,  
Your A&S family*



*Dear*

*Twenty years ago you made your first gift to the College of Arts and Sciences and you have been our loyal supporter ever since. Year after year, you help turn students into graduates and ideas into action.*

*You have been with us every step of the way and we appreciate your partnership more than you know. Thank you for being a loyal donor!*

*Warmly,  
Your A&S family*





College of Arts and Sciences  
University of Cincinnati  
PO Box 210367  
Cincinnati, OH, 45221-0367

*Dear*

*Last year you made your first gift to the College of Arts and Sciences and I am proud of all we've accomplished in a year with you by our side.*

*I hope you will continue this journey with us for many years to come. We appreciate your partnership more than you know. Thank you for being a loyal donor!*

*Warmly,*

*Your A&S Family*



College of Arts and Sciences  
University of Cincinnati  
PO Box 210367  
Cincinnati, OH, 45221-0367

*Dear*

*Five years ago you made your first gift to the College of Arts and Sciences and you have been our loyal supporter ever since. Year after year, you help turn students into graduates and ideas into action.*

*You have been with us every step of the way and we appreciate your partnership more than you know. Thank you for being a loyal donor!*

*Warmly,*

*Your A&S Family*

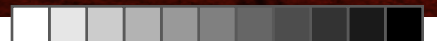




200 Bloomfield Avenue  
West Hartford, CT 06117

**UNIVERSITY OF HARTFORD**

**THANK YOU**  
*— FOR YOUR —*  
**CONTINUED**  
**SUPPORT**






---

## OUR WARMEST THANKS FOR YOUR GIFT TO THE UNIVERSITY OF HARTFORD.

---

Whichever area(s) of the University you choose to support, your continued generosity has an enormous impact and is vital to sustaining the University's strong upward trajectory.

Each year, you become more entrenched in a community of alumni and friends who are shaping the University's future. We look forward to welcoming you into the Rosen Society—a group of the University's most loyal supporters—after your fifth consecutive gift.

Again, many thanks.

**UNIVERSITY OF HARTFORD**



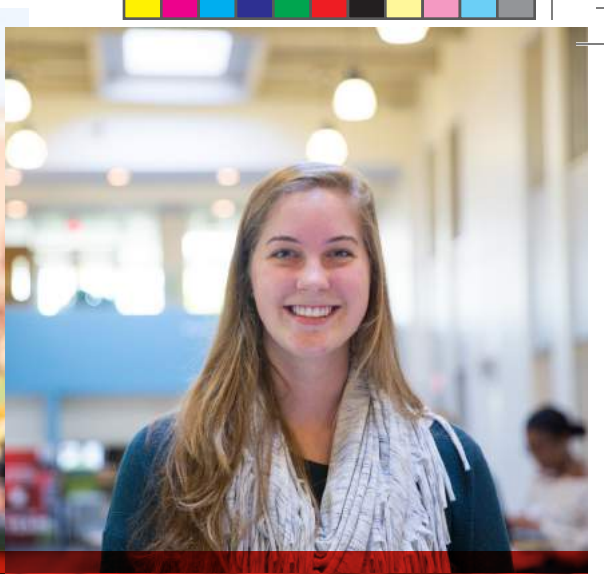


UNIVERSITY OF HARTFORD

200 Bloomfield Avenue  
West Hartford, CT 06117

THANK  
YOU!





---

## OUR WARMEST THANKS FOR YOUR GIFT TO THE UNIVERSITY OF HARTFORD.

---

Every gift matters. The collective generosity of friends and alumni has an enormous impact and is vital to sustaining the University's strong upward trajectory.

It's our pleasure to welcome you to a community of supporters whose generosity is shaping the University's future.

Again, many thanks.

**UNIVERSITY OF HARTFORD**



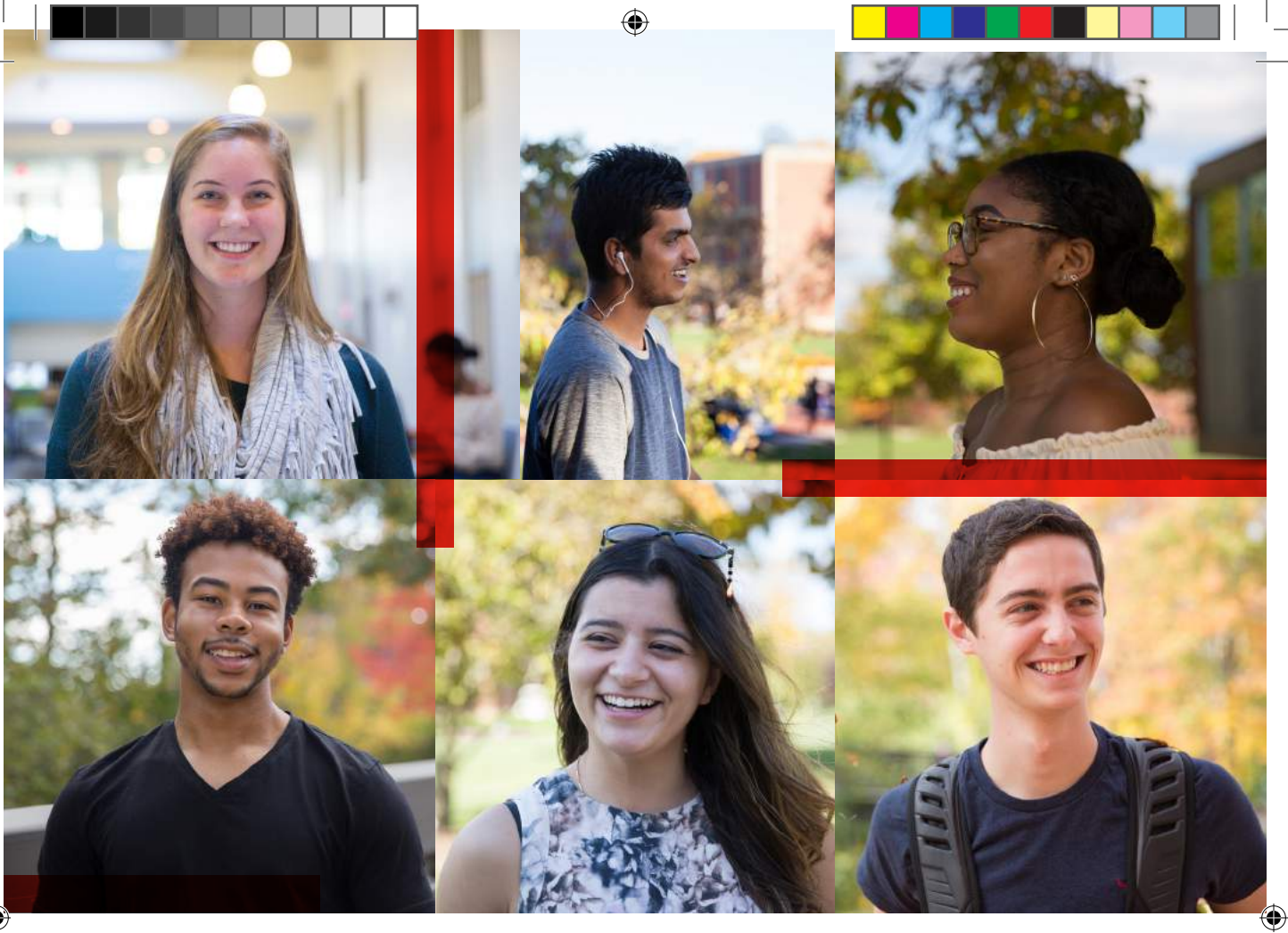
200 Bloomfield Avenue  
West Hartford, CT 06117

**UNIVERSITY OF HARTFORD**

# WELCOME *TO THE* ROSEN SOCIETY

**UNIVERSITY OF HARTFORD**





## OUR WARMEST THANKS FOR YOUR GIFT TO THE UNIVERSITY OF HARTFORD.

It gives me great pleasure to welcome you into the Rosen Society, and recognize the special commitment shown by your five consecutive years of giving. Your loyalty and generosity are deeply appreciated.

Named for Bernard Rosen '61, M'66 for his longtime consistent giving, the Rosen Society honors donors who give year after year—an inspiration to all University of Hartford supporters.

Again, our warmest thanks.  
Sincerely,

Samantha Sokoloski  
Development Associate

Date

Donor

Address

City, State Zip

Dear ...:

It is inspiring when a donor makes it possible for us to award an exceptional student with a scholarship. Thank you for your generous gift to the College of Media Endowed Scholarship Fund and for supporting Illinois students like these:

*“The University of Illinois was my first choice because I knew that earning a degree at this prestigious college would open many doors in my professional life. After I applied and discovered that generous donors, like yourselves, chose to help me finance college through scholarships, I was elated.” (name), class of 2020, agricultural communications*

*“I want to stress how grateful I am to be receiving this scholarship. It was such a great surprise and it will help my academic career tremendously. The money will be used to pay for books or be put towards a networking trip to Los Angeles with the American Advertising Federation Chapter.” (name), class of 2017, advertising*

*“My first two years were filled with incredible learning experiences. I worked for the Daily Illini, took video journalism courses and studied abroad in Spain. All of these experiences have allowed me to grow as a person and obtain an expanded world-view. Thank you so much for helping me be a student here.” (name), class of 2017, journalism*

Together, we are committed to the Illinois experience. Thank you again for all that you do for our students. I look forward to sharing more stories with you in our annual Advancing Excellence publication, or please visit [media.illinois.edu](http://media.illinois.edu) for the latest news and highlights.

Sincerely,

Name

Title

Contact Info

P.S. If you would like to learn more about our scholarship program, feel free to contact me or our office at (217) 244-5466 or [media-giving@illinois.edu](mailto:media-giving@illinois.edu).

Dear ...,

When we received a gift from (company) in support of our (fund), we were honored to discover this was a matching donation on your behalf. Thank you for your ongoing commitment to the College of Media!

We are fortunate to have alumni (or friends) like you who make a meaningful difference in how we deliver media education every day. You are part of the reason Illinois continues its tradition of offering an exceptional learning environment for aspiring students.

Thank you again for submitting a matching gift and for going above and beyond in supporting the Illinois experience. Please contact our office with your questions or comments at any time.

With much appreciation,

Name

Title

Contact info



Sent on Board of Visitors letterhead



November 6, 2017

Dear NAME:

On behalf of the University of Maryland School of Medicine Board of Visitors, it is my pleasure to offer warm Thanksgiving greetings and sincere thanks for your generosity over the past year.

For over 210 years, faculty and staff of the School of Medicine have demonstrated their dedication and commitment to helping us continue a long-standing tradition of excellence in medical research and discovery, patient-centered medical care and health education. Because of you, the University of Maryland School of Medicine continues to do remarkable things.

Our gratefulness is not limited to this one day; it spans every day of the year. Your outstanding work and spirit of generosity mean the world to us and those we serve.

Best wishes to you and yours for a warm and wonderful Thanksgiving.

With sincere gratitude,

Michael E. Cryor  
Chair, Board of Visitors  
University of Maryland School of Medicine



Jane

Sheila

Renee

Diane

Elaine

Leah

Karen

Lily

Ashley

Jennifer

Shawelle

Natalie

Ropana

**Wishing you health and happiness this holiday season  
and in the year to come!**

Lana

*University of Maryland School of Medicine Office of Development*

Heidi

Heather

Mary

Pam

Sarah

Dawn

Margaret

Arene

JBE

Graci

Emily D

Michelle

Emily B

# WASHINGTON STATE UNIVERSITY FOUNDATION

PO Box 641925, Pullman, WA 99164-1925  
509-335-6686 • Fax: 509-335-8419 • [foundation.wsu.edu](http://foundation.wsu.edu)

Butch T. Cougar  
WSU Foundation  
255 E. Main Street, Suite 301  
PO Box 641925  
Pullman WA 99164-1925

The world is waiting for talented students to take bold steps and pursue exciting paths of discovery as undergraduates at Washington State University. They are learning, growing, and building valuable skills. They are grateful too. They know you believe in them because you invested in scholarships at WSU.

Your support is empowering. You are helping develop a bright, enthusiastic, and well-prepared work force ready to put their WSU education to work.

Scholarships give our students—our future leaders—a great start. Thank you for providing a hand up. A world of possibilities awaits.

Best regards,



Jessica Billings  
Director of Development, Annual Giving



## WASHINGTON STATE UNIVERSITY FOUNDATION

509-335-1686 • PO Box 641925 • Pullman, WA 99164-1925

*The WSU Foundation informs the donor that no goods or services were provided for this gift.*



### Your gift designated as:

\$100.00 Athletics—Student Athlete Support

Thank you for your gift of \$100.00 on 09/13/2017. Your support is vital to the people and programs at WSU and is greatly appreciated.

Sincerely,



Lisa D. Calvert, Chief Executive Officer  
Washington State University Foundation

Butch T. Cougar  
WSU Foundation  
255 E. Main Street, Suite 301  
PO Box 641925  
Pullman WA 99164-1925

For a disclosure of WSU Foundation fees, visit [foundation.wsu.edu/fees](http://foundation.wsu.edu/fees).

Please retain this receipt for your records. If you have any questions regarding the receipt information, please call 509-335-1686.

# WASHINGTON STATE UNIVERSITY FOUNDATION

PO Box 641925, Pullman, WA 99164-1925  
509-335-6686 • Fax: 509-335-8419 • [foundation.wsu.edu](http://foundation.wsu.edu)

Butch T. Cougar  
WSU Foundation  
255 E. Main Street, Suite 301  
PO Box 641925  
Pullman WA 99164-1925

The world needs researchers, scientific leaders, and innovators who are willing to take bold steps and pursue exciting paths of discovery at Washington State University. You are igniting their passions and fueling their creativity by directing a gift that will ultimately influence business, industry, education, health sciences, government, and communities around the globe.

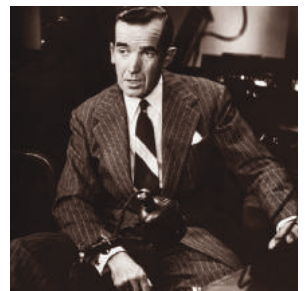
You believe deeply in our land-grant mission, and the impact being made by WSU's faculty, students, and staff in addressing critical local, national, and global problems.

Thank you for recognizing and fostering the excellent work taking place at WSU. A better world awaits.

Best regards,



Jessica Billings  
Director of Development, Annual Giving



## WASHINGTON STATE UNIVERSITY FOUNDATION

509-335-1686 • PO Box 641925 • Pullman, WA 99164-1925

*The WSU Foundation informs the donor that no goods or services were provided for this gift.*



### Your gift designated as:

- \$50.00 Edward R. Murrow College of Communication Symposium Fund
- \$50.00 Museum of Art Director's Fund  
In memory of my mom, Beth A. Cougar

Thank you for your gift of \$100.00 on 09/13/2017. Your support is vital to the people and programs at WSU and is greatly appreciated.

Sincerely,



Lisa D. Calvert, Chief Executive Officer  
Washington State University Foundation

Butch T. Cougar  
WSU Foundation  
255 E. Main Street, Suite 301  
PO Box 641925  
Pullman WA 99164-1925

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Please retain this receipt for your records. If you have any questions regarding the receipt information, please call 509-335-1686.



## Kate '20

MAJOR: Biology/Secondary Education

HOMETOWN: Wilbraham, MA

ACTIVITIES: Going to the gym and going on runs in Stanley Park

HAPPIEST WHEN: I am with my cat!

OWL AMBITION: To get my masters in biology with initial licensure of education and eventually become a high school biology teacher



"Thank you!" ~ From our 2017 Owl Outreach Team



### Making a Difference

Annual Giving forms the backbone of support for all University endeavors. Gifts of all sizes provide essential support for student scholarships, paid internships, academic program enhancements, plus athletics and student programming support.



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### PHONATHON CALLER EVALUATION FORM

Many thanks for your pledge to Westfield State University through our student Phonathon! Please evaluate the phone call you recently received by circling your response to each question and returning this form with your gift. Thank you again for supporting Westfield State University! Every gift matters.

1—Poor      2—Needs Improvement      3—Good      4—Very Good      5—Excellent

- |   |   |   |   |   |   |
|---|---|---|---|---|---|
| 1. The student phonathon caller was friendly and enthusiastic.                  | 1 | 2 | 3 | 4 | 5 |
| 2. The student phonathon caller provided an update on campus events.            | 1 | 2 | 3 | 4 | 5 |
| 3. The student phonathon caller expressed knowledge about the Westfield Fund.   | 1 | 2 | 3 | 4 | 5 |
| 4. The student phonathon caller verified and updated address and business info. | 1 | 2 | 3 | 4 | 5 |
| 5. The overall quality of the call was:   | 1 | 2 | 3 | 4 | 5 |

Additional Comments: \_\_\_\_\_

### PHONATHON CALLER EVALUATION FORM

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1—Poor      2—Needs Improvement      3—Good      4—Very Good      5—Excellent

- |   |   |   |   |   |   |
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Additional Comments: \_\_\_\_\_

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Additional Comments: \_\_\_\_\_



July 12, 2017

Dear «CnAdrSal\_Salutation2»,

Thank you for your recent donation on «CnLGf\_1\_Date»«Next Record». It is a great feeling knowing we have an extended family of 41,000 alumni supporting us along our four-year journey.

It is because of you that we have doubled the funds raised from last year, a HUGE milestone for Westfield State. This simply could not have been possible without your help.

On behalf of all students at Westfield State, ***thank you!***

Sincerely,

Andrew Carpenter  
Class of 2018  
Double Major: Criminal Justice & Political Science



July 12, 2017

Dear «CnAdrSal\_Salutation2»,

Thank you for your recent donation on «CnLGf\_1\_Date». It is a great feeling knowing we have an extended family of 41,000 alumni supporting us along our four-year journey.

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On behalf of all students at Westfield State, ***thank you!***

Sincerely,

Andrew Carpenter  
Class of 2018  
Double Major: Criminal Justice & Political Science

**“Thank you” from the  
Westfield State Student Phonathon Team**



Phonathon Team L-R (back row): Fransheska Alcantara, Teagan McSweeney, Andrew Carpenter, Phil Cohen, Lindsey McNeil, Allison Terkelsen, May Rowland, (front row), Jenna Raimondi, Kevin Nguyen, Dan Hartmann, Brianna Cora.

July 13, 2017

Dear saluation,

**Thank you for the pledge you made of \$150.00 during our phone conversation on February 23, 2017.**

With the busy pace of our lives, your donation may have slipped your mind or been misplaced. We are writing today to send along a fresh envelope and giving information, just in case you need a new one. Every donation to the Westfield Fund helps students like us through scholarships, paid student internships, and helping to fund equipment for athletics, and so much more.

You can fulfill your pledge using one of these convenient methods:

1. **Online:** Visit [www.westfield.ma.edu](http://www.westfield.ma.edu) and click **“Make a Gift”** in the top right corner.
2. **Phone:** Call Julie Phillips in the Annual Giving Office by dialing **413-572-8489** to complete your gift.
3. **Mail:** Return the pledge card on the reverse side of this letter using the enclosed addressed envelope.

*If this letter and your gift crossed in the mail, our heartfelt appreciation for your support. Thank you for making a difference at Westfield State!*

Sincerely,

The Westfield State Student Phonathon Team

***P.S. Every donation matters—Thank you!***

**Turn me over!**







Donor name(s)  
street  
City, state zip  
  
Pledge Amount: \$150.00  
Pledge Date: 2/23/2017  
Pledge balance: \$150.00  
Due Date: August 15, 2017

**Thank you for supporting Westfield State University!**

- My check is enclosed payable to Westfield State Foundation, Inc.
- Please put my gift on my debit or credit card:
  - Visa       MasterCard       American Express       Discover

Name on Card:  
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Exp. Date: \_\_\_\_\_ / \_\_\_\_\_      Security Code: \_\_\_\_\_

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## Together. For Others.

THE CAMPAIGN FOR XAVIER UNIVERSITY

3800 Victory Parkway • Cincinnati, Ohio 45207-5460  
P 513-745-3177 • F 513-745-2083 • [www.xavier.edu/givetoday](http://www.xavier.edu/givetoday)

### Because of gifts from people like you,

students like Maia Manney are able to attend Xavier, where they develop a solid foundation for a productive and rewarding life. Maia comes from a hard-working family but says she would never have had the opportunity to come to Xavier if it weren't for the scholarships she received.

"I received the Fr. J. Peter Buschmann Academic Award, which was \$18,000 for the year, as well as the Jesuit room grant and the Xavier housing grant," she says. "I came to Xavier because the biology program is amazing and the people are extremely kind."

Maia wants to be an orthodontist and recently interned at a hospital in Buffalo.

"To the donors, I would say that I am extremely grateful for the opportunity that they have given me," she says. "Without their financial support, there would absolutely be no way for me to attend this University that I love very dearly." Maia has also become a campus leader. She is involved in the Ladies with Emphasis on Achievement and Distinction club, the Black Student Association and the Gospel Choir.

Here at Xavier, we're making a strong commitment to student success—so that we can create a stronger tomorrow.

*"The scholarships I received from Xavier absolutely played a huge role in me attending," she says. "I absolutely love Xavier. It is the perfect fit for me."*



**MAIA MANNEY** | Class of 2020

HOMETOWN | Buffalo, NY

MAJOR | Biology



## Together. For Others.

THE CAMPAIGN FOR XAVIER UNIVERSITY

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### Because of gifts from people like you,

students like Samson Sergi are able to attend Xavier, where they develop a solid foundation for a productive and rewarding life. For Samson, that meant being a success on the soccer field as well as in class. So when he was offered a scholarship to play soccer, he was ecstatic because he knew he would be doing what he loved and, best of all, doing it at Xavier.

“Cost was certainly a factor for my family as we considered the best fit for my future,” he says. “There were many wonderful aspects to Xavier, and yes, financial aid was a part of the fit. I’m just very grateful for the opportunity to be a Musketeer!”

Samson says he enjoyed the family aspect of Xavier’s soccer team and the culture of the campus. An International Business major, he hopes to one day work abroad for a government agency.

“Being a part of a team that’s been nationally ranked in the Top 10, while learning valuable information in the classroom and clubs on campus that I have utilized in my everyday life, are the best parts of going to school here,” he says.

After redshirting a year, Samson was named to the Big East All-Academic Team. He appeared in 13 matches, playing 281 minutes where he fired eight shots, including two on goal.

Samson is a perfect example of what it means to be a student-athlete. And here at Xavier, we don’t just help kids sharpen their skills on and off the field for the attention.

We do it Together. For Others.

*I would like to thank the donors for giving me the opportunity to do what I love with teammates that I can call family,” he says.*

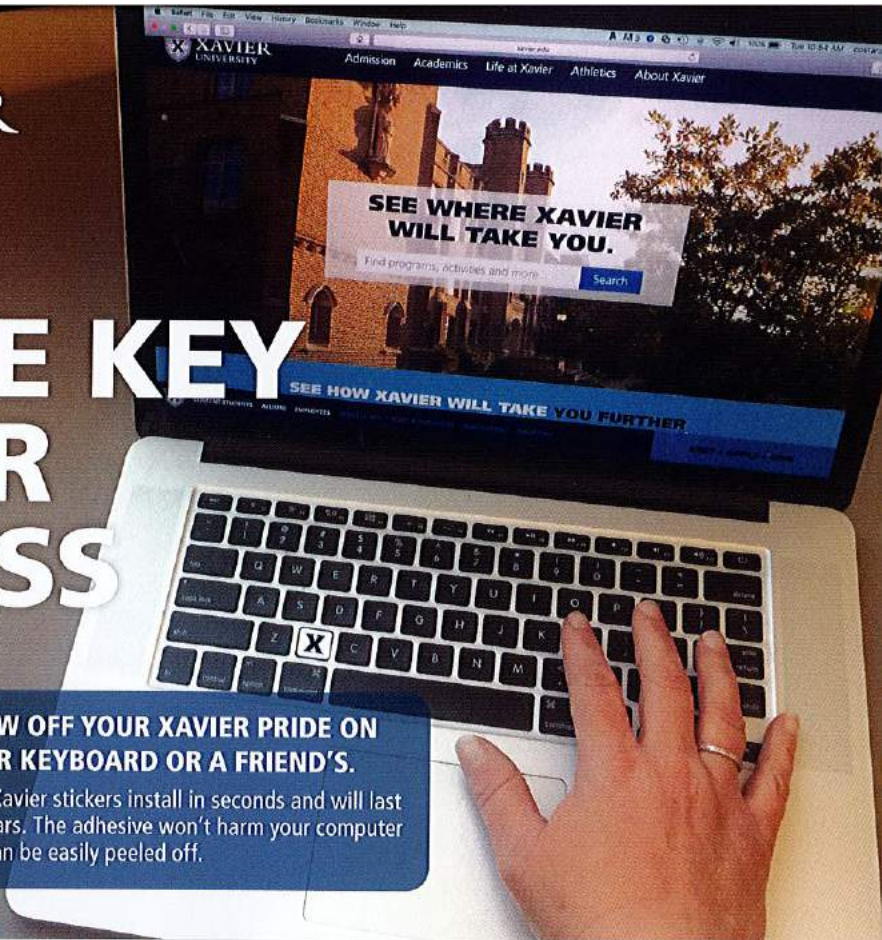


**SAMSON SERGI** | Class of 2019  
HOMETOWN | Ashburn, Va.  
MAJOR | International Business



**XAVIER  
UNIVERSITY**

# YOU'RE KEY TO OUR SUCCESS



## SHOW OFF YOUR XAVIER PRIDE ON YOUR KEYBOARD OR A FRIEND'S.

Your Xavier stickers install in seconds and will last for years. The adhesive won't harm your computer and can be easily peeled off.

# THANKS FOR YOUR FIRST GIFT

To show our appreciation, here's a sticky key to stick onto the X on your keyboard.

Use it to show your Xavier pride, but let it also be a reminder that you are making a positive impact on the lives of Xavier students.

Your gift may help a student club, a scholarship program, academic research or an athletic team. Every gift counts, and we want to say thank you and welcome to the Musketeer family of donors.



**XAVIER  
UNIVERSITY**

Office of Donor Relations  
3800 Victory Parkway  
Cincinnati, Ohio 45207-5440



## THE DIFFERENCE YOU HAVE MADE

*It's perfect! Thank you!*

These are the magic words anyone would want to hear after giving a gift.

I want to personally thank you for your gift to Xavier this year and to recognize how much good you have brought to a student's life—here at Xavier and for years to come.

Mother Theresa reminds us that, "It's not how much we give but how much love we put into giving." I'm also reminded of students like William Howard, who, while majoring in advertising and public relations, is also active in the Center for Faith and Justice. Only at Xavier can advertising and altruism walk side by side!

Or as William puts it: "A Xavier education is unique. It's that Jesuit tradition of education that embraces the whole person. Xavier prepares you to work, but it also prepares you to live...by introducing me to things I would not have been exposed to otherwise."

Thanks to contributions to Xavier's Annual Fund, hundreds of students like William will realize their goals. Gifts to the Annual Fund also give the University the most flexibility in directing money to wherever the need is greatest—scholarships that bridge the cost of tuition and the additional expenses of attending college.

Thanks also to those of you who directed gifts to the areas you're passionate about supporting, from athletics to academic chairs. Outcomes and starting salaries will always be critical measurements of a university's success. But at Xavier, we go further, preparing men and women for their professional futures as well as for lives of reflection, compassion and informed action.

A tall order? Yes. And perhaps what's equally impressive is that your gift, of any amount, to any fund, is an essential resource for the current class of Musketeers as they prepare for a meaningful life of work, service and personal fulfillment. Thank you again for your gift. All For One. One For All!

Gary Massa  
Vice President, University Relations



UNIVERSITY

Office of Donor Relations  
3800 Victory Parkway  
Cincinnati, Ohio 45207-5460

513-745-1005

END-OF-YEAR TAX RECEIPT

Gifts to Xavier University, January 1 - December 31, 2017

<b>Your Gifts (100% deductible)</b>	3/31/2017	Volleyball Activities	\$915.50
	3/31/2017	Baseball Activities Fund	\$915.50
	3/30/2017	Women's Giving Circle	\$100.00
	3/30/2017	Women's Giving Circle	\$100.00
	3/22/2017	Womens Soccer Activities	\$20.00
<b>Your Seats (80% deductible)</b>	2017	Total Seats or Suites Donation	\$1,900.00
<b>Your Commitment</b>	Class year:	1972	
	Gift Total this year:	\$3,951.00	
	Consecutive years of support:	37	
	Total years of support since 1972:	40	

Gift Receipt

Your gift is tax-deductible. Please use this receipt for income tax purposes to confirm that your gift is in support of Xavier University and that goods or services were not exchanged or provided for your gift.

\*Current IRS guidelines direct that if you make a payment to or for the benefit of, a college or university and as a result received the right to buy tickets to an athletic event in an athletic stadium of that college or university, you may deduct 80% of the payment made as a charitable contribution.

Questions: Please contact Kelly Lippincott

ph.513-745-1005 e-mail:donor\_relations@xavier.edu