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CAMPAIGN FOR

Suffolk University

A TRADITION OF OPPORTUNITY

Campaign News

Achievement of Campaign Goal is within Sight

Message from the Vice President for Development and Enrollment

Nearly a year has passed since the first newsletter was sent to you detailing the status of the Campaign for Suffolk University. Since that time, tremendous progress has been made to realize our goal of raising \$25 million. As the graphs and charts in this newsletter indicate, we have now reached 78 percent of our goal, compared with 56 percent last year at this time, and 20 percent the year before.

A loyal group of more than 200 Law School alumni campaign volunteers have given of their time and energy to help with the fundraising program, and a team of dedicated and talented development professionals has traveled all over the country meeting alumni and friends of the University.

Special appreciation must be given to President David J. Sargent for his leadership and to Deans John E. Fenton, Jr., Michael R. Ronayne and John F. Brennan for their assistance and to the many faculty members who have donated and solicited funds on behalf of the campaign.

I am indebted to everyone for helping the University realize its Capital Campaign goal.

Sincerely,

Marguerite J. Dennis

Vice President for Development and Enrollment

CAMPAIGN STEERING COMMITTEES

Suffolk University Law School

- David J. Sargent, JD '54, LLD '78, President
- John E. Fenton, Jr., Dean, Law School
- Francis X. Flannery, MBA '64, DCS '91, Vice President/Treasurer
- Marguerite J. Dennis, Vice President for Development and Enrollment
- John C. Deliso, JD '72, Associate Dean, Law School
- Jane R. Chittick, Senior Executive Director of Development
- James L. Sintros, International Consultant
- Deborah L. MacFail, Director of Law School Campaign
- Barry Brown, Professor
- Malcolm M. Donahue, Professor
- Clifford E. Elias, Professor
- Herbert Lemelman, Professor
- Joseph R. Nolan, LLD '81, Professor
- Richard M. Perlmutter, Professor
- Gerard F. Doherty, Esq., JD '60
- Brian T. O'Neill, Esq., JD '71

Frank Sawyer School of Management

- John F. Brennan, Dean, Frank Sawyer School of Management
- Marguerite J. Dennis, Vice President for Development and Enrollment
- Jane R. Chittick, Senior Executive Director of Development
- James L. Sintros, International Consultant
- Gary E. Adams, MBA '72
- Michael L. Barretti, EMBA '82
- Robert J. Boardman, BSBA '64
- Warren G. Briggs, Professor
- John H. Cormack, EMBA '79
- Thomas J. Dunlavy, BSBA '70, MBA '72
- Anthony G. Eonas, JD '75, Associate Professor
- David G. Gaw, BSBA '73, MBA '83
- Peter J. Nowak, Director, Executive MBA Program
- Stuart M. Osattin, MBA '69

College of Liberal Arts and Sciences

- Michael R. Ronayne, Dean, College of Liberal Arts and Sciences
- Marguerite J. Dennis, Vice President for Development and Enrollment
- Jane R. Chittick, Senior Executive Director of Development
- Pamela J. Condon, Development Officer
- James E. Nelson, Director of Athletics/Faculty Liaison for Development
- James L. Sintros, International Consultant
- John N. Driscoll, BS '65, DCS '93, Chair
- Anthony F. Farma, BS '77, MEd '82
- Mary A. Hefron, MA '67

Matching Gifts—An Easy Way to Double Your Donation

Does your company have a matching gift program? If it does, your gift to Suffolk University could be doubled or even tripled, augmenting the amount donated to the campaign, and possibly increasing your giving level.

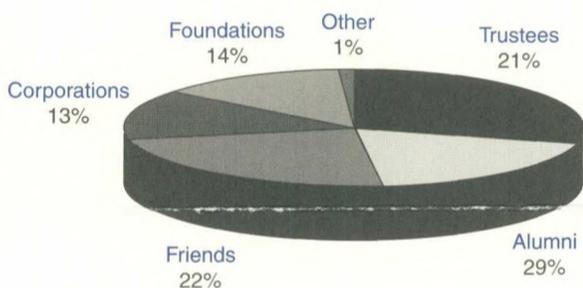
More than 6,300 parent companies and their subsidiaries nationwide have matching gift programs. To find out if

you work for one of these institutions, check with your personnel office. Ask for a matching gift form and follow the instructions to initiate the match. The extra effort will make a great difference to you and to Suffolk University!

Campaign Notes and Facts

- During the first and second quarter of FY 97-98, the development staff made more than 300 personal visits with alumni.
- Between September 15, and December 15, 1997, a total of 36,000 phone calls were made by the phonathon staff.
- "Summa" donors increased from 149 in 1996 to 236 in 1997.
- Fall direct mail dollars increased 46 percent for the College of Liberal Arts and Sciences and 21 percent for the Frank Sawyer School of Management.
- Fall phonathon pledges increased 11 percent for the College of Liberal Arts and Sciences and 57 percent for the Frank Sawyer School of Management.
- The total number of alumni (both undergraduate and graduate) making gifts and pledges in the fall increased by 27 percent for the College of Arts and Sciences and 44 percent for the Frank Sawyer School of Management.
- The number of undergraduate alumni making gifts and pledges in the fall increased by 16 percent.
- The campaign video, "A Gift of Opportunity," was named the "best campaign video of 1997" by the Council for Advancement and Support of Education (CASE), an international organization. The judges praised President David J. Sargent's performance as video narrator.

Comprehensive Campaign Gifts & Pledges by Donor Source



January 1997

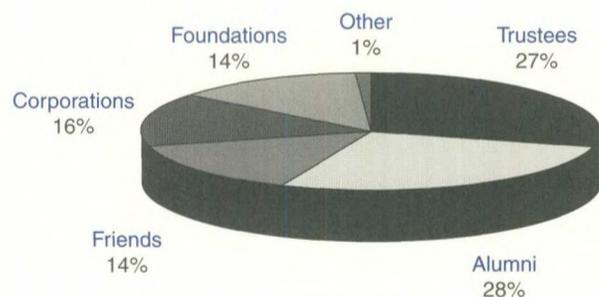
Trustees	\$3,975,835
Alumni	\$3,870,724
Friends	\$1,897,166
Corporations	\$2,189,816
Foundations	\$1,967,276
Other	\$144,356

\$14,045,173

January 1998

Trustees	\$4,118,329
Alumni	\$5,381,295
Friends	\$4,370,817
Corporations	\$2,610,119
Foundations	\$2,799,744
Other	\$155,594

\$19,435,898



Campaign Gift/Pledge Table

Progress to Date: January 1996, January 1997, and January 1998

Gift/Pledge Size	Number Needed	Cumulative Total Needed	January 1996		January 1997		January 1998	
			Number Secured	Cumulative Total Secured	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	2	\$2,362,500
\$750,000	3	\$5,250,000	0	\$1,033,500	0	\$1,284,000	1	\$3,186,381
\$500,000	7	\$8,750,000	0	\$1,033,500	5	\$4,054,000	4	\$5,407,781
\$250,000	9	\$11,000,000	3	\$1,858,881	10	\$6,966,000	12	\$8,776,342
\$100,000	25	\$13,500,000	3	\$2,184,752	8	\$7,921,000	17	\$10,817,195
\$50,000	50	\$16,000,000	11	\$2,744,522	34	\$9,827,450	39	\$13,009,438
\$25,000	100	\$18,500,000	14	\$3,158,905	46	\$11,092,750	56	\$14,585,593
\$10,000	200	\$20,500,000	14	\$3,376,006	76	\$11,983,550	103	\$15,899,060
Below	Numerous	\$25,000,000	Numerous	\$5,084,270 20% achieved	Numerous	\$14,045,173 56% achieved	Numerous	\$19,435,898 78% achieved

Included in the above total are: gifts, written and oral pledges, bequests. All figures are from July 1, 1994-January 31, 1998.

On the Road—Suffolk Reaches Out to Alumni

In an effort to reach out to Suffolk alumni and to share news about the University and the Capital Campaign, staff members of the Development Office met with graduates in the following cities and states:

California

Encino
Los Angeles
Menlo Park
San Diego
San Francisco
Saratoga
Solano Beach

Connecticut

Bridgeport
Cheshire
Darien
Enfield
Hartford
New Haven
Southport
Southbury
Stamford
West Haven

Florida

Bradenton
Boca Raton
Fort Lauderdale
Hobe Sound
Miami
Naples
Orlando
Palm Beach
Pompano Beach
Sarasota
Sun City Center
Tampa

Louisiana

Baton Rouge
Metairie
New Orleans

Massachusetts

Boston metropolitan area
Cape Cod and the Islands
Lowell
Springfield
Worcester

New Hampshire

Concord
Manchester
Nashua

New Jersey

Asbury Park
Bradley Beach
Edison
Ho Ho Kus
Holmdel
Iselin
Newark
Ocean Township
Princeton
Sea Girt
Warren

New York

Long Island
New York City

Pennsylvania

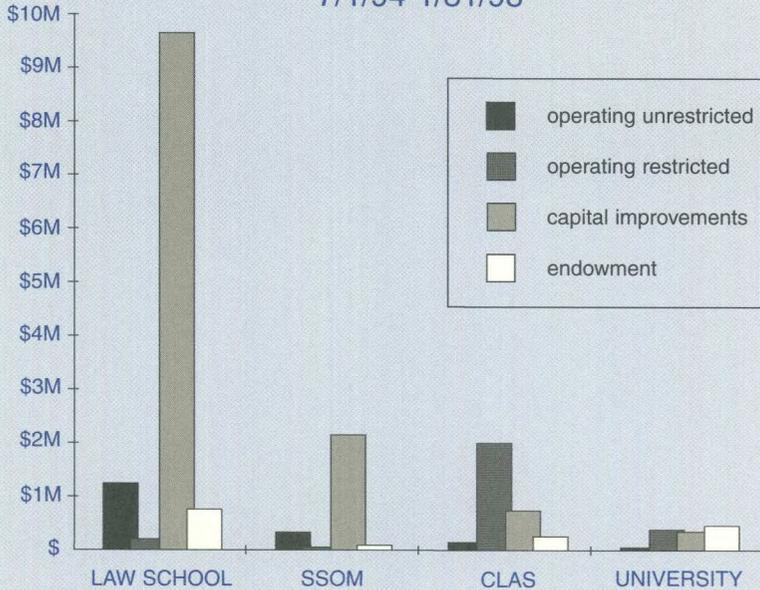
Philadelphia

Rhode Island

Cranston
Providence

Washington, DC

Campaign Gifts and Pledges by School by Fund Area
7/1/94-1/31/98



Five-Year Comprehensive Campaign



MR. JOHN J. MCCARTHY, C.L.U.
149 FOX DEN CIRCLE
NAPLES, FL 34104

Office of Development
8 Ashburton Place
Boston, MA 02108

A TRADITION OF OPPORTUNITY

Folk University

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Calendar of events

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

April

Wednesday, April 8
Annual Law School Alumni Dinner
Boston Park Plaza Hotel
5:30pm reception
7pm dinner and awards presentation
\$50 per person

Saturday, April 25
Melanie Brown Concert
C. Walsh Theatre
7:30pm

Wednesday, April 29
SSOM Graduate Alumni Association Seminar on 1997 Tax Law Changes
Holiday Inn Select, Boston
5:30pm registration
6pm seminar, reception to follow

May

Friday, May 8
Law School Alumni Luncheon
Westin Hotel, Providence, RI
Noon

Tuesday, May 19
CLAS/SSOM Outstanding Alumni Awards Reception
Boston Athenaeum
6pm

Saturday, May 23
Commencement Eve Dinner for Summa Members
Boston Park Plaza Hotel
6pm

June

Monday, June 8
Alumni Golf Day
Spring Valley Country Club, Sharon, MA
12:30pm shotgun start
6pm dinner

Thursday, June 11
Alumni Evening at Pops
Symphony Hall, Boston
8pm, reception to follow

August

Wednesday, August 26
Alumni Red Sox Night
Boston Red Sox vs. Oakland Athletics
Fenway Park, Boston
5pm buffet
7pm game