Suffolk University Capital Campaign Report and Campaign News, Spring 1998

Suffolk University

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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

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

<table>
<thead>
<tr>
<th>Donor Source</th>
<th>January 1997</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trustees</td>
<td>$3,975,635</td>
</tr>
<tr>
<td>Alumni</td>
<td>$3,870,724</td>
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<tr>
<td>Friends</td>
<td>$1,897,166</td>
</tr>
<tr>
<td>Corporations</td>
<td>$2,189,816</td>
</tr>
<tr>
<td>Foundations</td>
<td>$1,967,276</td>
</tr>
<tr>
<td>Other</td>
<td>$144,356</td>
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</table>

$14,045,173

Campaign Gift/Pledge Table

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

<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>$1,000,000</td>
<td>3 3,000,000</td>
<td>1 1,033,500</td>
<td>1 1,284,000</td>
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<tr>
<td>$750,000</td>
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<td>$500,000</td>
<td>7 1,750,000</td>
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<td>5 4,054,000</td>
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<tr>
<td>$250,000</td>
<td>9 1,100,000</td>
<td>3 1,858,881</td>
<td>10 6,966,000</td>
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<tr>
<td>$100,000</td>
<td>25 13,500,000</td>
<td>3 2,184,752</td>
<td>8 7,921,000</td>
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<tr>
<td>$50,000</td>
<td>50 16,000,000</td>
<td>11 2,744,522</td>
<td>34 9,827,450</td>
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<tr>
<td>$25,000</td>
<td>100 18,500,000</td>
<td>14 3,158,905</td>
<td>46 11,092,750</td>
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<tr>
<td>$10,000</td>
<td>200 20,500,000</td>
<td>14 3,376,006</td>
<td>76 11,983,950</td>
</tr>
<tr>
<td>Below</td>
<td>Numerous</td>
<td>Numerous 5,084,270</td>
<td>Numerous 14,045,173</td>
</tr>
</tbody>
</table>

20% achieved 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**
Calendar

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

**June**
- 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

**July**
- 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