

**Board of Trustees and Committee Meeting
April 12, 2007**

**Development/Alumni Programs
(Prepared April 4, 2007)**

Gift, Grant and Pledge Report

During FY 06-07 year-to-date, from June 1, 2006 through March 31, 2007, *new* fund raising activity at Webster University totals \$4,419,438 (includes balance due on pledge commitments made in FY 06-07, payments on FY 06-07 pledges, and FY 06-07 outright gifts) compared to \$5,596,451 at the same point of the prior fiscal year. Fundraising totals are up compared to prior year in three categories: 1) \$129,264 more in outstanding current year pledges, 2) \$89,997 more in payments on current year pledges, and 3) \$83,071 more in payments on previous years' pledges. The decrease in outright gifts in FY 06-07 compared to prior year is largely attributable to two separate million dollar gifts received in FY 05-06—one unrestricted and one for capital. More than 53% of total *new* fund raising activity this year (\$2,385,624) is unrestricted. Additionally, *new* fund raising activity for endowment continues to be strong at \$1,151,662 year-to-date. The reports below provide further details on the timing and progress of campaign solicitations.

Campaign Update

During this quiet phase, we have raised over \$15.6 million for the campaign, or 20% of our total campaign goal of \$75 million. Jerry E. Ritter, Campaign Chairman, has been busy during the last year recruiting committee chairs and members. The Board Fundraising Campaign, under the leadership of Doug Hill and Ed Glotzbach, is making excellent progress. Our campaign goal for the board is \$30 million or 40% of our total campaign goal. We have \$4.5 million in commitments and requests of \$15 million are pending. We have solicited 24 of our 31 board members, or 75%. We will be coming to all remaining board members in the coming months with a goal of 100% participation. We are looking towards your leadership to help us make this goal.

In addition, the Corporate Leadership Committee under the leadership of John Roberts has also begun its major fundraising. Several local companies, including Anheuser-Busch, Centene, Emerson, Energizer, Laclede Gas and World Wide Technology have all been contacted for campaign support. We expect to hear from many of these companies by the end of this fiscal year. We have in hand a pledge of \$1 million from Edward Jones.

The remaining committees including; Advisory Board under the leadership of Michael DeHaven, the Individuals under the leadership of Bert Walker, Faculty/Staff under the leadership of Neil George, Foundation under the leadership of Dick Liddy, and Alumni/Parents under the co-leadership of Ray Bayer and Jean Hobler all are expected to kick-off later this year.

Individual Giving

As of February 28 individuals contributing gifts at the Daniel Webster Society (DWS) level and above numbered 151 donors – 9 fewer than at this same period a year ago. Total gifts and pledges from DWS members during the reporting period totaled \$2,063,192 compared to \$3,464,612 of last year.

The Community Music School Grand Opening Celebration Gala and Dinner to commemorate the opening of its new music building is scheduled for Sunday, April 15. Composer, fiddler Mark O'Connor is the featured violinist and he will be accompanied by his Appalachia Waltz Trio. Prior to the concert, guests will attend a cocktail reception and building tours will begin at 5:00 p.m. After the performance 182 guests plan to attend

a private dinner. Twelve patron tables at \$3,000 per table and two table reservations at \$2,500 per table have been reserved. Several of those tables include \$250 - \$500 individual donations. In total \$97,750 was received in table reservations. An additional 177 guests have purchased concert tickets. Collectively 360+ patrons will attend the concert.

Gift Planning

Recent retiree Joan McDonald '05 gave \$50,000 for an annuity that will eventually endow a scholarship in her name for a student studying English. Her gift will qualify for the University's matching scholarship program.

Mary Sue McKillin Ealum '55 pledged \$25,000 and provided the initial gift of \$5,000 against her pledge, toward an endowed general scholarship in the McKillin family name. Additionally, she is arranging to have her estate provide the gift should she decease prior to the completion of the pledge.

Nancy Powers '93 pledged \$25,000 and provided the first \$5,000 in scholarship that will bear her name for students studying English, with an emphasis in creative writing. Nancy had already arranged for a bequest that will ensure the scholarship is fully funded. Nancy was the keynote donor speaker at the 2007 Annual Scholarship luncheon.

Approximately 80 guests attended the screening of "The Ultimate Gift", the movie adaptation of the book that was given to attendees of Webster's financial planning seminars, held in conjunction with the Cadeau Group. A second series of financial planning seminars is scheduled for May 10 at the University Club.

The annual Legacy Society Luncheon is scheduled for May 16 at the new Community Music School. Dean Benjamin Akande will be the featured speaker and tours of the new facility will be provided.

Corporate and Foundation Fund Raising

Between June 1st, 2006 and March 31, 2007, corporations have contributed \$547,896 through gifts and pledge payments. Total new corporate fundraising activity for this same period (excludes payments on pledges from previous years) is \$506,587. This total is \$75,784 greater than the same time last year, representing an 18% increase. We also have a \$1 million pledge from Edward Jones that is not yet reflected in these numbers.

As of March 31st, 2007, total gifts and payments received from foundation sources amount to \$191,557, an increase of 30% from last year at this time (\$134,794). Total *new* activity for foundations (includes balance due on pledge commitments made in FY 06-07, payments on FY 06-07 pledges, and FY06-07 outright gifts), is up 52% to \$169,506, as compared to \$79,700 in new activity at this point in 05-06). Two proposals totaling \$200,000 are currently pending with foundations that would be new funders to Webster: one is a scholarship proposal for the Dr. Scholl Foundation, the other is with the Retirement Research Foundation to fund specialized counseling courses at our Florida campuses to train those who work with elderly persons who have suffered trauma and victims of natural disasters.

Government Grants and Lobbying

As of March 31st, total gifts and payments received from government and related sources of funding have accounted for \$206,637, this is up incrementally from \$193,660 during this same time period in the prior fiscal year. Total *new* government activity for the year (includes balance due on pledge commitments made in FY 06-07, payments on FY 06-07 pledges, and FY06-07 outright gifts), amounts to \$168,277, down from \$1,130,829 at the same point last year. This decrease in FY 06-07 compared to prior year is largely attributable to accounting for both a two-year grant (RAC) and a three-year earmark (Literacy), which were booked in their entirety in year one (FY 05-06), although both are active and money is currently being drawn down on both.

In February, the Foundation and Government Relations team finished up work on a proposal to the Chinese Ministry of Education to make Webster University the official Confucius Institute for the State of Missouri. Confucius Institutes serve as official government-funded sites for teaching Chinese language and culture. The proposal was initiated by Governor Holden and involves building on the existing programming about China within each of our colleges and schools. As part of the proposed five-year \$500,000 program, the grant will bring Webster two Chinese language teachers who will offer classes to the business community at the Old Post Office campus and to Webster students as well as the broader community. The proposal received highest marks from the Chinese Consulate General and has been forwarded on to our proposed partner school, Beijing Culture and Language University. We expect a final decision on the proposal this summer.

Lobbying: In February, Dr. Meyers, Dr. George and development staff traveled to Washington DC to meet with members of the Missouri and South Carolina congressional delegations to discuss Webster and issues impacting higher education. They presented earmark requests totaling \$1,535,000 to fund science equipment, programs at the Old Post Office, instruments for the Community Music School, and a community college collaborative program with our South Carolina campuses. Pressure on officials to reduce the number of earmarks intensifies competition for the limited number that our representatives can submit. This new reality makes it more important than ever for University officials to maintain existing personal relationships with influential representatives from throughout our campus network.

The Webster party also met with officials at the Department of Education and the Department of State to discuss the administration's new Public Diplomacy Initiative which involves promoting U.S. education abroad. Our purpose was to raise the profile of the University's innovative and successful models for international education and study abroad. The discussions were very productive and Department of Education staff expressed interest in arranging a visit to Webster for Secretary of Education, Margaret Spellings.

South Carolina Congressman Joe Wilson and Congressman Russ Carnahan were able to arrange for Dr. Meyers to visit with the Ambassador of India, Mr. Ronen Sen. The meeting yielded valuable advice on exploring educational partnerships in India and a pledge from the Ambassador to assist Webster in any way he can.

Alumni Programs

The Alumni Association Board of Directors met on Tuesday, January 23 and again on Tuesday, March 20, 2007. Three new Alumni Chapters were approved at the January meeting – Geneva, Nurse Anesthesia, and St. Louis (which has long functioned as a sub-committee of the Board), bringing the total number of official Alumni Chapters to twenty-three (23). All Chapters have been active, with highlights including:

The African-American "Gold" Alumni Chapter hosted a pre-lecture reception with [The Pursuit of Happiness](#) author Chris Gardner on January 29. The lecture was a smashing success, with hundreds being turned away outside of the Loretto-Hilton Theater.

The Alumni-Athletes Alumni Chapter hosted an Alumni-Athlete recognition event and happy hour on Saturday, January 20. Forty (40) alumni attended and were introduced during the men's and women's basketball game. The Chapter is now working on a golf tournament to be held in Forest Park on June

The newly formed *Geneva Alumni Chapter* held its first social gathering on the Geneva campus on March 1 where eighty (80) alums, and a few staff and faculty, attended a cocktail of whom sixty-five (65) remained for dinner of raclette, a Swiss cheese specialty.

The Leiden (The Netherlands) Alumni Chapter hosted a large event at Capgemini Consulting Headquarters in Utrecht in mid-March with keynote speakers Dr. Benjamin Akande and Capgemini CEO Charles de Monchy. Follow-up will include conversations about closer cooperation between Webster and Capgemini.

The Space Coast "Gold" Alumni Chapter is marketing its 4th annual "Cruise for Scholarships" to benefit the Space Coast Scholarship Fund. The cruise is scheduled for October 4-7, 2007 and includes a stop in the Bahamas.

The Vienna Alumni Chapter has been very successful in attracting alumni to a variety of activities including a get-together at the Palmenhaus in February; a guided tour through the House of Mozart with Virgil Widrich, CEO of Checkpointmedia, an Austrian agency responsible for all multimedia installations at the House of Mozart; and an alumni dinner in Zagreb, Croatia on March 20. The Chapter is also launching a book drive to support the Schoen Library at the Vienna campus. Alumni, faculty, staff, and graduating students are being asked to support the project with donations of books or cash.

In addition, alumni came together in *Ho Chi Minh City, Vietnam* on February 1 and in *Katmandu, Nepal* on April 7. Future alumni activities are scheduled for several non-Chapter cities including: *Dubai, United Arab Emirates* (April/May); *Memphis, Tennessee* (April 24); and *Atlanta, Georgia* (May 22).

The Alumni Awards Selection Committee has chosen the following individuals for the 2007 awards:

Barbara A. Krzewinski MA '81 (Yuma, AZ) is the 2007 Distinguished Alum. Barbara was selected for her work with family and child advocacy. She is currently the director of Health Care Services at Gibsonburg Schools in Ohio.

David P. Weiss '75 (St. Louis) will receive the 2007 Mary Elizabeth Newell Loyalty Award. David is a past president of the Alumni Association and currently serves on the Daniel Webster Society Board of Directors.

Magdalen Seaman '47 (St. Louis) will receive the 2007 Loretto Award for service and social justice. Selected for her work as a peace activist with *Women to Women for Peace*, Magdalen is a retired teacher who continues her work with *Women to Women*.

The Alumni Board of Directors has selected new officers for the 2007-2009 term. *Julie Reese '68* (St. Louis) has been elected as the Alumni Association president for 2007-2009. Julie is a sales consultant for Bommarito Infiniti. Vice presidents elected for the 2007-2008 term include: *Todd Kohlbecker MA '93* (St. Louis), Senior Director of Real Estate for Office Depot; *Irma Tirro MA '94* (Space Coast), The Women's Center of Brevard County; and *Chris Desilets '94* (St. Louis), Attorney with Moran, Goldstein & Wright.

New directors elected for the 2007-2009 term include: *Paula Catanzaro MA '92*, Director of Client Services at Maritz; *Roslyn Grant MA '97*, Senior Human Resources Consultant at Barnes-Jewish Hospital; *Edna Edwards-Holt MA '02* (Charleston), Service Banker at Wachovia Bank; *Donna Jones MA '01 MAT '05*, Learning Lead, Training and Development at Sara Lee Corporation; *Kris Knapstein '96*, Associate at Colliers, Turley, Martin & Tucker; and *Nick McGeehon '07*.

Alumni benefits continue to generate revenue. The Alumni Ambassador (student referral) program is tracking 420 student referrals (as of April 2, 2007), with 286 student enrolled for a total of 5,308 credit hours. Using an average of tuition rates, this equates to \$1,857,800 in tuition dollars. Two other popular

alumni benefits are Liberty Mutual for auto, home, and renters insurance (\$34,393 in royalties since inception), and Bank of America affinity credit card (\$28,205 in royalties since inception).

International

Geneva campus

Webster-Geneva has received the following gifts and pledges: a gift-in-kind from Ms. Inge Leutscher, President of *Excellence International* and Owner/CEO of Club Airways International, of four (4) promotional pages within the *Excellence International* magazine (18,000 CHF, or \$14,765 USD); 5,000 CHF (\$4,100 USD) pledge from Platinum (a local discotheque) for graduation; and 2,500 CHF (\$2,050) pledge from GM Motors for graduation.

The campus hosted a formal gathering in February with the Richemont Group to introduce the two 'Richemont SA' 2006/2007 scholarship awardees to their benefactors. The company will be solicited this spring to renew their scholarship. The scholarship is currently valued at 19,000 CHF (\$14,765 USD).

Dr. David Wilson, Dean of the College of Arts & Sciences, was in Geneva the week of March 26 for the international humanitarian conference hosted by Webster University. During his visit, arrangements were made for him to meet some current and potential donors, including: Paul Sutin, Head of Media & Communications for WUG who also has the most modern and technologically advanced media production facility in Europe, attracting the finest of international orchestras and show business to the Geneva area; Ms Inge Leutscher, President of *Excellence International* & owner and CEO of Club Airways International; Nicole Timonier, an alumna who runs an art gallery in Geneva and who is also the principal organizer of Swiss art exhibitions, at home and abroad; Russell Harless, an alumnus, previously with Barclays Bank, who recently bought a share in a private bank in Geneva (Banque Genevoise de Gestion, BGG). A small dinner brought a few of the above together which was also attended by Alan Grieve, Corporate Affairs/Group Secretariat for Richemont SA, Dr. Robert Spencer, Director-General of Webster Europe, and European Development Director Susan Ross.

The graphic design and printing stages of the fundraising brochure is now underway and copies should be available by the end of April.

Vienna Campus

Between July 2006 and March 2007, the Vienna campus has received \$166,800 in cash and \$121,800 in gifts-in-kind with another \$382,000 pledged – for a total of \$670,600 in gifts and pledges. The goal is to secure at least another \$10,000 by the end of this fiscal year. Some Advisory Board Members are very committed and make a case for Webster whenever possible. Webster-Vienna received a \$22,000 gift-in-kind from Media Observer, a clipping service for one year of service to the campus through the contact of one of our Advisory Board Member. One other member submitted a proposal to a private Austrian investment bank for scholarships for finance students (valued at \$ 20,000).

Plans are underway to restructure the Vienna Advisory Board for the upcoming academic year 2007/08. The re-organization will strengthen the support of committed members and coax other members into action. The renovation plans will be presented at the upcoming Advisory Board Meeting on April 25, 2007 at the US Ambassador's residence.

Staff will also present the fundraising and development strategy to the Advisory Board for the upcoming academic year. Efforts will again focus on approaching Austrian companies for donations and cooperation. There is still a lot of hesitation among individuals to donate their money to a private university. Cooperation with companies can include:

- Scholarships for meritorious students with financial need (with a special focus on Eastern European students)
- Research funding for university research projects
- Commissioning of research studies for companies or foundations
- Sponsorship for events and the alumni association
- Donations for the library, the art gallery etc.
- Partnerships with the Professional Development Center & Internships

Gift, Grant and Pledge Report

June 1, 2006 - May 31, 2007

March 31, 2007

	A	B	C	D	E	F
Key:	* Outstanding	Payments on	Payments on	Outright	Total New Activity	Total Gifts
E = A+B+D	Current Year	Current Year	Previous Years	Gifts	for Current	& Payments
F = B+C+D	Pledges	Pledges	Pledges		Fiscal Year	Received
	06/01/06-03/31/07	06/01/06-03/31/07	06/01/06-03/31/07	06/01/06-03/31/07	06/01/06-03/31/07	06/01/06-03/31/07
Unrestricted						
Alumni	\$107,033	\$19,521	\$4,349	\$83,894	\$210,448	\$107,765
Individuals	\$1,396,436	\$291,129	\$5,932	\$194,488	\$1,882,052	\$491,549
Corporations	\$49,075	\$14,950	\$26,825	\$55,956	\$119,981	\$97,731
Foundations	\$0	\$5,000	\$0	\$58,853	\$63,853	\$63,853
Government/Other	\$59,676	\$2,000	\$79,633	\$47,614	\$109,290	\$129,247
Planned Gifts	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL UNREST.	\$1,612,220	\$332,600	\$116,740	\$440,804	\$2,385,624	\$890,143
		\$332,600	\$116,740	\$440,804	\$2,385,624	\$890,143
Restricted						
Alumni	\$350	\$163	\$5	\$12,470	\$12,983	\$12,638
Individuals	\$0	\$0	\$38,250	\$81,305	\$81,305	\$119,555
Corporations	\$66,000	\$0	\$10,000	\$67,917	\$133,917	\$77,917
Foundations	\$15,000	\$5,000	\$37,000	\$40,000	\$60,000	\$82,000
Government/Other	\$57,137	\$0	\$49,100	\$1,250	\$58,387	\$50,350
Planned Gifts	\$0	\$0	\$0	\$0	\$0	\$0
International	\$93,387	\$6,947	\$19,137	\$50,603	\$150,937	\$76,686
TOTAL REST.	\$231,874	\$12,109	\$153,492	\$253,545	\$497,529	\$419,146
		\$5,163	\$134,355	\$202,942	\$346,592	\$342,460
Capital						
Alumni	\$38	\$310	\$3,883	\$6,855	\$7,203	\$11,048
Individuals	\$955	\$46	\$104,729	\$160	\$1,161	\$104,935
Corporations	\$70,000	\$30,000	\$2,308	\$6,283	\$106,283	\$38,592
Foundations	\$0	\$53	\$0	\$0	\$53	\$53
Government/Other	\$0	\$0	\$26,439	\$0	\$0	\$26,439
Planned Gifts	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL CAPITAL	\$70,992	\$30,409	\$137,359	\$13,298	\$114,699	\$181,066
Endowed						
Alumni	\$47,315	\$7,955	\$1,500	\$78,586	\$133,856	\$88,041
Individuals	\$3,314	\$686	\$108,207	\$108,812	\$112,812	\$217,705
Corporations	\$100	\$1,000	\$2,175	\$145,300	\$146,400	\$148,475
Foundations	\$0	\$0	\$50	\$45,600	\$45,600	\$45,650
Government/Other	\$0	\$0	\$0	\$600	\$600	\$600
Planned Gifts	\$0	\$0	\$5,917	\$712,394	\$712,394	\$718,310
TOTAL ENDOWED	\$50,729	\$9,641	\$117,849	\$1,091,292	\$1,151,662	\$1,218,781
		\$9,641	\$111,932	\$378,898	\$439,268	\$500,471
Gifts-in-Kind						
Alumni	\$0	\$0	\$0	\$12,702	\$12,702	\$12,702
Individuals	\$0	\$0	\$0	\$17,455	\$17,455	\$17,455
Corporations	\$0	\$0	\$0	\$6	\$6	\$6
Foundations	\$0	\$0	\$0	\$0	\$0	\$0
Government/Other	\$0	\$0	\$0	\$1	\$1	\$1
International	\$49,628	\$187,447	\$3,358	\$2,685	\$239,760	\$193,490
TOTAL GIK	\$49,628	\$187,447	\$3,358	\$32,849	\$269,924	\$223,655
Appropriations	\$0	\$0	\$0	\$0	\$0	\$0
GRAND TOTAL	\$2,015,443	\$572,206	\$528,797	\$1,831,789	\$4,419,438	\$2,932,792
Board Gifts	\$586,000	\$71,500	\$105,528	\$5,420	\$662,920	\$182,448

Gift, Grant and Pledge Report

June 1, 2005 - May 31, 2006

March 31, 2006

	A	B	C	D	E	F
Key:	*Outstanding	Payments on	Payments on	Outright	Total New Activity	Total Gifts
E = A+B+D	Current Year	Current Year	Previous Years	Gifts	for Current	& Payments
F = B+C+D	Pledges	Pledges	Pledges		Fiscal Year	Received
	06/01/05-03/31/06	06/01/05-03/31/06	06/01/05-03/31/06	06/01/05-03/31/06	06/01/05-03/31/06	06/01/05-03/31/06
Unrestricted						
Alumni	\$35,950	\$22,204	\$10,131	\$97,747	\$155,900	\$130,081
Individuals	\$15,695	\$7,956	\$20,668	\$1,201,286	\$1,224,937	\$1,229,910
Corporations	\$145,593	\$5,025	\$8,077	\$89,671	\$240,289	\$102,773
Foundations	\$53	\$142	\$200	\$21,303	\$21,497	\$21,644
Government/Other	\$182,433	\$95,853	\$41,267	\$45,115	\$323,401	\$182,235
Planned Gifts	\$0	\$0	\$0	\$1,507	\$1,507	\$1,507
TOTAL UNREST.	\$379,723	\$131,179	\$80,343	\$1,456,628	\$1,967,530	\$1,668,150
		\$131,179	\$80,343	\$1,455,121	\$1,966,023	\$1,666,643
Restricted						
Alumni	\$200	\$80	\$0	\$6,315	\$6,595	\$6,395
Individuals	\$151,600	\$22,150	\$17,575	\$86,484	\$260,234	\$126,209
Corporations	\$30,000	\$35,000	\$0	\$67,593	\$132,593	\$102,593
Foundations	\$15,000	\$7,000	\$45,000	\$15,000	\$37,000	\$67,000
Government/Other	\$796,528	\$900	\$525	\$10,000	\$807,428	\$11,425
Planned Gifts	\$0	\$0	\$0	\$0	\$0	\$0
Foreign	\$282,355	\$184,333	\$0	\$113,126	\$579,814	\$297,459
TOTAL REST.	\$1,275,683	\$249,463	\$63,100	\$298,518	\$1,823,664	\$611,081
		\$65,130	\$63,100	\$185,392	\$1,243,850	\$313,622
Capital						
Alumni	\$160	\$50	\$2,490	\$2,728	\$2,938	\$5,268
Individuals	\$0	\$0	\$4,107	\$1,003,512	\$1,003,512	\$1,007,618
Corporations	\$25,300	\$100	\$55,000	\$2,500	\$27,900	\$57,600
Foundations	\$53	\$98	\$25,000	\$53	\$203	\$25,150
Government/Other	\$0	\$0	\$0	\$0	\$0	\$0
Planned Gifts	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL CAPITAL	\$25,513	\$248	\$86,597	\$1,008,792	\$1,034,552	\$1,095,637
Endowed						
Alumni	\$57,725	\$6,255	\$4,711	\$13,074	\$77,054	\$24,041
Individuals	\$146,866	\$94,939	\$203,642	\$164,584	\$406,389	\$463,165
Corporations	\$670	\$125	\$1,416	\$24,425	\$25,220	\$25,966
Foundations	\$0	\$0	\$0	\$21,000	\$21,000	\$21,000
Government/Other	\$0	\$0	\$0	\$0	\$0	\$0
Planned Gifts	\$0	\$0	\$5,917	\$61,068	\$61,068	\$66,984
TOTAL ENDOWED	\$205,261	\$101,319	\$215,686	\$284,152	\$590,732	\$601,156
		\$101,319	\$209,769	\$223,084	\$529,664	\$534,172
Gifts-in-Kind						
Alumni	\$0	\$0	\$0	\$2,650	\$2,650	\$2,650
Individuals	\$0	\$0	\$0	\$172,522	\$172,522	\$172,522
Corporations	\$0	\$0	\$0	\$4,801	\$4,801	\$4,801
Foundations	\$0	\$0	\$0	\$0	\$0	\$0
Government/Other	\$0	\$0	\$0	\$0	\$0	\$0
Vienna	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL GIK	\$0	\$0	\$0	\$179,973	\$179,973	\$179,973
Appropriations	\$0	\$0	\$0	\$0	\$0	\$0
GRAND TOTAL	\$1,886,179	\$482,209	\$445,726	\$3,228,063	\$5,596,451	\$4,155,998
Based Gifts	\$0	\$0	\$0	\$31,000	\$31,000	\$31,000

