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Suffolk University Capital Campaign Report and Campaign News, Spring 1997

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Suffolk University, "Suffolk University Capital Campaign Report and Campaign News, Spring 1997" (1997). *Advancement and Alumni Newsletters*. 140.
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Campaign News

CAMPAIGN STEERING COMMITTEE

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LAW

John N. Driscoll, BS '65, DCS '93
CLAS

Francis M. Vazza, BSBA '63
SSOM

Individuals Committee

George K. Regan, Jr., BSJ '72

Vendors Committee

Francis X. Flannery, MBA '64, DCS '91

Parents Committee

Marguerite J. Dennis

Corporations/Foundation

Peter Nessen

Faculty/Staff Committee

Professor Clifford E. Elias

Professor Herbert Lemelman
LAW

Professor Anthony G. Eonas, JD '75
SSOM

Coach James E. Nelson
CLAS

Law Firms Committee

Dennis M. Duggan, Jr., JD '78

Financial Institutions

Kevin M. Flatley, JD '70

Message from the Vice President for Development and Enrollment

It has been roughly six months since we officially launched the Campaign for Suffolk University—the most comprehensive fundraising effort in the 90-year history of our University. With an ambitious, yet attainable goal of \$25 million, we have had great success to date. The excitement that has enveloped our campus has made the task of garnering support a pleasant one. Generous donations have come from many in the Suffolk community, especially from our alumni and Law School faculty. There is much to share with you in this first issue of the Campaign News:

- As of March 1997, \$15 million in pledges and cash has been raised.
- The number of pledges or donations of \$1,000 or more increased by 71 percent over last year—there are now 450 Summa members.
- By the beginning of 1996, 20 percent of the total campaign goal had been reached. To date, 61 percent of the goal has been attained.

- By far the most exciting news is the ground breaking for the new Law School building which is scheduled for June! We shall keep you informed of that momentous event.

Whether you attended the Law School, the Frank Sawyer School of Management, or the College of Liberal Arts and Sciences, as members of the Suffolk community, we are all extremely fortunate to be involved in shaping the future of this valuable educational institution. The successful completion of the Campaign for Suffolk University will ensure the University's legacy of opportunity and excellence in the years to come.

Thank you for your generosity and support. Thank you for being a part of Suffolk.

Marguerite J. Dennis
Vice President for Development
and Enrollment

Alden Trust Grant Challenges Suffolk

On February 7, 1997, President David Sargent received news that the George I. Alden Trust had awarded Suffolk University a \$75,000 challenge grant. Celebration about this exciting opportunity is in order, but now the real challenge begins. In order to receive the funds from Alden, Suffolk must raise \$225,000 in new and increased gifts from alumni and friends by August 1998.

The Alden Trust has been generous to Suffolk in the past. The last gift made to the University helped fund the

automation of the Law School Library. This most recent grant is earmarked for the Capital Campaign, specifically to support construction of the new Law School building. Alden Trust is a private foundation in Worcester, MA, that specializes in supporting physical plant projects at higher education institutions.

If you would like to help Suffolk University meet this exciting challenge, please contact Deborah MacFail, associate director of the Capital Campaign, at (617) 573-8455.

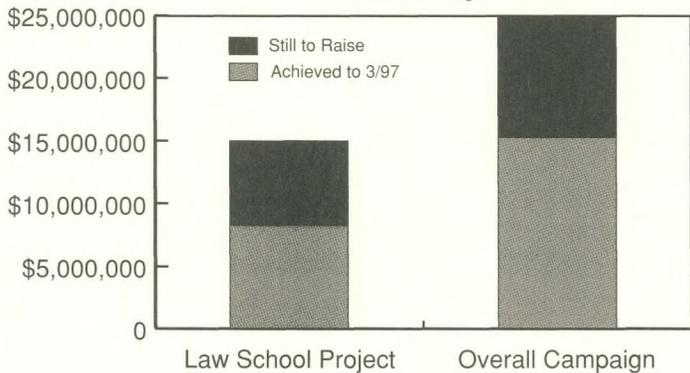
Capital Campaign Update

- > Capital Campaign has focused on Phase I, including prospect cultivation, pre-campaign planning, and the "quiet phase." The campaign is now in Phase II, the "public phase," which includes:
 - > foundation and corporation solicitation
 - solicitation of international contacts and alumni
 - application for Kresge Foundation Grant
 - > alumni and friends solicitation
 - solicitation of 1960 and below graduates for estate and planned giving
 - continued solicitation of donors \$10,000+

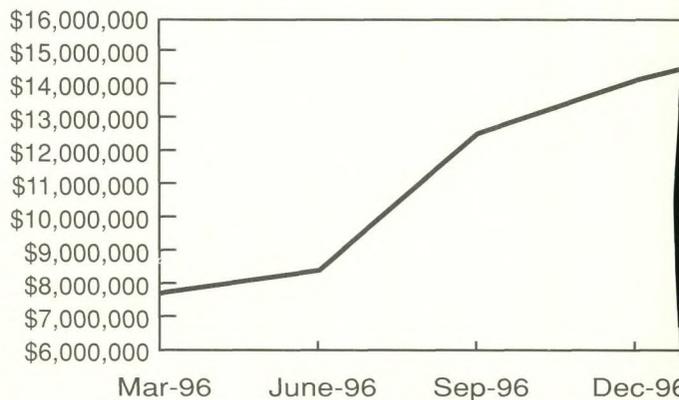
- > More than \$15.2 million cash and pledges have been received as of 4/1/97:
 - total cash received is \$8,594,535
 - goal for 1996/97 is for \$3.0 million of cash funds for the Law School, over \$2.0 million received to date
 - campaign progression: since the beginning of the campaign total cash received for the Law School project is \$2,860,536
- > The outstanding pledges will generate cash of more than \$1.0 million for each 1998 and 1999:
 - collection of pledges to date has been excellent (82 percent of the pledges expected by 6/30/97 have already been paid)

- > The campaign has ongoing benefits, such as increasing the University's fundraising base for the Fall and Spring Phonathons in all alumni groups:
 - amount pledged for CLAS has increased 28 percent over 94/95
 - amount pledged for SSOM has increased 159 percent over 94/95
 - amount pledged for Law School has increased 153 percent over 94/95
 - number of pledges/all schools has increased nearly 100 percent
 - total amount raised from phonathons was \$436,000; compared to the 94/95 total of \$246,859

Capital Campaign Progress/Goal Summary
Cash and Pledges

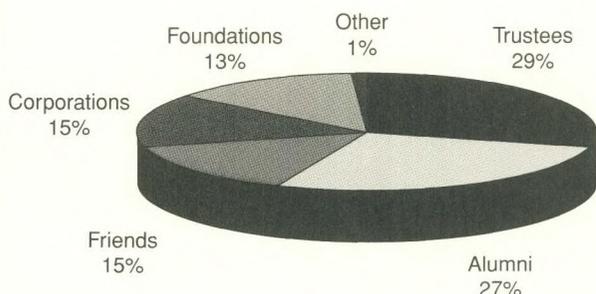


Capital Campaign Progression: March '96 to M
Cash and Pledges

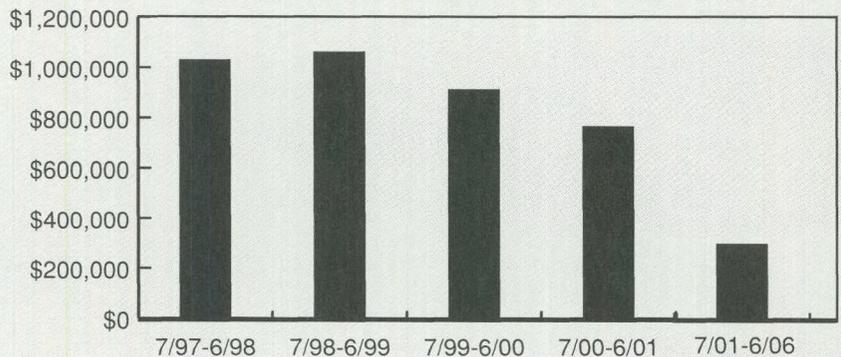


Campaign Totals: Sources of Support:

Cash and Pledges (\$15,277,414 Total)



Distribution of \$10,000+ Pledge Projections



Capital Campaign Results as of 3/21/97

	Annual Fund	Law School	Other	Total
Outstanding Campaign Pledge Balance	\$0	\$4,937,591	\$1,082,168	\$6,019,759
Cash Received				
FY 1995	526,388	323,011	2,328,003	3,177,402
FY 1996	539,017	501,729	1,099,341	2,140,087
FY 1997 (thru 3/21/97)	493,806	2,497,351	949,009	3,940,166
Total Cash Received	\$1,559,211	\$3,322,091	\$4,376,353	\$9,257,655
Total Pledges and Cash	\$1,559,211	\$8,259,682	\$5,458,521	\$15,277,414

Campaign Gift/Pledge Table as of March '97

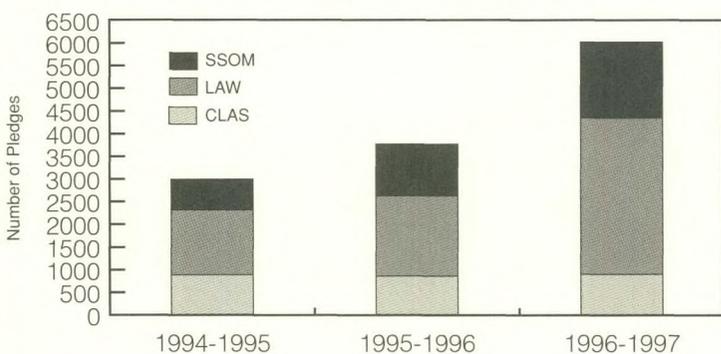
Gift/Pledge Size	Number Needed	Cumulative Total Needed	As of March '96		As of March '97	
			Number Secured	Cumulative Total Secured	Number Secured	Cumulative Total Secured
\$1,000,000	3	\$3,000,000	1	\$1,033,500	1	\$1,284,000
\$750,000	3	\$5,250,000	0	\$1,033,500	0	\$1,284,000
\$500,000	7	\$8,750,000	1	\$1,593,500	5	\$4,154,000
\$250,000	9	\$11,000,000	3	\$2,418,881	10	\$7,066,000
\$100,000	25	\$13,500,000	3	\$2,744,752	11	\$8,471,000
\$50,000	50	\$16,000,000	11	\$3,369,522	33	\$10,402,450
\$25,000	100	\$18,500,000	17	\$3,853,086	49	\$11,747,750
\$10,000	200	\$20,500,000	22	\$4,172,843	84	\$12,743,550
Below	Numerous	\$25,000,000	Numerous	\$6,500,000	Numerous	\$15,277,414

Suffolk University – Sources of Philanthropic Support (donations received)

	1991	1992	1993	1994	1995	1996	YTD 3/21/97
Trustees	\$123,576	\$127,050	\$173,850	\$45,392	\$212,615	\$226,687	\$243,548
Alumni	465,574	528,023	731,680	544,261	531,451	646,226	784,556
Friends	346,150	354,834	369,328	280,091	1,924,878	448,587	526,971
Corporations*	158,800	101,422	99,833	115,359	154,019	222,854	1,052,148
Foundations	191,600	172,170	199,977	536,163	351,549	548,434	1,134,893
Other	0	0	5,195	2,445	3,908	42,048	85,900
Total	\$1,285,700	\$1,283,499	\$1,579,863	\$1,523,711	\$3,178,420	\$2,134,836	\$3,828,016
Major Gifts Received in Excess of \$5,000	\$676,300	\$665,380	\$884,955	\$860,910	\$2,556,466	\$1,308,677	\$3,086,480

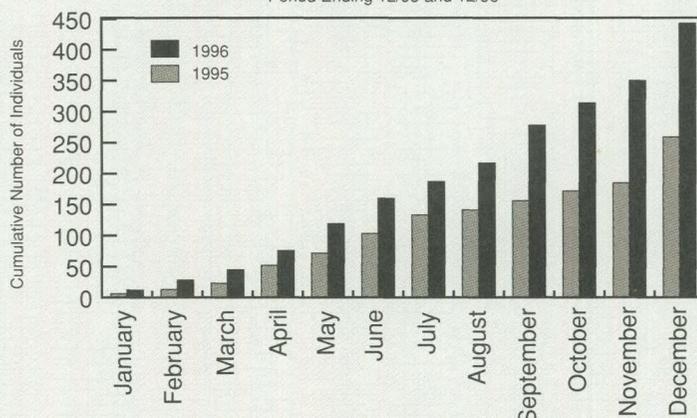
* Including matching gifts.

Number of Phonathon Pledges by School



* as of 3/21/97

Number of Individual Pledges/Donations \$1,000+
Period Ending 12/95 and 12/96



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Calendar of events

Please mark your calendar! Join us for these upcoming events. For more information, call Jean Neenan, director of alumni relations, at (617) 573-8457.

May

Monday, May 12
Capital Campaign Executive Council Meeting
Rhode Island

Thursday, May 15
CLAS/SSOM Awards Reception
Bay Tower Room, 6pm

Thursday, May 22 (tentative)
Barristers Reception for 1997 Graduates
Details TBA

Friday, May 23
Alumni Travel Program
Departure for British Isles & Ireland

Saturday, May 24
Senior Class Reception/Alumni Induction Ceremony
Boston Park Plaza
2:30 - 4:30pm

Saturday, May 24
Commencement Eve Dinner
Boston Park Plaza
Details TBA

June

Wednesday, June 25
Law School Ground Breaking & Reception
At Tremont Street site, 11:30am

Wednesday, June 25
Rhode Island Chapter Reception
Westin Hotel, Providence, RI, 6pm

Monday, June 2
Executive MBA Golf Outing
Shaker Hills Golf Club, Harvard, MA

Friday, June 13
Alumni Evening at Pops
Symphony Hall, 8pm, reception to follow
\$58 floor, \$53 floor, \$42 first balcony

Monday, June 30
Paul R. McLaughlin Memorial Golf Tournament
Ponkapoag Golf Course, Canton, MA

July

Monday, July 7
Alumni Golf Day
Spring Valley Country Club, Sharon, MA
Lunch 11:30am, shotgun start 12:30pm, dinner 6pm
\$125 per person

Thursday, July 24
Alumni Night at the Red Sox
Fenway Park
Buffet 5pm, game 7:05pm
\$34 per person