

Establishing, Managing, and Growing a Comprehensive Annual Fund: Best Practices

Larry Furey

ADVANCEMENT

“Advancing the Mission”

Strategy and Operations

- Advancement Operations
- Constituent Relations
- Communications/Branding/Public Relations
- Volunteer Management
- Strategic Planning
- Research
- Stewardship

Revenue

- Enrollment Management
- Special Events
- **Annual Fund**
- Major Gifts
- Capital Campaign
- Planned Giving

Key Components to a Comprehensive Advancement Program®



Ministry of Advancement

- We are called to ministry
- We are faith-filled people
- We are servants for the stewardship of others
- The Holy Spirit leads us
- The power of prayer sustains us

5 Fundamental Elements of a Comprehensive Advancement Program

- 1. Message:**
A mission/vision/purpose that is compelling
- 2. Communication:**
The ability to appropriately communicate with any constituent
- 3. Engagement:**
Opportunities to provide constituents with a compelling experience
- 4. Service:**
Accurately and efficiently handling a constituent's interaction with the institution
- 5. Support:**
The full backing of the institution, its resources and its administration and board

Strategy and Operations



Advancement Services

"DATA GATHERING"

- Budget and Staffing
- Advancement Plan
- Database Management
- Gift Recording
- Correspondence
- Office Protocol
- Agendas and Notices
- Job Descriptions
- Archives
- Professional Development
- Gift Acceptance Policies and Procedures
- Technology Support

"Information is Power"

"Data Drives Strategy"

Constituent Relations "RELATIONSHIP BUILDING"

- Social Activities
- Online Community
- Educational Programs
- Outreach/Service
- Networking Activities
- Web-Based Social Networking
- Spiritual Programs
- Family Oriented Programs
- Affinity Programs

Programming Profiles (BY AGE/CATEGORY/PROGRAMMING TYPE)

| | | |
|-----------|--------------|---------------------------------|
| Age 18-22 | College Age | Social/Online |
| Age 23-29 | Young Alumni | Social/Networking/Online |
| Age 30-42 | Parent Age | Family/Education/Networking |
| Age 43-49 | Career | Education/Networking/Service |
| Age 50-59 | Established | Education/Service/Spiritual |
| Age 60-69 | Retired | Family/Service/Spiritual/Social |
| Age 70+ | Senior | Spiritual/Family/Social |

Constituencies "PRIMARY (#1) / SECONDARY (#2)"

| | #1 | #2 | | #1 | #2 |
|----------------------|----|----|--------------------------|----|----|
| • Alumni | | | • Grandparents of Alumni | | |
| • Board Members | | | • Neighbors | | |
| • Business Community | | | • Parents of Alumni | | |
| • Current Parents | | | • Partner Parishes | | |
| • Current Students | | | • Partner Schools | | |
| • Elected Officials | | | • Parishioners | | |
| • Faculty/Staff | | | • Predecessor Schools | | |
| • Foundations | | | • Religious & Clergy | | |
| • Friends | | | • School Vendors | | |
| • Grandparents | | | | | |

Marketing, Branding, and Communications "INFORMING"

- Branding**
- An Organizational Promise
 - A Mark of Trust
 - Your Institutional DNA

- Internal/External**
- Newsletter
 - Parent
 - All Constituent
 - Advancement Notes
 - Updates to Faculty/Staff
 - "Pastoral" Letters
 - Web Page
 - School Magazine
 - Annual Report
 - Press Relations
 - Holiday Cards
 - Marketing Materials
 - School Signage

- Core Components**
1. Vision
 2. Message
 3. Audience
 4. Content
 5. Design
 6. Distribution
 7. Frequency

Volunteer Management and Governance "INVOLVING"

- Volunteer Groups**
- a. Parents Association
 - b. Alumni Association
 - c. Parents of Alumni Association
 - d. Booster Clubs

- Board Committees**
1. Mission Integration
 - a. Catholic Identity
 - b. Service & Outreach
 2. Finance
 - a. Budget
 - b. Investment
 3. Advancement
 - a. Communications
 - b. Enrollment Management
 - c. Special Events
 - d. Annual Fund
 - e. Major Gifts

"Model over Membership"

Strategic Planning "VISIONING"

1. Institutional
2. Advancement
3. Curriculum
4. Campus Master
5. Financial

Research "IDENTIFYING"

1. Database Review
2. Rating and Screening
3. Electronic Research
4. Individual Research
5. Financial

"Information is Power"

Stewardship "THANKING"

- Acknowledgements
- Phone Call
- Naming
- Recognition
- Annual Report
- = Next Gift

"7 Ways to Thank a Donor"



The Five 'I's of Advancement

1. Identification
2. Information
3. Interest
4. Involvement
5. Investment



Revenue

Non-Advancement \$\$\$ Dependent Activities

1. Raffles
2. Lottery Calendars
3. Bake Sales and Bazaars
4. Entertainment Books
5. Candy Sales and Wrapping Paper
- Not Mission Driven
- Not Segmented
- No Relationship Building
- Limited Dollar Potential

"Old School Fundraising"

Enrollment Management

- Understand Demographics
- Assess Affordability
- Optimize Enrollment
- Maximize Collection of Tuition

Enrollment Management Funnel



"A Lifetime Relationship"



Special Events Types

1. Auctions
 2. Golf Tournaments
 3. Legacy Galas
- Four Criteria**
1. Build Community
 2. Raise Money
 3. Celebrate Mission/Vision
 4. Cultivate Prospects

"Special Events Have A Life"

Annual Fund

"The Trunk of the Tree"

Five Methods

1. Personal Solicitation
2. Direct Mail
3. Phone
4. E-Solicitation
5. Text

Five Types of Gifts

1. Research
2. Recapture
3. Increase
4. Invite
5. Transition

"Commitments Not Pledges"

Major Gifts

Targeted Gifts for a particular purpose in the amount of \$25,000+ toward a strategic objective proposed by faculty & staff, approved by the administration and endorsed by the Board on an annual basis.

Seven R's of a Solicitation

1. Research
2. Rehearse
3. Remember
4. Relax
5. Recall
6. Recommend
7. Recognize

"Major Gifts are a Contact Sport"

Capital Campaign

"Cumulative Major Gifts"
An effort to raise significant dollars for objectives rooted in the Strategic Plan

- Needs Assessment
- Strategic Plan
- Constituent Survey
- Prospect Research
- Case Statement
- Awareness Sessions
- Feasibility Study
- Campaign Plan
- Campaign Leadership
- Campaign Timeline
- Collateral Materials
- Solicitation Training
- Gift Recording
- Stewardship

PROSPECT FUNNEL

- Identification
- Research
- Assignment
- Cultivation
- Solicitation
- Stewardship

} = Success

Planned Giving INITIAL STEPS

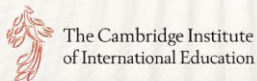
1. Planned Giving Advisory Committee
2. Planned Giving Policies
3. Planned Giving Recognition Society
4. Identify "Loyals"

Types of Planned Gifts

- Bequests
- Charitable Trusts
- IRAs
- Insurance
- Annuities
- Deferred Gifts



OUR STRATEGIC PARTNERS



St. Pius X High School, Festus, MO

- Annual Fund 2011-12 \$77,362 338 donors
- Annual Fund 2012-13 \$68,715 343 donors
- Annual Fund 2013-14 \$75,502 308 donors
- Annual Fund 2014-15 \$177,458 664 donors
- Annual Fund 2015-16 \$201,322 674 donors
- Annual Fund 2016-17 \$222,018 782 donors

Retention is at a record 69% (vs. 51% in 2012-13)

Oakland Catholic High School, Pittsburgh, PA

| | | |
|-----------------------|-----------|------------|
| • Annual Fund 2011-12 | \$62,572 | 271 donors |
| • Annual Fund 2012-13 | \$80,986 | 360 donors |
| • Annual Fund 2013-14 | \$90,708 | 534 donors |
| • Annual Fund 2014-15 | \$145,382 | 495 donors |
| • Annual Fund 2015-16 | \$164,466 | 596 donors |
| • Annual Fund 2016-17 | \$194,096 | 697 donors |

Annual Fund – In Three Years

Kellenberg Memorial High School, NY

- **\$347,541 in Year #1 (2014-15)**
- **\$563,254 in Year #2 (2015-16)**
- ***Including a \$75,000 Day of Giving in April***
 - **\$618,291 in Year #3 (2016-17)**
- ***Including a \$111,942 Day of Giving in April***

The Fund for Xaverian

- \$75,000 in 1995-96; \$1,350,000 Raised in 2016-17; 2,433 donors
- Alumni (17%)
 - Top classes for participation: 2015 (39%) 1985 and 2007 (31%) 2005 (24%), 1975 and 2010 (24%)
- Current Parents (63%)
- Parents of Alumni
- Board and Former Board (100%)
- Grandparents (\$65,450)
- Faculty and Staff (90%; \$44,146)
- Senior Class Gift Program (41%)
- Senior Parent Gift Program (54% made a gift)
- Direct Mail Solicitations
- E Solicitations
- Phonathon – primarily parents (who received financial aid) and current students
- 60+ members of the Fund for Xaverian Leadership Committee

What is the Annual Fund?

- Annual Giving – aimed at securing unrestricted gifts for current operations, but may permit/encourage gifts designated for specific programs within the operating budget.
- The Annual Fund – specific type of “annual giving” vehicle
- The Annual Fund is conducted over a twelve month period – coincides with the start and end of the fiscal year (not December 31), multiple appeals and multiple constituents.
- Has some component of personal solicitations, direct mail, phone and on-line giving.
- Dollar goal to it. Internally planned and externally executed.

Annual Giving Program:

| | |
|----------------------------|-----------------|
| Annual Fund | \$500,000 |
| Golf Tournament | \$100,000 |
| Gala | \$300,000 |
| Memorial Gifts | <u>\$15,000</u> |
| <u>Total Annual Giving</u> | \$915,000 |

Annual Fund/Giving

- For the ongoing work of the school to sustain mission.
- The frequently asked for gift.
- A quick decision.
- Cerebral (“I’ll go ahead and do this”).
- Best done by a personal visit.
- Can be solicited alone.
- No need for professional help.
- Spouse not always necessary for presentation.
- Volunteer can handle.
- Can often be done on first visit.
- Out of income.
- Cash gift for one year (annual)

Major Gifts

- For endowment, special equipment, building programs.
- Infrequently asked for, but 10 to 25 times the annual gift.
- More time is needed.
- Visceral (great joy in making the gift).
- A personal visit is always required.
- Best done in pairs, or more.
- Might need an attorney/accountant.
- Spouse should be there.
- Might be done with CEO or team member, with volunteer.
- Might require two or three visits and follow-up.
- Out of assets.
- Extended over three to five years.
- For the good it does in the life of the donor.

- The Annual Fund is the cornerstone of the advancement program
- Annual Fund growth needs to be strategic – incremental growth in the Annual Fund is no longer an option
- Annual Fund is volunteer lead and staff executed. Good annual fund programs involve many, many volunteers
- A program that regularly solicits **repeatable, replaceable, or predictable** gifts from all of the institutions publics or constituents. Everyone is asked – but in segments. How? It depends – on the segment.
- Are they asked once a year for a gift? No - repeatedly.

THE MOUNT FUND

Embracing our students through giving



ST. JOHN'S PREP

THE FUND FOR ST. JOHN'S

THE FUND FOR
XAVERIAN

Role & Importance of the Annual Fund

- Primary Avenue for Partnering in your Mission
- Establishes and Sustains a Spirit of Connectedness
- Provides for Philanthropic Growth Over Time
- Can be Seen as a Catalyst for Further Cultivation
- Establishes a Means for Prospect Identification
- Provides Strategic Resources for School Improvement
- Creates a Sense of Purpose - Shared Responsibility

Messaging/Marketing the Annual Fund

- Not an Annual Appeal
- Not a Christmas Letter/Solicitation, etc.
- Not an Alumni Fund/Appeal
- Not Special Event Income
- Not One time Appeal
- Not a Pledge, but a Commitment
- Multiple Constituencies, Multiple Appeals
- Year Long Strategy

Planning the Annual Fund

- Data Drives Strategy – Database Management
- Volunteer Involvement Inspires Investment
- Creating a Consistent Identity to the Annual Fund
 - Letterhead, Commitment Forms, Communiqués
- Segmentation for Success
 - Renewals, Recaptures, Increases, Invites, Transitions
- Reporting Methods
- Establishing Dollar and Donor Goals
- By December 31, you should be at 65-75% of your goal in cash and commitments. *“Front loading the Annual Fund”*

Volunteer Management & Leadership

- Identifying, Recruiting and Training Volunteers
- Annual Fund Leadership Committee
- Volunteer Resource Manual
- Consistent and Constant Communication
- Messaging Success Inspires Responsibility
- Acknowledgement and Recognition

Partners in Mission

THE FUND FOR XAVERIAN



Fund for Xaverian Chair
Joseph Nedder '85

Fund for Xaverian Vice Chair
Paul Mellett '73, P '08

Trustee/Former Trustee Chair
Sean Fahy '82 P '15

Current Parent Chairs

Mitchell and Laurie Bloom P '12, '15, '21
Joseph and Ann Marie Connolly P '19
Michael and Maria DePaoli P '18
Kevin and Lorraine Devin P '15, '18
Charles and Lisa Downey P '19
Paul and Julie Ferrari P '19
Wayne and Sandra Goldberg P '16
Kent and Linda Hallamore P '16, '18
Steven and Debra Harvey P '21
Karl '87 and Kara Johnsen P '19
Bill and Mary Kazis P '21
Tony '84 and Susan Keady P '18, '20
Kirk and Kristin LaPorte P '16
Derek '88 and Laura Menadue P '19
John '80 and Jean Roche P '14, '18
Joe and Rita Senier P '19
Shan and Tamil Shanmugan P '17
Robert Sweetland P '20
John and Kimberly Tuccillo P '21

Alumni Chairs

Greg Bodenlos '06
Ryan Bradley '00
Chris Campbell '04
Joe Camargo '85
Greg Curran '91
Mike Decenzo '05
Ralph Fasano '05
Joe Flocco '08
John Kenney '82
Dino Mancini '85, P '18, '20
Dave McDonough '95
Matt Miller '94
Rob Schultz '98
Brendan Sullivan '06
Jim Walsh '81, P '13, '15

Parents of Alumni Chairs

Jeff and Ellen Darrow P '10, '13
Tom and Kari Nicholson P '09, '14
Bob and Lucie Petrosino P '08, '12

Grandparent Chairs

Brian and Kate McPherson
P '06, '14, GP '18

Mission Church High School

Alumni Chairs

Bob Tiernan '54, P '87, '91, '93
Noreen Fitzgerald '81, P '07, '09, '12

Faculty and Staff Chairs

Mary Briody
Paula Duddy P '93, '95
Julie Horne P '12, '14, '14
Jim Lewis P '95, '02
Kevin Lofius '05
Joe MacKinnon '84
Gregg Whitaker

Senior Class Chairs

Joe Casey '16
Billy Lahart '16
James Longley '16
CJ Williams '16
Zach Zollo '16

Headmaster

Brother Daniel Skala, C.F.X.

Assistant Headmaster

for Advancement
Larry Furey P '21

Director of the Fund for Xaverian

Alec Bleday '06

Segmentation = Grouping Prospects by a Desired Result

Renewals - Recaptures - Increases – Invites – Transitions

- ⇒ *By Constituent*
- ⇒ *By Year of Graduation*
- ⇒ *By Geographic Region*
- ⇒ *By Sex*
- ⇒ *By Educational Background*
- ⇒ *By Occupation*
- ⇒ *By Activity or Involvement*
- ⇒ *By Historical and Consistent Giving*
- ⇒ *By Potential Giving or,*
- ⇒ *BY MULTI-TIER – Build Segments Around Opportunities*

Richard A. Spillane

File Edit View Constituent Letter Favorites Tools Help

Save and Close

Bio 1 Bio 2 Addresses Addressees/Salutations Relationships Appeals Notes Gifts Attributes Media Actions Honor/Memorial Prospect Events NetCommunity

Target: 3

Income: \$70,000

Receipt type: One receipt per gift

Birthplace:

Religion:

Segment: \$70,000

| Card Type | Cardholder Name | Credit Card No. | Expiration | Reference |
|-----------|-----------------|-----------------|------------|-----------|
| | | | | |

| Description | Constituent Codes | Date From | Date To |
|-------------|-------------------|-----------|---------|
| Trustee | TR | 7/1/1998 | |
| Alumni | Al | | |

6/11/2015

12:08 PM
6/11/2015

The President's Leadership Society should be highlighted separately from the general giving societies.

The President's Leadership Society is comprised of lead benefactors to the Annual Fund who, through their generosity, demonstrate a commitment to the ideals and mission of Catholic High School. Membership in the society is open to all individuals, companies, and foundations that make a gift of \$1,000 or more to Catholic High School. Annually members are invited each fall to a reception hosted by the President and the Board of Advisors and the school leadership team. We remain grateful for the leadership support offered by all who are members of The President's Leadership Society

The President's Leadership Society:

Gifts of \$50,000 and above
Gifts of \$25,000 to \$49,999
Gifts of \$15,000 to \$24,999
Gifts of \$10,000 to \$14,999
Gifts of \$7,500 to \$9,999
Gifts of \$5,000 to \$7,499
Gifts of \$2,500 to \$4,999
Gifts of \$1,000 to \$2,499

Partners in the Mission
Presidential Circle
Philanthropic Circle
Benefactor's Circle
Leadership Circle
Founders Circle
Black, Green and Gold Circle
Viking Circle

General Giving Levels:

Gifts of \$500 to \$999
Gifts of \$250 to \$499
Gifts of \$100 to \$249
Gifts up to \$99

Black, Green and Gold Club
Viking Club
Century Club
Contributors Club

Annual Fund – Gift Table is a Must

| Annual Gift | # of Gifts Needed | Total Gift | Cumulative Total |
|-----------------|-------------------|------------|------------------|
| \$25,000 | 1 | \$25,000 | \$25,000 |
| \$10,000 | 4 | \$40,000 | \$65,000 |
| \$5,000 | 16 | \$80,000 | \$145,000 |
| \$2,500 | 24 | \$60,000 | \$205,000 |
| \$1,000 | 100 | \$100,000 | \$305,000 |
| \$500 | 100 | \$50,000 | \$355,000 |
| \$250 | 200 | \$50,000 | \$405,000 |
| \$100 and below | 2500 | \$45,000 | \$450,000 |



Annual Fund – Growth Chart

| Annual Fund Gifts | Year #1 | Year #2 | Year #3 | Year #4 | Year #5 | Year #6 | Year #7 GOAL |
|--------------------|---------|---------|---------|---------|---------|---------|--------------|
| \$25,000 | | | | | 1 | 2 | 3 |
| \$10,000 | | | | 2 | 2 | 4 | 6 |
| \$5,000 | | | 3 | 5 | 7 | 11 | 16 |
| \$2,500 | | 1 | 2 | 6 | 11 | 18 | 24 |
| \$1,000 | 12 | 13 | 24 | 35 | 65 | 75 | 100 |
| \$500 | 21 | 23 | 26 | 35 | 65 | 75 | 100 |
| \$250 | 35 | 2 | 39 | 80 | 90 | 160 | 200 |
| \$100 | 142 | 157 | 276 | 420 | 480 | 700 | 1,000 |
| Below \$100 | 841 | 718 | 828 | 1,534 | 1,750 | 1,636 | 1,500 |

Solicitation Strategies

Personal Solicitation

- Prospect Rating and Screening Strategies
- Defining Top 10, 50 or 100 Prospects
- Solicitation Team Recruitment and Training
- Staff Solicitation vs. Volunteer Solicitation
- Solicitation Materials
- Reporting Methods

Solicitation Strategies

Successful Tactics for Upgrading

- Keep donors giving annually
- Progressively engage your donors
- Solicit UP
- Pamper your first time donors
 - The first gift is the hardest to get
 - The second gift is the next hardest to get
 - 50% of all first time donors never give again

Solicitation Strategies

Direct Mail

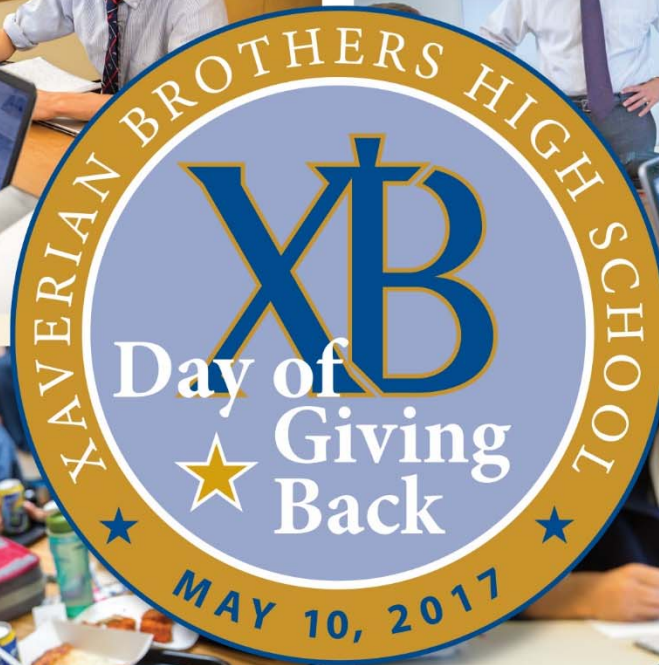
- Identity Pieces
- Annual Fund Theme
- Target Constituent Strategy
- Coordinated Timing via Comprehensive Calendar

Solicitation Strategies

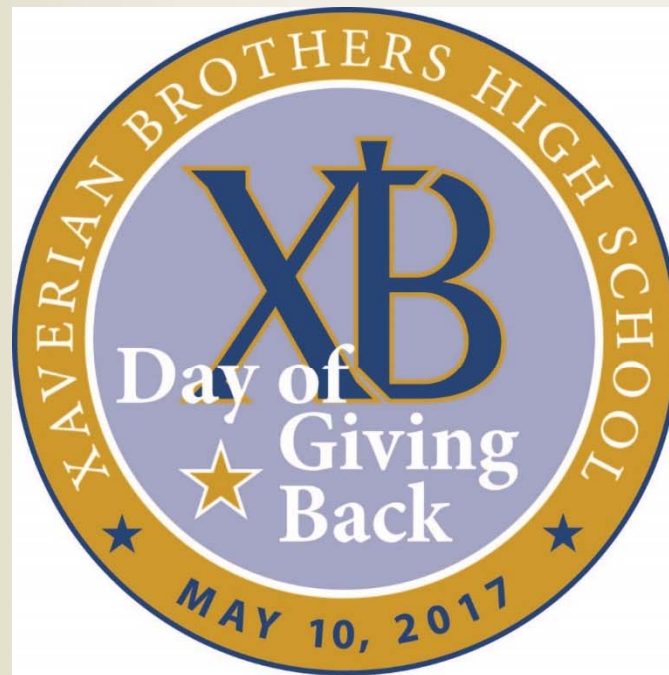
- NOT just a list of giving levels
- Branding, collateral (brochure, letterhead, notes cards, solicitations, invitations)
- Events and Communications
- Recognition

Ask for an Increased Gift

- Use a specific amount
- Ask for a percentage increase
- Use tailored gift strings in the direct mail
 - \$100 Donor Last Year
 - This Year asked for 20%, 10% or same as last year
- Ask over the phone or in person
- Solicit for the gift club/next tier up
- Ask for a multi year pledge (monthly/yearly)
- Ask for a specific initiative (Challenge Match)



Save the Date – May 10!



Join Us On  **LIVE**

www.facebook.com/xhawks

Day of Giving Back Schedule of Events*
MAY 10, 2017

8:00 a.m. Start the Day with Sound!

Live performance with the Xaverian Chorus in the Music Center

9:30 a.m. Why We Give Back

Sean '82 and Janice Fahy, P '15, and Michael Fahy '15

10:30 a.m. Q & A with Dr. Conca

A conversation with Xaverian's new principal, Dr. Jacob Conca '94

11:30 a.m. Reflections from the Classroom

An interview with veteran science teacher, John Connolly

11:45 a.m. An Inside Look at Xaverian's Liquid Cooled Computer

With the Xaverian Computer Club

12:00 p.m. Reflections from the Sidelines

An interview with Coach Charlie Stevenson '69 in the Domenic Lalli Strength and Conditioning Center

12:30 p.m. The Sciences at Xaverian

Exploring Xaverian's new collegiate-inspired science labs

1:15 p.m. FXD Science Program

See Grade 7 in action in their FXD science class

2:45 p.m. The Francis Xavier Division

An interview with Jay McGilvray, Assistant Principal for Academics Francis Xavier Division, along with Grade 7 and 8 FXD students

3:30 p.m. Global Encounter

A reflection with students who participated in this year's Global Encounter trips

5:15 p.m. Reflections from the Senior Class

Xaverian's Ultimate Frisbee Senior Night game

**Schedule of events subject to change*

xbhs.com/dayofgivingback

Part
in M

Give back now
and it counts 3x,
up until the
clock strikes...

11:59



THIS JUST IN!

John Deeley, Class of 1970, has generously offered to **TRIPLE** your gift, up to \$15,000.

Give back to Xaverian Brothers High School right now, and your gift will have 3x the impact! We have until 11:59 p.m. EST to make this happen. Special thanks to John Deeley '70, and to all who have given back to Xaverian.



© Partners Give Back Today - Make a gift online

www.xbhs.com/dayofgivingback

Education



SAINT JOHN'S HIGH SCHOOL'S 2016 MARCH MADNESS CHALLENGE!

Mr. Lawrence Furey
Xaverian Brothers High School
800 Clapboardtree St
Westwood, MA 02090-1799

Dear Larry,

It's back again. March Madness at Saint John's! This year we are thrilled to announce an exciting challenge sponsored by a group of Pioneers including members of this year's reunion classes. Together they are celebrating in a big way and are encouraging you to support the Saint John's Annual Fund.

\$150,000 Matching Gift Challenge March Madness Challenge Grant!

These Pioneers have pledged to collectively match dollar-for-dollar each gift to the Saint John's Fund, up to \$150,000, from all alumni, parents, and friends during the month of March.

Thank you for supporting Saint John's last year. Your gift played an important role in helping Saint John's meet our 2014-15 Annual Fund goals. This year the Annual Fund goal has increased and Saint John's needs your continued support.

*In March, your gift will have **double** its impact for Saint John's.* We sincerely hope you will renew your support to Saint John's and help us meet this challenge before the buzzer sounds at the end of the month.

While the 2016 Annual Fund remains open until June 30, please consider renewing your gift *now* in support of this challenge. The Annual Fund provides important financial aid to students who otherwise may not be able to afford a Saint John's education. The Fund also supports the expansion of our academic, campus ministry, clubs, fine arts, and athletic programs.

Please help us meet this **\$150,000 Matching Gift Challenge** by making a gift to the Saint John's Annual Fund **before March 31**. You can use the enclosed envelope to send a donation or you can make your gift online at www.stjohnshigh.org/marchmadness.

Sincerely,

J. Brian Palmer '90
Saint John's Fund Co-Chair

Michael S. Kelleher '78
Saint John's Fund Co-Chair

2016
Saint John's
March Madness
\$150,000
Matching Gift
Challenge

Calling all alumni, parents, and friends of Saint John's...
it's time for March Madness!

A group of Pioneers has collectively pledged to match every dollar, up to \$150,000, to the Saint John's Fund during the month of March.

In support of Saint John's, these Pioneers want to help *you* double your impact to the Saint John's Fund!

Gifts to the Saint John's Fund support the

many aspects of the SJ experience, from athletics to arts programs to Campus Ministry offerings and need-based financial aid.

This month, your gift will count *twice* for Saint John's. Please make a gift to Saint John's and help us meet this challenge before the buzzer sounds on March 31!

GIVETODAY!

Gifts can be made in the enclosed
envelope or online at
www.stjohnshigh.org/marchmadness



XB MARCH MADNESS

THE FUND FOR XAVERIAN

Mr. John D. Hislop, IV '03
9305 Crowne Brook Circle
Franklin, TN 37067-2615

Dear John,

We are all looking forward to spring and some warm sun on the bones. However, instead of waiting around for the snowbanks to melt, the Xaverian Alumni Association has a fun way to get through to spring and show some class pride – The school's first ever *Alumni March Madness Challenge!*

Here is how it works...

From March 1 - 31, each graduating class will compete in a tournament style competition to claim the title of Xaverian's inaugural *Alumni March Madness* Champion for 2015. This will be determined by class giving participation (percentage of class donors).

Any and all support counts and if you have given to the Fund for Xaverian (since July 1, 2014) you are already counted in our class total.

On Friday, March 21, the top two leading classes from each decade will advance to battle for the title in a bracket style alumni tournament.

Throughout the month of March, Mr. Lewis, Mr. Lozzi, Coach Stevenson, and other iconic faculty members will be supporting this effort with commentary on the lead classes similar to Dick Vitale's tournament seeding previews. The winning class will win tee shirts as Xaverian *Alumni March Madness* winner and the Top Alumni Class of 2014-15. The rankings will also be noted in the school magazine, alumni newsletter and on social media. Finally, Xaverian is creating a trophy to be awarded annually to the winning class that will be displayed at the school.

So here's where you come in...

- You can make a gift large or small to the Fund for Xaverian. \$10, \$20, \$200... All participation counts. Go to www.xbhs.com/giving today.
- Encourage others to support our class and donate. You can do this via email or social media. The more support of any amount, the higher we rank.

This year, the Class of 2003 only has 12 donors who have given... So, come on! Let's get it done. Join us and help make a showing in this competition. All gifts count and make an impact.

Stay tuned for more info on Xaverian's *Alumni March Madness Challenge* coming soon and help our class win.

Thank you and go Hawks!

Tyler Jenkins

Josh Kelly

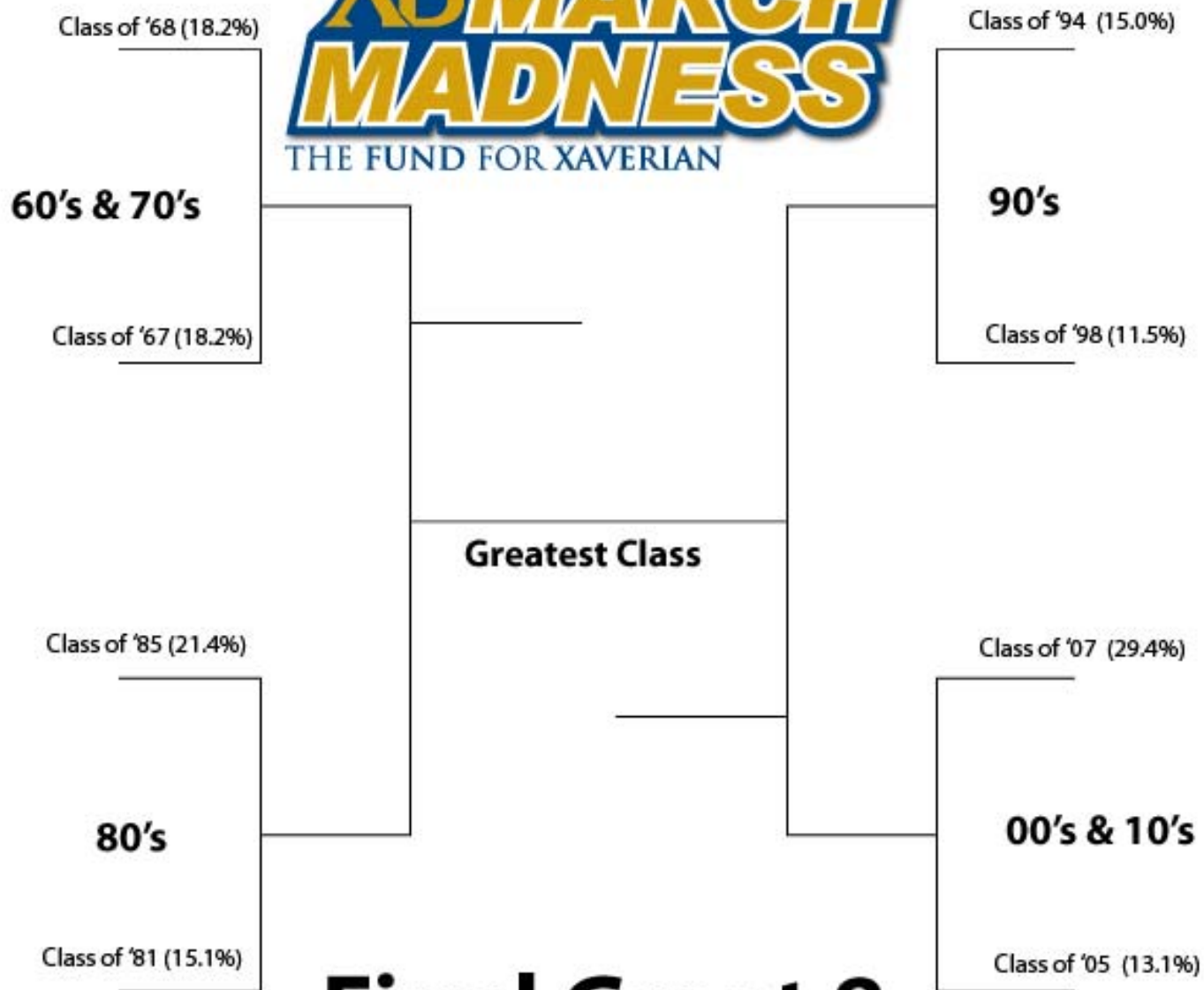
Tim Lund

John Murphy

Dan Rogers

XBMARCH MADNESS

THE FUND FOR XAVERIAN



Final Great 8

April 1 - April 3

April 3 - April 5

April 5 - April 6

April 3 - April 5

April 1 - April 3

XB

12

ICSC's 55th Annual Conference

XB 12

WHAT IS THE XB12 PROGRAM?

XB12 is the new recurring gift program for Xaverian. A recurring gift is an ongoing, specific gift amount determined by a donor that is either deducted monthly from a donor's checking or savings account or charged monthly to a donor's credit card.

HOW DO I SIGN-UP?

You agree to a contribution amount – as little as \$5 each month – and it will be deducted from your checking or savings account or charged to your credit card accordingly. You can sign-up by filling out the back of this sheet or by visiting xbhs.com/giving.

PROGRAM BENEFITS

- Spreading your support throughout the year is a convenient way to include your donations into your personal budget. Monthly giving is the most cost efficient way to deliver your support.
- Convenience. When you participate in Xaverian XB12 Recurring Gift Program, your gift will appear each month on your bank statement or credit card. We will send you a calendar year-end tax receipt each January to help in your tax preparations, and you will not receive phone solicitations or direct mail solicitations.
- Reduced paperwork and administrative expenses. Automatic monthly payments mean more of your donation goes to where it is needed most.
- Flexibility. If for any reason you wish to increase, decrease, discontinue your gifts or change the credit card being charged, email advancement@xbhs.com and we will gladly accommodate you.

SAMPLE MONTHLY DONATIONS

\$5 per month = \$60 annually
 \$10 per month = \$120 annually
 \$25 per month = \$300 annually
 \$41.66 per month = \$500 annually
 \$83.33 per month = \$1,000 annually
 \$208.33 per month = \$2,500 annually

Your Information

Name: _____
 Address: _____
 City: _____ State: _____ Zip: _____

XB 12

Credit Card Information

Name: _____
 Address: _____
 City: _____ State: _____ Zip: _____
 CC#: _____
 Type of Card: _____
 Expiration: _____ Sec Code: _____

Financial Institution

Name: _____
 Address: _____
 City: _____ State: _____ Zip: _____
 Account Type: _____
 Checking _____ Savings _____

Level of Giving

Please indicate the amount of your monthly deduction.
 \$10 _____ \$20 _____
 \$50 _____ \$100 _____
 \$250 _____ Other \$ _____

Please attach a voided check. Your gift will be deducted on the 25th of each month and will be reflected on your monthly statement from your financial institution. If you prefer, you can sign up for a recurring gift using your credit card online at xbhs.com/giving.

“Sustaining Donors” Program

First year: 5% of donors signed up. It is now up to 135 donors (9% of total) to the annual fund and a total of \$5,000 per month.

Gifts range between \$5 and \$150 per month, but most are in the \$20 - \$50 range.

The majority of our sustaining donors have their credit card charged every month, but 27% have chosen EFT. All receive an income tax receipt each December and an ask to increase their monthly installment, which the majority do. The school recently found that when they have to contact credit card donors for a new expiration date, they usually also increase their monthly installment, without us asking!

The key to starting a program like this is really advertising and making the option available on every gift form - quite a few of our sustaining donors have signed up on our online form.

Do you have a
Senior Class Gift Program?

Class of 2010 has 24% participation
Class of 2007 has 31% participation

Restocking the Woodpile ...

Color Games Talent Show Junior Prom School Picnic
Varsity Basketball Games and "The Tribe" Kairos Retreats
Freshman/Sophomore Dance Spirit Day Teachers Strike
Fr. Rene Roosevelt Mail Trips Summers at the Shore

Outstanding Archbishop Ryan High School ... **Traditions**

The Senior Giving Program

Each year,
As travelers made their way
Through the wilderness,
They would stumble upon
A certain cabin.
Here, a sign hung from the door.
"Welcome. What we have
Is yours to share.
Make use of what you find.
Take what you need.
Eat, rest and be warm.
All we ask is that you
Restock the Woodpile
For those who follow."

May this story and the words from your classmates inspire you to help us "**restock**" Archbishop Ryan High School through your generous commitment to the Senior Giving Program

Senior Giving

A four year commitment to the

Senior Giving Program is your opportunity to keep Archbishop Ryan High School traditions alive and express your appreciation for the solid education and dedicated faculty you have known.

YES! I wish to help Archbishop Ryan “Restock the Woodpile.”

I commit \$ 80.60 over the next four years as follows:

- \$ 20.15 before May 20, 2016*
- \$ 20.15 before May 20, 2017*
- \$ 20.15 before May 20, 2018*
- \$ 20.15 before May 20, 2019*

Class of 2015

Name _____

Signature _____

Email address _____

College you plan to attend _____

**every dollar you donate annually for the next four years will be matched by an alumnus and member of the Board of Advisors.*

Archbishop Ryan High School



Certificate of Appreciation

Mr. Hagerty

Honoree

You have made a positive impact on my life as a student at Archbishop Ryan High School. In recognition of this, I have participated in the Class of 2015's Senior Giving Program which directly supports the Annual Ryan Fund. By making a commitment in your name, I recognize the difference you have made in my life. Thank you for enriching my experience.

Tim Jones

Class of 2015

Michael McArdle, Archbishop Ryan President

- School Identity
 - Logo
 - School colors
 - Address, Web and e-mail
- Your letter – please take ideas from other samples but make your letter unique
- Customized to constituency group
- Positive Opening – esp. in Sept
- Creating a “case for support”
- Call to Action
- Bold a Critical Sentence
- P.S. with a Call to Action
- Facebook url
- Tax deductible language



September 1, 2010

«Title» «First Name» «Last Name»
«Address Line 1»
«City», «State» «ZIP/Postal Code»

Dear «First Name»:

St. Rose of Lima's goal of offering a nationally-recognized Blue Ribbon faith-based education is possible because of the support of alumni like you. Whether you graduated in 1970 or 2010 there is something very special about being a St. Rose of Lima graduate. Today's students share in the traditions which you experienced — inspiring teachers, friendships which will last a lifetime and many meaningful opportunities.

With our Catholic faith, we strive to instill in our students a respect for people, a love for learning and a desire to give back to the community. However, we face great challenges as educators in today's society. Did you know that tuition alone does not cover the cost to educate a student at St. Rose of Lima's? Support from alumni and friends is necessary to close the “gap”. In addition, efforts to keep our school competitive require an ongoing investment in technology and school facilities.

Given the state of the current economic climate, your support is needed more than ever. I am confident that with your partnership, we will meet the challenges before us and be stronger because of our perseverance. **Your commitment is the foundation of our future.**

Thank you for your generosity and consideration of this request. Every gift is meaningful and no gift is too small. Every gift makes a difference.

God Bless,

Mrs. Mary Maloney
Principal

P.S. Please renew your commitment to St. Rose of Lima today by sending a tax deductible gift today.



Find us on
Facebook

Also, please be sure to join our Facebook page and suggest your former classmates join as well!

40 Church Hill Road, Newtown, CT 06470 Ph: (203) 426-5102 Fax: (203) 426-5374
[www.http://www.stroseschool.com](http://www.stroseschool.com)

ICSC's 55th Annual Conference

- School Identity
 - Logo
 - School colors
- Donor Contact Information
- Thanking them for last year's gift and remind them how much they gave.
- Suggested gift amount
- Review your giving society
- Review your giving levels
- Photos
 - Happy smiling children
 - Good quality photographs
 - Signed releases for all minors
- Clear giving instructions
- Collect e-mail address
- **PERSONAL NOTE FROM PRINCIPAL IN BLUE INK!!!!**
- Remind donors of Corporate Matching
- Planned giving



ST. ROSE OF LIMA 2010-2011 ANNUAL FUND COMMITMENT FORM

Personal and Confidential

«First Name» «Last Name»

«Address Line 1»

«City», «State» «ZIP/Postal Code»

Thank you for your 2009-2010 gift of \$XX
2010-2011 suggested gift \$XX



We are grateful for all who support our mission by making St. Rose of Lima a charitable priority in your life. Each and every gift has a meaningful impact on each and every St. Rose of Lima student and family.

ST. ROSE OF LIMA GIVING SOCIETY

Our new giving society, which enrolls individuals, companies and foundations that make a gift of \$1,000 or more to the annual fund, is named in honor of our patron saint, St. Rose of Lima. The St. Rose of Lima Giving Society honors our most ardent benefactors who through their generosity demonstrate a commitment to the ideals and mission of St. Rose of Lima Elementary School.

I would like to make a commitment to the 2010-2011 Annual Fund in the amount of \$ _____

Signature: _____

E-mail: _____

To Give by Mail - Please make checks payable to: St. Rose of Lima and return in the enclosed envelope.

To Give Online - www.CatholicSchoolsFairfieldCounty.com > Support Our Schools > Give Now and select St. Rose of Lima from the dropdown menu.

ST. ROSE OF LIMA GIVING SOCIETY

Blue Ribbon Society
\$5000 or more

Rosebud Society
\$2500 - \$4999

Monsignor Conroy Society
\$1000 - \$2499

GENERAL GIVING LEVELS

Founder's Circle
\$500-\$999

Principal's Circle
\$250-\$499

Blue, White and Gold Circle
\$100 - \$249

Ram's Circle
\$50-\$99

Friends
\$1-\$49



Thank you for your support - every dollar helps make a difference!

ICSC's 55th Annual Conference



ST. MARK SCHOOL

A Nationally Recognized Blue Ribbon School of Excellence

December 1, 2011

Ms. Jeanmarie Carbone
51 Juniper Rd
Bethel, CT 06801-1812

Dear Jeanmarie,

Do you remember St. Mark School's Advent traditions that prepared you for Christmas and the birth of Jesus? Do you remember singing Christmas carols, holiday toy drives, Christmas concerts and pageants? At St. Mark School, we are proud to continue these traditions today, creating memories like the ones you hold close to your heart.

This wonderful season is also a time of thanksgiving. We give thanks for our school, students, faculty and our Alumni. The generosity of our Alumni has allowed us to continue our work educating young hearts and minds in the Catholic tradition. We hope we can count on your support as we enter the third year of our Annual Fund. A gift to the St. Mark School 2011-2012 Annual Fund is a true testament of your belief in Catholic education and an investment in the young leaders of tomorrow.

We know you are asked to support many charitable organizations. As Catholics, it is in our nature to give. "For it is in giving, that we receive". This Christmas, please consider a gift to our Annual Fund. These are challenging times which make offering an excellent, faith-based education all the more important. Your financial support is critical to the success of St. Mark School.

May the warmth of this blessed Advent season be with you today and throughout the New Year.

Blessings,

Mr. Gene Holmes, Principal

P.S. Please join your fellow alumni and make a tax-deductible gift today!



ST. MARK SCHOOL

2011-2012 ANNUAL FUND
CLASS OF 1978

Ms. Jeanmarie Carbone
51 Juniper Rd
Bethel, CT 06801-1812
E-mail address: _____

I would like to join my fellow alumni and commit to the Annual Fund in the amount of \$ _____

Matching Gifts

My employer will match my contribution, and the matching gift form is enclosed.

Planned Giving

I would like more information about remembering St. Mark School in my estate plans.

To Give by Mail:
Please make checks payable to: St. Mark School and return in the enclosed envelope.

To Give Online:
www.CatholicSchoolsFairfieldCounty.com > Support Our Schools > Give Now and select St. Mark School from the drop down menu.

Thank you for your support - every dollar makes a difference!

St. Peter School in my estate plans.

Thank you for your support - every dollar makes a difference!



**ST. MARK
GENERAL GIVING LEVELS**

Founder's Circle
\$500 - \$999

Principal's Circle
\$250 - \$499

Lion's Circle
\$100 - \$249

Blue and White Circle
\$50 - \$99

Friends
\$1 - \$49

er School
our Jesus. Leave to serve Jesus



**ST. PETER
GENERAL GIVING LEVELS**

Founder's Circle
\$500+

Principal's Circle
\$250-\$499

Maroon and White Circle
\$100 - \$249

Panther's Circle
\$50-\$99

Friends
\$1-\$49



ool by sending a tax-



«Title» «First Name» «Last Name»
«Address Line 1»
«City», «State» «ZIP/Postal Code»
E-mail address: _____

to the 2011-2012 Annual Fund for «Total Amount»
to the 2011-2012 Annual Fund to \$ _____

To Give by Mail:
Please make checks payable to: St. Peter School and return in the enclosed envelope.

To Give Online:
www.CatholicSchoolsFairfieldCounty.com > Support Our Schools > Give Now and select St. Peter School from the drop-down menu.

Thank you for your support - every dollar makes a difference!



September 1, 2010

«Title» «First Name» «Last Name»
«Address Line 1»
«City», «State» «ZIP/Postal Code»

Dear «First Name»:

St. Rose of Lima's goal of if is possible because of the sup there is something very speci share in the traditions which ; lifetime and many meaningfu

With our Catholic faith, we s learning and a desire to give l educators in today's society, a student at St. Rose of Lima "gap". In addition, efforts to technology and school facilit

Given the state of the current confident that with your part because of our perseverance.

Thank you for your generosio no gift is too small. Every gi

God Bless,

Mrs. Mary Maloney
Principal

P.S. Please renew your comm today.



Also, j class

40 Church Hill Road, N



**ST. ROSE OF LIMA 2010-2011
ANNUAL FUND COMMITMENT FORM**

Personal and Confidential

«First Name» «Last Name»
«Address Line 1»
«City», «State» «ZIP/Postal Code»

Thank you for your 2009-2010 gift of \$XX
2010-2011 suggested gift \$XX



We are grateful for all who support our mission by making St. Rose of Lima a charitable priority in your life. Each and every gift has a meaningful impact on each and every St. Rose of Lima student and family.

ST. ROSE OF LIMA GIVING SOCIETY

Our new giving society, which enrolls individuals, companies and foundations that make a gift of \$1,000 or more to the annual fund, is named in honor of our patron saint, St. Rose of Lima. The St. Rose of Lima Giving Society honors our most ardent benefactors who through their generosity demonstrate a commitment to the ideals and mission of St. Rose of Lima Elementary School.

I would like to make a commitment to the 2010-2011 Annual Fund in the amount of \$ _____

Signature: _____
E-mail: _____

To Give by Mail - Please make checks payable to: St. Rose of Lima and return in the enclosed envelope.

To Give Online - www.CatholicSchoolsFairfieldCounty.com > Support Our Schools > Give Now and select St. Rose of Lima from the dropdown menu.

Thank you for your support - every dollar helps make a difference!



**ST. ROSE OF LIMA
GIVING SOCIETY**

Blue Ribbon Society
\$5000 or more

Rosebud Society
\$2500 - \$4999

Monsignor Conroy Society
\$1000 - \$2499

GENERAL GIVING LEVELS

Founder's Circle
\$500-\$999

Principal's Circle
\$250-\$499

Blue, White and Gold Circle
\$100 - \$249

Ram's Circle
\$50-\$99

Friends
\$1-\$49



St. John's Jesuit High School & Academy
Office of Advancement
 5901 Airport Hwy., Toledo, Ohio 43615
 (419) 865-5743
 www.sjtitans.org

May 30, 2014

Mr. and Mrs. Lawrence M. Furey
 800 Clapboardtree St
 Westwood, Massachusetts 02090-1718

Dear Mr. and Mrs. Furey,

To ensure the accuracy of our Annual Report which will be published in the September issue of *Titan Topics*, the Advancement team is asking you to review your information below. Please check carefully for spelling of names and your donation recognition category. Note any changes on the bottom of this letter and return it to our Advancement Office. Your current Recognition Society is based on donation of pledge, cash and gifts-in-kind for the *period of July 1, 2013 through the publication of this letter, May 23, 2014*. Unpaid pledge balances and pledge payments are not included in your donation total.

St. John's Jesuit Gift Recognition Societies

| | |
|--------------------------------------------------|----------------------------------------|
| St. Ignatius Loyola Society: \$100,000 and above | President's Circle: \$5,000 - \$9,999 |
| St. John Berchmans Society: \$50,000 - \$99,999 | President's Council: \$1,500 - \$4,999 |
| Xavier Society: \$25,000 - \$49,999 | Spire Association: \$500 - \$1,499 |
| Faber Society: \$15,000 - \$24,999 | SJJ Supporter: \$1 - \$499 |
| President's Cabinet: \$10,000 - \$14,999 | |

Name as it will appear in the Annual Report: ***Mr. and Mrs. Lawrence M. Furey***
 Donation Total: ***\$10***
 Recognition Society: ***SJJ Supporter***

It's not too late to make a gift to SJJ to be reflected in our Annual Report. Our fiscal reporting year ends June 30, 2014. Simply complete the bottom of this letter and return it along with your donation to the Advancement Office before June 30, 2014. Thank you for your continued support!



It's Not Too Late! Yes, I'd like to make a donation to St. John's Jesuit.

Enclosed is my gift of \$ _____ in the form of a check
 to be charged to my credit card (Visa/MC)
 CC # _____ Exp. Date: _____ CVC: _____
 Signature _____

24469
 Mr. and Mrs. Lawrence M. Furey
 800 Clapboardtree St
 Westwood, Massachusetts 02090-1718

Please return this portion with your gift. Thank you!



Fr. Michael T. Martin, OFM Conv.
Director

fr.mike@duke.edu
919.684.1882

May 15, 2016

Mr. Larry Furey
124 Sycamore Drive
Westwood, MA 02090-3233

Dear Larry,

I have finished the race; I have kept the faith. (2 Tim 4:7)

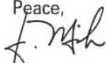
I once heard a distance runner recount the story of a race he was having a difficult time finishing. In a moment of inspiration, he began to reflect on the many people who had helped him along the way – his parents, coaches, teammates, supporters and a host of others who had invested in him. Reflecting on the faith they had in him gave him the added strength that he needed to finish the race – to do what they were supporting him to do. In that regard I guess, no one really runs alone!

Not that it happens frequently, but I will admit to sometimes falling prey to discouragement in our ministry at the Duke Catholic Center. There are formidable obstacles to engaging young people in a meaningful relationship with Christ in the Church on a college campus. The hours can seem long and the results are, at times, hard to see clearly. I have similarly found strength in the knowledge that so many of you are pulling for us. Through your prayers and financial support, you are sacrificing to help us to continue to preach the Good News of Jesus Christ, even when it is inconvenient and may seem like a hopeless endeavor.

But that is just the thing – it is far from hopeless. The beauty of the Church is people united in faith supporting one another in this race, as St. Paul calls it. And we never run it alone. We are united with so many people who have helped and supported us to this point. At the Duke Catholic Center, we rejoice in what we are able to do with the help of our benefactors. ***We are asking you, Larry, as one of our dedicated donors, to help us finish the race this year with a renewal of your support to our Annual Fund with a gift of \$100 so that we can continue the great work of empowering Duke students in faith.***

It is a blessing to see how far so many Duke athletic teams are able to run each year with the support of so many. May we be able to join them in celebrating the crown of victory that will never fade. We are blessed to have you with us in this life giving race!

Peace,



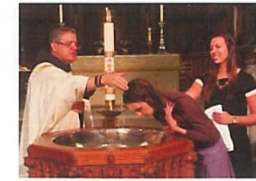
Fr. Michael T. Martin, OFM Conv.
Director



2015-2016 Commitment Form

Personal and Confidential

Mr. Larry Furey
124 Sycamore Drive
Westwood, MA 02090-3233
Please consider a gift of \$100+
Most Recent Annual Gift: \$100



Advisory Board

Michael Somich-Chair
Durham, NC
Beth Oliver – Vice Chair
P'15, '17 | Philadelphia, PA
Cindy Anderson
P'11 | Plano, TX
Mary Eileen Flanagan Anderson
T'87 | Durham, NC
Peter Arcidiacono
Durham, NC
Daniel Cervantes
MBA'12 | Bentonville, AR
Karen Cutcliffe
Durham, NC
Hala Daou
T'17 | Tampa, FL
Christopher Dieckhaus
T'16 | St. Louis, MO
Kara Gehan
T'89 | Dallas, TX
Michelle Guzzi
P'18 | Fairfield, CT
Paul Harraka
T'12 | Charlotte, NC
John Hillen
T'88 | Washington DC
Tim Jeffries
GEMBA'03 | Denver, CO
Steve Monti
E'88 | Cary, NC
Elizabeth Riegel
T'89 | Cary, NC
Beat Reinhart
T'86 | Chester, NJ
Michael Traylor
B.S. '89 | Los Angeles, CA

We are very grateful to all who choose to support our mission. Each gift has an impact on every aspect of our ministry. Your gift will receive full credit with both Duke University and the Duke Catholic Center. If you have any questions please contact Director of Development Michelle Sutton at 919-668-1472 or michelle.sutton@duke.edu.

Step 1: Yes, I would like to make my commitment to this year's Duke Catholic Fund in the amount of \$_____. I have marked my society level below.

Please note the fiscal year runs from July 1 to June 30.

Step 2: Select payment method

Check Enclosed (make check payable to the Duke Catholic Center)

Credit Card: MC Visa AmEx Discover, Card #: _____

Expiration Month/Year: ____/____

Online: Visit the following URL - <https://www.gifts.duke.edu/catholic/>

Monthly Electronic Bank Draft: Please send a copy of a voided check. Once received, our Director of Development will contact you to assist in setting up your draft.

Stock Gift: Visit the following URL - <https://www.stockgifts.duke.edu/> or call our Director of Development for assistance.

Please send information about remembering the Duke Catholic Center in my estate plans.

Step 3: Mail back to Duke Catholic Center, Box 90974, Durham, NC 27708.



Two Students on Spring Break Mission Trip in Charleston, SC.

The Director's Circle

The Director's Circle is comprised of lead investors committed to the future of the Duke Catholic Center. Membership is open to all individuals, families or organizations that make a minimum of \$1,000 annual gift to the Duke Catholic Fund. Each year, the Center will count on leadership gifts such as these to provide the backbone of the program as 70% of the annual budget is reliant upon your charitable giving.

Please Check One

- St. Francis of Assisi Legacy Society (\$50,000+)**
- St. Ignatius of Loyola Trustees Circle (\$25,000-\$49,999)**
- St. Elizabeth Anne Seton Founders Guild (\$10,000-\$24,999)**
- Blessed Mary Theresa of Jesus Century Club (\$5,000-\$9,999)**
- St. Francis Xavier Leadership Society (\$2,500-\$4,999)**
- St. John Baptiste de La Salle Society (\$1,000-\$2,499)**

Other Gift Levels

- St. Francis de Sales Society (\$500-\$999)
- Catherine McCauley Society (\$250-\$499)
- The Choir of Angels Society (\$1-\$249)

Mr. Lawrence M. Furey
124 Sycamore Dr.
Westwood, MA 02090

May 20, 2013

Dear Larry,

Every year, I am amazed at how quickly we reach the end of the school year. As we say good bye to our students, we wish them an enjoyable, safe summer and eagerly anticipate their return in August.

Here at St. Teresa School, the summer break will not be a time of total rest and relaxation, but rather one of preparation and improvement. Over the summer months, our school will undergo some key facility enhancements to refresh our main entrance. New front doors will be installed, which will provide a warmer welcome to students and visitors, but, more importantly, offer additional security features. Furthermore, we plan to make updates to the foyer and main office to revitalize and brighten our 60-year-old facility.

The many contributions already made to the Second Century Fund by our school families, alumni and parishioners will enable us to make these necessary updates while still offering tuition assistance to deserving students. As always, we thank the Lord for the generous support of our benefactors, for they continue to bless our school in so many ways.

At this time, I am writing to make one final request for your assistance. It's not too late to join the other families and friends of St. Teresa School in demonstrating your support of our students and the high quality, Catholic education that we offer. Please return your gift by June 30th to be listed in our *Advancement Review* as one of our school's generous supporters this year. You may also make a donation quickly and easily by using PayPal on our website, www.SaintTerasas.org.

If you have made a gift already, please confirm the correct spelling of your name on the enclosed list of donors. Corrections can be returned in the reply envelope provided and will be included in the *Advancement Review* that is mailed to all school parents, alumni and friends in the fall.

Thank you for your consideration! Please know that your gift makes a difference for our students.

Sincerely,



Sister Karen Brink, OSB
Principal

*Thanks for your support!
It was great seeing
you in Houston
Things continue to
go well!*

P.S. Don't forget to check with your company to see if your gift to St. Teresa School is eligible to be matched. Please contact your human resources department at your workplace for more information, or feel free to contact the school office with questions at 412-367-9001. Thank you!



Mr. Lawrence M. Furey
124 Sycamore Dr.
Westwood, MA 02090

September 16, 2013

Dear Larry,

As our students come to school each morning and walk through a brighter and safer main entrance, they are reminded of the generosity of so many donors from our St. Teresa family. I am happy to report that our 2012-2013 focus on facility enhancement enabled us to:

- Install more secure, handicap-accessible doors at the front entrance
- Open up the main office to give our secretary a better view of visitors
- Improve the foyer to make it more welcoming for our guests.

Furthermore, gifts to the annual fund assist many students with financial aid so they can continue their education at St. Teresa School. We want to ensure that every family who wants to send their children to St. Teresa School can afford to do so. Therefore, our focus for 2013-2014 will be stabilizing tuition which will benefit all our students.

You have the opportunity to help the children of our parish and community benefit from a top-notch Catholic education. Please consider making an investment in their future with a gift to the Second Century Fund. Every gift makes a difference!

Again this year, you can increase the impact of your gift by participating in Pittsburgh's "Day of Giving" on October 3. Donations to St. Teresa School made online at www.pittsburghgives.org on October 3 will receive a partial match from The Pittsburgh Foundation. **We encourage you to make your gift on October 3 at www.pittsburghgives.org and designate your donation for St. Teresa of Avila School.** Detailed directions are on the back of this letter.

Gifts to the annual fund increased by almost \$20,000 last year due to outstanding participation in the Day of Giving! We hope to increase that support this year, so please mark your calendar for October 3 and plan to make your annual fund gift online. If you are unable to make your gift at that time, you can make a tax-deductible gift to the Second Century Fund by returning the enclosed commitment form today.

On behalf of our students, thank you for believing in and supporting St. Teresa School.

Sister Karen Brink, OSB
Principal

*Thanks for your support
and initial inspiration!
We are going strong!*

P.S. Please remember that you can amplify the value of your gift by participating in Pittsburgh's "Day of Giving." Simply visit www.pittsburghgives.org on October 3 to be eligible for a partial match of your gift! Thank you for helping our students.

cement

If you donate at PittsburghGives.org on October 3, your gift will be partially matched by The Pittsburgh Foundation. You can return this form to let us know how your name should appear in our acknowledgements. Thank you.

✦ We are very grateful to all who choose to support our mission by making St. Teresa of Avila School a charitable priority. Each gift has a meaningful impact on our students and is a vote of confidence in our efforts to provide the very best in Catholic education.

The Principal's Leadership Council honors lead benefactors who demonstrate a commitment to our mission with a gift of \$1,000 or more to the Second Century Fund during the fiscal year. We remain grateful for the outstanding generosity offered by all who are members of the Principal's Leadership Council.

My Gift

I/We would like to make a commitment to the Second Century Fund in the amount of \$, .

Fifty percent of your gift will go to the school's general fund. Please select how you would like the remaining half to be allocated.

- Tuition Assistance I/We cannot help this year but will pray for the success of St. Teresa of Avila School and the Second Century Fund.
- Most Needed

Payment

Please make checks payable to St. Teresa of Avila School. Indicate your preferred installment plan below. Also, please ask your employer about "Matching Gift" opportunities. Many of these companies are listed on the school website.

- Enclosed Other
- Monthly
- Quarterly

Acknowledgement

Please indicate how you would like your name to appear in our acknowledgements.

Name _____

Address _____

E-mail _____ Please make my gift in Memory Honor of _____

Year Graduated (St. Teresa Alumni) _____

Second Century Fund

for Saint Teresa of Avila School



Donation & Gift Levels

Principal's Leadership Council

| | |
|---------------------|-------------------------|
| \$25,000 and up | Avila Founders' Society |
| \$10,000 - \$24,999 | Interior Castle Society |
| \$5,000 - \$9,999 | Quill Society |
| \$2,500 - \$4,999 | 1906 Society |
| \$1,000 - \$2,499 | Century Circle |

Partner Level Gifts

| | |
|---------------|-----------------------|
| \$500 - \$999 | Pastors' Circle |
| \$250 - \$499 | Principals' Circle |
| \$100 - \$249 | Faculty Circle |
| \$50 - \$99 | Titan Partner |
| Up to \$49 | Green & White Partner |



Partners in Mission



— THE FUND FOR XAVERIAN COMMITMENT FORM —

We are very grateful to all who choose to support our mission by making Xaverian Brothers High School a philanthropic priority. Your generosity helps us provide an outstanding educational experience that prepares adolescent boys not only for college, but also for a life of moral leadership and thought. The ways in which Xaverian honors annual support are listed below.

THE FUND FOR XAVERIAN Giving Societies and Clubs

The Francis Xavier Society

A leadership giving society which recognizes alumni, parents, grandparents and friends who make gifts of \$1,000 or more to Xaverian during the fiscal year. Corporate matching gifts are credited toward Francis Xavier Society membership.

- ___ Gifts of \$50,000 and above Guardian of the Mission
- ___ Gifts of \$25,000 to \$49,999 Partners in the Mission
- ___ Gifts of \$15,000 to \$24,999 Benefactors Society
- ___ Gifts of \$10,000 to \$14,999 Trustees Society
- ___ Gifts of \$7,500 to \$9,999 Founders Society
- ___ Gifts of \$5,000 to \$7,499 Theodore Ryken Society
- ___ Gifts of \$2,500 to \$4,999 Headmaster's Society
- ___ Gifts of \$1,963 to \$2,499 The 1963 Society
- ___ Gifts of \$1,500 to \$1,962 Fratribus Society
- ___ Gifts of \$1,000 to \$1,499 Xaverian Society

Loyalty Club Giving

- ___ Gifts of \$500 to \$999 Principals Circle
- ___ Gifts of \$250 to \$499 Scholars Circle
- ___ Gifts of \$100 to \$249 The Blue and Gold Circle
- ___ Gifts of \$50 to \$99 The Hawk Circle
- ___ Gifts up to \$49 Friends of Xaverian Circle
- ___ Gifts of \$19.63 The 1963 Circle

- I/we would like to make a commitment to The Fund for Xaverian in the amount of \$ _____.

(Make checks payable to Xaverian Brothers High School.)

If you prefer to give via MasterCard, Visa, Discover or American Express, visit our secure website at xbhs.com/giving or complete the following:

Name of Cardholder: _____

Account Number: _____

Expiration Date: _____ Sec Code: _____

Please charge my card \$ _____ per month for _____ months from now until June 30.

If you prefer to make a gift of appreciated securities, please contact the Advancement Office at 781-326-6392, ext. 6147.

Does your employer "Match your Gift"?

- I/we would like more information about sponsoring a student at Xaverian.
- I/we would like more information about establishing a scholarship fund.
- I/we would like more information about remembering Xaverian in our estate plan.

THANK YOU!

THE FUND FOR XAVERIAN

Catholic Education

The National Advancement



THE HERALD FUND Commitment Form

(Personal and Confidential)

Mr. Larry Furey

As we celebrate the 60th anniversary of Saint John School we are grateful for your consideration of a donation to our Saint John Herald Fund.

*May this Thanksgiving give you
more reasons to thank God each day*

2013-2014 Saints John & Paul Herald Fund Gift Request: \$ 100

We are very grateful to all who chose to support our mission by making Saint John School a charitable priority in their life. Their generosity in the form of a gift to the Herald Fund remains a vote of confidence in our efforts to provide the very best in Catholic education and to develop students of scholarship, faith and leadership.

The President's Leadership Society

The Leadership Society is comprised of lead benefactors to the Herald Fund who, through their generosity, demonstrate a commitment to the vision and mission of Catholic education. Membership in the society is open to all individuals, companies, and foundations that make a gift of \$1,000 or more to the Herald Fund. Annually, members are invited to a reception hosted by the President and Board of Trustees. We remain grateful for the support offered by all who are members of The President's Leadership Society.

GIVING LEVELS

The President's Leadership Society

| | |
|----------------------------|-------------------------------|
| _____ \$25,000 and above | Partners in Mission |
| _____ \$10,000 to \$24,999 | Guardian of the Mission |
| _____ \$5,000 to \$9,999 | Legacy Society |
| _____ \$2,500 to \$4,999 | Circle of Saints |
| _____ \$1,000 to \$2,499 | St. John the Baptist Alliance |

Gift Clubs

| | |
|----------------------|---------------------|
| _____ \$500 to \$999 | Angel Club |
| _____ \$250 to \$499 | Blue and White Club |
| _____ \$100 to \$249 | True Herald Club |

Young Alum Medallion Leadership Society

| | |
|-------------|---------------------------|
| _____ \$500 | Alumni Class of 1996-2001 |
| _____ \$300 | Alumni Class of 2002-2006 |
| _____ \$100 | Alumni Class of 2007-2012 |

STEP 1: Yes, I would like to make a commitment to the efforts at Saint John School in the amount of \$ _____ as indicated in the box above.

STEP 2: Please select a commitment plan (check, cash or credit card) that is convenient for you:

- One Installment Two Installments Three Installments
 Four Installments Other

A commitment reminder will be mailed in advance according to your preferred schedule.

Please indicate how you would like your name to appear in acknowledgements:

Name _____

Class Year _____

Preferred Email _____

- I/we would like more information about remembering Saint John School in our estate plan.

- I/we would like more information about establishing a scholarship fund.
 I/we would like more information about sponsoring a student at Saint John School.
 I/we cannot help this year but will continue to pray for the success of Saint John School and the success of the Herald Fund.

Signature: _____

Please make your check payable to "Saint John School" and return it in the enclosed envelope.

If you would prefer to make a gift via Mastercard, Visa, or Discover, please complete the following:

Name of Cardholder: _____

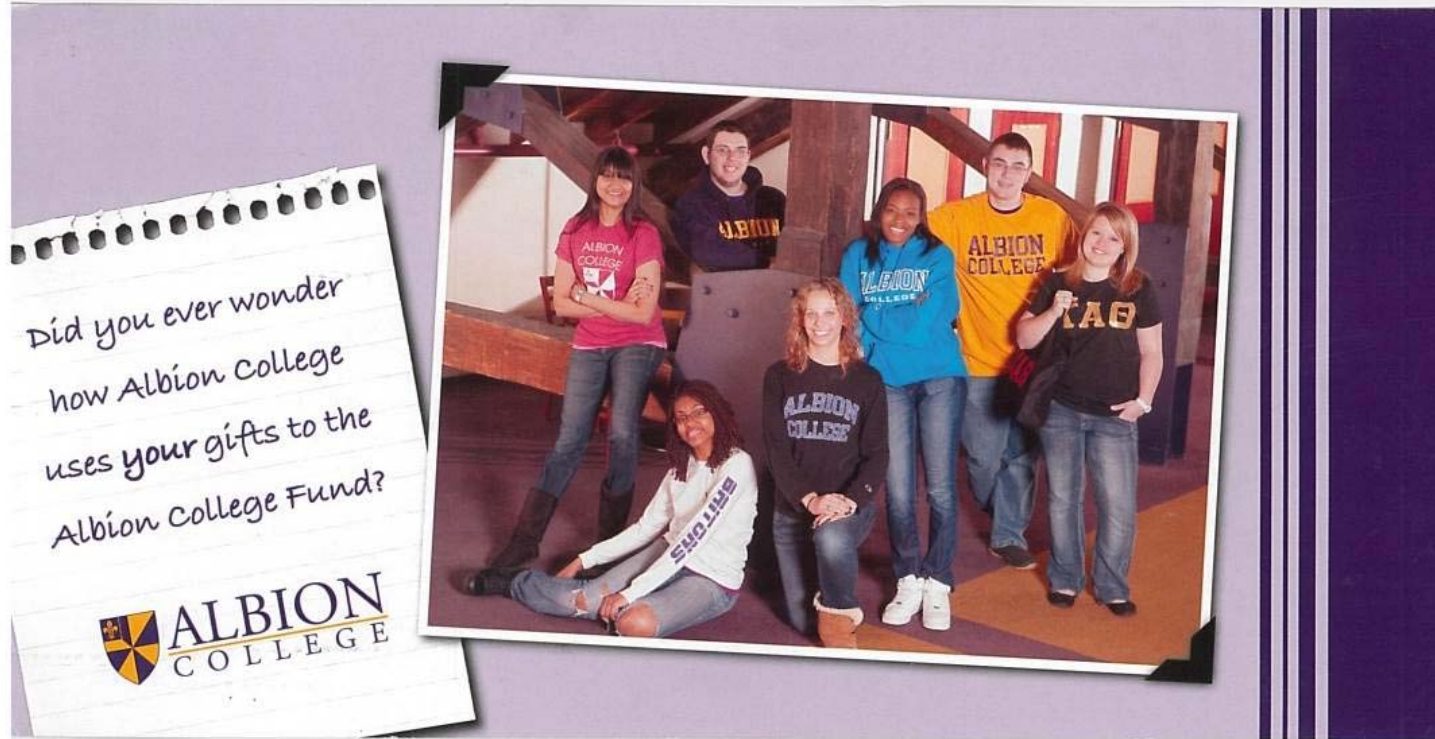
Account Number: _____

Expiration Date: _____ Sec Code: _____

If you would like to make a gift of appreciated securities or mutual funds, please contact Christy Kovacs, Director of Advancement at (440) 997-5531.

Please check with your employer for "Matching Gift" opportunities.

The National Advancement



Matching Gifts


- Bishop Feehan - \$100,000 in Matching Gifts
- Data is key. How do we keep business information up to date?
- Matching Gift Brochures from HEP
- On Line Matching Gift Look Up
- Matching Gifts Proof Sheet/Annual Report Recognition
- Top Ten Listing; The Presidents Cup

Partners in Mission

Double the Impact of Your Gift


Match Your Gift

when you give to



with the help of your employer

LIST OF COMPANIES WITH MATCHING GIFT PROGRAMS



Double or even triple your gift to Xaverian.



Enhance your impact! Many employers participate in matching gift programs. Some of these employers will even match gifts from retirees and spouses. Take a look at the list of companies below to see if your employer can match your generosity. If your employer is eligible, please take a few minutes to register with HR and send your company's matching gift form along with your own donation. We will take care of the rest!

If your company is not on the list, please still check with your HR department. If you have any questions or for more information about the process, contact Alec Bleday at ableday@xbhs.com or (781) 801-1630. Your employer's match will be added to your giving in Xaverian's annual report. Thank you!

3M Corp. - Volunteer

A/B/C

A.W.G. Dewar Inc.\$25
 AARP Giving Campaign
 ACCESS Systems Americas, Inc.\$25
 ADA-ES, Inc.
 AMSTED Industries Inc.d,\$50
 APL Ltd. \$25
 ATAPCO, \$50
 ATMI,\$25
 AXA Financial,s,d,\$50
 AXIS Capital Holdings Ltd.,s,\$50
 Abbott Laboratories,r,s,d,\$25
 Aboda, Inc.\$10
 Acadian Asset Mgt.
 Access Group, Inc.
 Ace Charitable Found., \$25
 Acuity Brands, Inc.d,\$50
 Acium Corp.,\$50
 Ada County Assoc. of Realtors,d,\$50
 Adelante Capital Mgt., LLC,\$500
 Adobe Systems, Inc.d,\$15
 Advanced Micro Devices,s,\$25
 Advent Software,\$25
 Aera Energy LLC,2:1,\$50

Aetna, Inc. Matching Grants,r,s,d
 AgriBank, FCB,\$20
 Air Liquide USA LLC,\$25
 Akzo Nobel Inc.\$25
 Alaska Air Group, Inc.\$50
 Albemarle Found.,r,d,\$50
 Alexander & Baldwin Volunteer\$250
 Alexander & Baldwin, Inc.r,d,\$50
 Alexander Haas,\$50
 Alexion Pharma., Inc.\$50
 All Star Incentive Marketing,\$25
 Alliance Data,\$25
 Alliance One International, Inc.d,\$25
 AllianceBernstein Holding L.P.,s,\$25
 Alliant Energy Corp.,r,d,\$25
 Alliant Energy Retiree Volunteer \$100
 Alliant Techsystems Inc.d,\$50
 Allianz Global Assistance,\$25
 Allosource
 Ally
 Altira Capital Group Ltd.
 Altos Ventures,\$100
 Altria Group, Inc.d,\$25
 Alyeska Pipeline Service Co.,\$25
 America On-Line, Inc.\$25
 American Academy of Dermatology

KEY TO SYMBOLS

Ratio - Company matches gifts

at a ratio other than 1:1

d - Board of Directors are eligible

to have gifts matched

r - retired employees are eligible

to have gifts matched

s - spouses of employees are

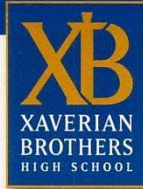
eligible to have gifts matched

\$ - minimum donation amount

American Century Investments,\$100
 American Express Co.,d,\$25
 American Honda Motor Co., Inc.\$50
 American International Group, Inc.2:1,s,\$25
 American Refining Group, Inc.\$25
 American Safety Insurance
 American Tower Corp.,\$25
 Ameriprise Financial, Inc.(P1),r,d,\$25
 Amerisure Mutual Insurance Co.,r,d,\$100
 Amgen, Inc.d,\$50
 Amica Mutual Insurance Co.,1.5:1,r,s,d,\$30
 Amylin Pharma., Inc.\$250
 Anadarko Petroleum Corp.,2:1,r,d,\$25
 Analog Devices, Inc.\$20
 Anchor Brewing Co.
 Anchor Capital Advisors, LLC,d,\$1
 Anchor QEA, LLC,\$25

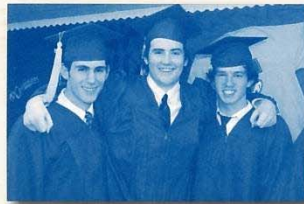
Andersons, Inc.d,\$50
 Andrews McMeel Universal,d,\$50
 Anheuser-Busch InBev,\$100
 Annett Holdings/TMC Transport.
 Annie E. Casey Found.,2:1,\$25
 Apache Corp.,d,\$25
 Apex Found.,\$50
 Apple,\$25
 Applied Materials,\$25
 ArcelorMittal,\$50
 Arch Insurance Group,\$25
 Archer-Daniels Midland,\$100
 Arcus Found.,
 Arete Associates,d,\$100
 Argo Group US,1.5:1,r,d,\$25
 Arkansas Best Corp.,d,\$100
 Arkwright Found.,r,s,d,\$35

Students Are Counting on You



Time is running out, but...

...we hope that you will make your gift to the Fund for Xaverian this year. Your support helps Xaverian develop the character of young men who become outstanding citizens and leaders.



Send in your gift today.
Xaverian Brothers High School
800 Clapboardtree Street
Westwood, MA 02090
www.xbhs.com and click "Support Xaverian"

(OVER)

We're Saving a Place for you!

(Annual Report of Donors list enclosed)

Xaverian has been providing young men with an exceptional Catholic education for 50 years. Each year Xaverian proudly publishes the **Annual Report** to graciously recognize our donors to the school.

We have enclosed a list of constituents who have made a gift to this year's Fund for Xaverian. Please make sure your name is displayed appropriately on the enclosed proof sheet.

If you notice an error with your name, please contact the Advancement Office at 781-326-6392 ext. 6434.

If your name is not included, don't worry. We are saving a place for you. Make your gift before June 30 to be listed in the report. Thank you.



THE FUND FOR
XAVERIAN

Please use the enclosed return envelope
or make your gift online at
www.xbhs.com and click "Support Xaverian."
Thank you for your support.

YES, I would like to add my name to the donor list.

Enclosed is my gift of \$ _____

**Xaverian Brothers High School
Classes of 1990 through 2002**

*The list of contributors to the Fund for Xaverian as of June 4, 2014
All Gifts received by June 30 will be recognized in the Annual Report of Gifts
that will be distributed in October 2014.*

**Help us reach our goal of \$1,300,000 by June 30, 2014
by sending your gift today in the enclosed envelope.**

Class of 1990

Peter H. Davenport '90 ^
William J. DiSciullo, Jr. '90 ^
LCDR Joseph A. Dugan, III '90 *
Joseph T. Fleming '90 +
Brendan Fowkes '90 +
Sean T. Noonan '90 + *
David M. Rainie '90 + ^
Mark J. Resnick '90 + *
Josef F. Rettman '90 +
Charles B. Zammito '90 ^

Class of 1991

Peter L. Adams '91 +
Thomas R. Amico '91 + *
Matthew T. Aucella '91 + *
Lucien P. Brodeur '91 + *
Patrick M. Callahan '91 +
Paul D. Crockett '91 *
Gregory T. Curran '91 +
John A. Dugan '91 *
Michael M. Gardner '91 + *
Thomas P. Gavin '91 *
Lauris S. Lamberg '91 +
David Molinaro '91 + *
Michael V. Sarro '91 *
Brendan M. Sullivan '91 *
James W. Zadrozny '91 *

Class of 1992

Christopher M. Casilli '92 ^
Dr. Frank G. Favaloro, Jr. '92 *
Kevin M. Fitzpatrick '92 + *
Eric M. Freedman '92 *
James E. Harrington '92 ^
Christopher M. Kelley '92 +
Christopher S. Lenox '92 ^
Kirk J. McGregor '92 *
Matthew B. Shields '92 + ^
Christopher P. Sullivan '92 + ^
Graham M. Thompson '92 +
William E. Weber, Jr. '92

Fr. Matthew M. Williams '92 +

Class of 1993

Lt. Col. Andrew C. Caggiano '93 *
Kevin D. Clancy, Jr. '93 *
Gregory P. Connor '93 +
Matthew Cross '93 ^
Steven C. Duddy '93 *
Michael J. Feely '93 *
Patrick J. Finn '93 +
David P. Gately '93
John C. Gifford '93 + ^
Robert W. Hall, II '93
Matthew M. Hasselbeck '93 +
Conor I. Lee '93 +
Dr. Keith M. McGregor '93 *
Jonathan F. Nykvist '93 *

Class of 1994

Christopher A. Coakley '94 +
Dennis P. Crowley '94 +
Kevin J. Keller '94 *
Matthew E. Miller '94 + ^
Stephen S. Pecora '94 *
Robert A. Siciliano '94 + ^
Michael R. Stark '94 +
Jeffrey J. Vecchio '94 + *

Class of 1995

Todd R. Butler '95 +
David M. Carroll, III '95 + *
Stephen W. Dacey '95 + *
David M. Duddy '95 *
Jeffrey J. Harrod '95 + ^
Gregory P. Kavanaugh '95 + ^
Craig M. Kelleher '95 +
Gregory J. Lewis '95 *
Dr. Theofilos P. Matheos '95 +
David P. McDonough '95 ^
Michael A. O'Connor '95 +
Timothy E. Partridge '95 + *

Phonathon

- Recruiting, Training, Managing Volunteers
- Determining Phonathon Audience
- Coordinated Timing to Maximize Phonathon Results
- Tracking and Monitoring Phonathon Results
- Outsourcing the Program

- *Stewardship*
- Pamper First Time Donors Especially
- Tailored, hand signed acknowledgment letter from President/Principal
- Thank a thons
- Seven ways to thank a donor

- *Stewardship*
- Reward Loyal Giving
 - Acknowledge long time giving – let them know you notice and appreciate it
 - Donor recognition list – Consecutive Giving (star for every 5 consecutive years)
 - Create a Loyalty Gift Club
 - 10% of your donors= 90% of your dollars

Partners in Mission



BC HIGH 150

Your
support
makes a
difference
in the lives
of our
students.



www.bchigh.edu/give



Thank You

You are one of the 4,734 alumni, parents, grandparents, faculty, staff and friends who showed your support of BC High's Jesuit, Catholic mission by making a gift during the 2013-2014 school year.

This year was record setting and we are most grateful for your support. You helped us raise more than \$3 Million for The Fund for BC High and over \$11.7 Million in total giving.

Because of your generosity...

- BC High will provide more than \$5.7 Million in student aid next school year.
- BC High will maintain a 13-1 student to faculty ratio.
- There are over 50 athletic teams and 65 co-curricular club offerings for our students.
- Global education now spans 9 countries.

Boston College High School
Office for Institutional Advancement
150 Morrissey Boulevard
Boston, MA 02125

Non Profit Org.
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North Reading, MA
Permit No.42

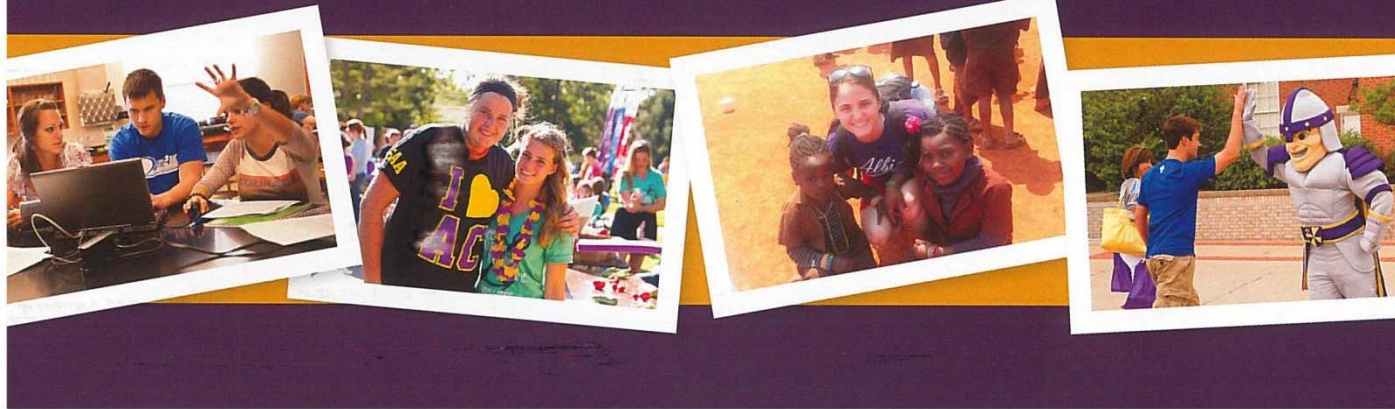
Mr. & Mrs. Lawrence M. Furey
124 Sycamore Drive
Westwood, MA 02090-3233



Lawrence,
you make **The Albion Advantage** possible.



Albion College





The Albion Advantage empowers students to discover who they really are. Your gifts are essential to this process, refining and defining the comprehensive liberal arts environment available at Albion.

But your generosity means even more.

You are creating an atmosphere where Britons explore their potential in the library or lab, the field or stage, preparing themselves for the greater world beyond.

The freedom you enable delivers the well-rounded men and women Albion is known for, those individuals capable of seeing farther and thinking differently than other graduates.

Thank you for bestowing this amazing advantage on so many Britons. You represent the best our community has to offer.

To Triumpher!

A handwritten signature in black ink that reads "Becky Kocher".

Becky Kocher
Director of Annual Giving and Parent Engagement



Albion College

OFFICE OF ANNUAL GIVING
611 EAST PORTER STREET
ALBION, MI 49224



Mr. Lawrence M. Furey
800 Clapboardtree St
Westwood, MA 02090-1718



THANK YOU



On behalf of the students,
faculty, staff and Jesuits
at
JESUIT HIGH SCHOOL,
thank you for your generosity
and support in 2015!

Best wishes for a joyful
New Year!

Maureen B. Longyear
Maureen Banchemo Longyear
Vice President for Advancement

Marshall Sperbeck
Marshall Sperbeck
Vice President for Development

Julia Clark
Julia Clark
Director of Annual
Giving and Grants

Jill Leopold
Jill Leopold
Director of Major
Gifts and Events





January 18, 2016

Dear Harry and Jamie,

Thank you for your gift to support the 2015-16 Fund for Good Counsel. We are grateful for your investment in our students and the GC community.

Harry, we are honored to be working with you and your colleagues on a number of projects for Good Counsel. Thank you for your support.

Warmest regards,
Jane



Does your
company
match gifts ?



Find out
by contacting
your company's
Human Resources
department.

Your gift may be doubled or even tripled!

December 31, 2015

Mr. and Mrs. Lawrence M. Furey
124 Sycamore Drive
Westwood, MA 02090

Dear Mr. and Mrs. Furey,

Thank you for your support of Thomas More College. Your investment makes it possible for students who have financial need to attain a quality higher education and become the leaders of tomorrow.

Your generosity allows us to continue the traditions of academic excellence and service to others that are the hallmarks of a Thomas More College education. We hope that you will continue to partner with us in our commitment to provide our students with the very best liberal arts education possible.

On behalf of the entire Thomas More College Community, we greatly appreciate your commitment to our success. A detailed gift receipt is provided below for your personal records.

Sincerely,



Tony Roderick
Director of Development



THOMAS MORE
COLLEGE

Mr. and Mrs. Lawrence M. Furey
124 Sycamore Drive
Westwood, MA 02090

**Thank you
For your gift!**

Thomas More College has not provided any goods or services in consideration, in whole or in part, for this contribution.

Receipt No.: 88234
Date: 12/31/15
Contribution: \$5.00
Designation: The Fund for Thomas More College

Please remember Thomas More College in your estate plan

Office of Institutional Advancement
333 Thomas More Parkway • Crestview Hills, KY 41017-3495
phone: 859-344-3344 • toll-free: 800-825-4557 • fax: 859-344-3613
www.thomasmore.edu

Mr. and Mrs. Lawrence Furey
124 Sycamore Drive
Westwood, MA 02090

January 6, 2014

Dear Larry and Jan,

On behalf of the Saint Teresa of Avila School Family, I would like to thank you for your generous gift of \$50.00 to the Second Century Fund which was received on 12/31/2013. Your gift will advance our mission as we continue to provide quality Catholic education in the 21st century.

We greatly appreciate your participation in the Second Century Fund as a Titan Partner.

Be assured of our prayers for you and yours each day and especially at our weekly school Masses. May God continue to bless you and know that your gift has blessed us.

Sincerely,



Sister Karen R. Brink OSB
Principal

*Thank you for your
on-going support!
Happy New Year!*

St. Teresa of Avila School verifies that no goods or services were given in exchange for this donation. Please consider this letter as an official gift receipt for your tax records. All contributions are tax deductible as allowable by law. Thank you.

SAINT JOHN'S HIGH SCHOOL

A Xaverian Brothers Sponsored School



FOUNDED 1898

CONCORDIA RES PARVAE CRESCUNT
"In Harmony Small Things Grow"

January 09, 2014

Mr. Lawrence Furey
124 Sycamore Drive
Westwood, MA 02090

Dear Larry,

Thank you for your recent gift to the 2013-2014 Saint John's Annual Fund. Your contribution of \$100.00 will help a new generation of Pioneers to have the opportunity to discover and develop their God-given talents at Saint John's High School.

Saint John's is thriving today and will continue to do so – in no small part, thanks to you. We offer our students the best spiritual, academic, artistic, extra-curricular, service related and athletic programs for the lowest possible cost.

We continue our tradition as one of the top high schools in Central Massachusetts because of God's grace, your prayers and your kind and generous support. Thank you for your support of Saint John's High School.

In the Peace of Christ,

Michael W. Welch '78, P'08, '09, '11
Headmaster

In accordance with U.S. Internal Revenue Service regulations, this will confirm that the addressee of this letter made a gift of \$100.00 (check no. 3155, dated 12/30/2013) to Saint John's High School and that no goods or services were provided in exchange for such gift.



December 31, 2013

Mr. Lawrence M. Furey
800 Clapboardtree Street
Westwood, Massachusetts 02090

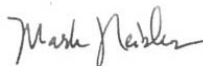
Dear Mr. Furey,

On behalf of the entire campus community, I extend my appreciation for your generosity in supporting Albion College. Gifts like yours allow us to sustain our success as a private college with a public purpose: shaping students to make a meaningful impact on the global stage. Thanks to you, our students have access to both an education that broadens their horizons, and to the vast Albion College family that supports them through their educational journey.

From crucial scholarships to first-rate facilities, your gift helps create Albion's foundation – “the rock” – and drives the College's unique and innovative spirit. Your support allows us to attract and retain talented students and faculty, provides added-value opportunities, and fortifies an Albion College experience that enables our students to impact our community, region, state, country, and world.

Albion College is committed to the careful stewardship of our resources, gifts, and donors. We are grateful and honored by your generous partnership in our work.

Io Triumphe!



Mark S. Neisler, '94
Director of Advancement Services

Note: The date below reflects when we processed your gift and does not imply the date your gift was made. The date you delivered or the date your gift was postmarked is generally recognized as the gift date. You should consult with a CPA or tax preparer to determine the tax consequences of your donation.

Gifts made by credit card are deductible in the year when the charges are made on the card owner's account.

Official Gift Receipt
Please retain for your tax records

Donor: Mr. Lawrence M. Furey
Processing Date(s): 12/31/2013
Receipt #0262565 \$10.00 for Unrestricted
Total Gift Amount: \$10.00
(Check)

Albion College has not provided any goods or services in exchange for this contribution. This receipt is an important document necessary for any available federal income tax deduction.

611 EAST PORTER STREET • ALBION, MI 49224 • 517.629.1000 • www.albion.edu

**Matching Gifts are an
easy way to double or
triple the impact of your
gift to Albion College!**

Find out how at:
www.matchinggifts.com/albion

Office of Advancement Services
517/629-0347



CHRISTIAN BROTHERS COLLEGE
HIGH SCHOOL

1850 De La Salle Drive
Saint Louis, MO 63141-8661

(314) 985-6100
FAX: (314) 985-6115

www.cbchs.org

April 25, 2014

Mr. and Mrs. Lawrence M. Furey
124 Sycamore Dr
Westwood, MA 02090-3233

Dear Larry and Janice,

The campus isn't the same today.

You changed it. And you did that through your gift in support of **Annual Giving** at CBC High School. Your generosity told our students and faculty that someone believed in them, someone they might not even know and that is powerful.

It's possible you started the cycle of giving for others; maybe a student will remember what it meant to get a scholarship or a faculty member now sees the value of financial support through a different lens.

I deeply appreciate your gift to CBC. You demonstrated your belief in a Lasallian education and you moved our mission forward. The difference between a good institution and a great one is the support of its alumni, parents, and friends. Thank you for making CBC High School great.

Gratefully,



Michael Jordan
President

Gift of: \$100.00
Check Date: 4/14/2014

No goods and/or services were received in return for this contribution to the extent allowed by law.



Thank you for your continued support of CBC, a school that means so much to me. I am proud to be a part of a school with such a strong history, and your support helps to make that possible.

Thank you,
Joseph, class of '15

MEN FOR TOMORROW. BROTHERS FOR LIFE.



Cathedral Preparatory School

225 West 9th Street
Erie, PA 16501
p: 814-453-7737, ext. 2223
f: 814-455-5462
www.prep-villa.com

Advancement Office

Villa Maria Academy

2403 West 8th Street
Erie, PA 16505
p: 814-838-2061, ext. 3245
f: 814-836-0881
www.prep-villa.com



October 1, 2014

Mr. Larry Furey
Partners in Mission
124 Sycamore Drive
Westwood, MA 02090-3233

Dear Larry,

Because you have been so generous and supportive of our mission at Cathedral Prep, I am very pleased to present to you this advanced copy of the Cathedral Prep Magazine. As you will see, the theme of this edition is "Leaders for Life" – an appropriate theme considering that is precisely what it means for us when we say that we develop our young men into *men of vision in spirit, mind, and body*.

Thank you for making a difference and for the leadership that you have shown by your support of the school. You make it possible for us to transform our students into leaders for life. May God bless you and your family.

Mary, Queen of Prep, pray for us!

Sincerely yours in Christ,



Fr. Scott W. Jabo
President



Cathedral Preparatory School

225 West 9th Street
Erie, PA 16501
p: 814-453-7737, ext. 2223
f: 814-455-5462
www.prep-villa.com

Advancement Office

Villa Maria Academy

2403 West 8th Street
Erie, PA 16505
p: 814-838-2061, ext. 3245
f: 814-836-0881
www.prep-villa.com



August 25, 2014

Mr. Larry Furey
Partners in Mission
124 Sycamore Drive
Westwood, MA 02090-3233

Dear Larry,

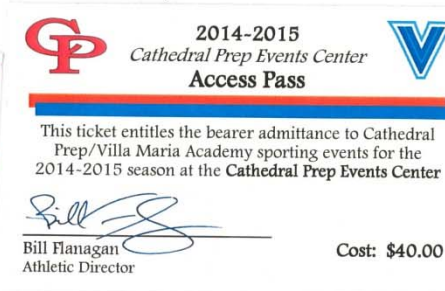
On behalf of all of us at Cathedral Preparatory School and Villa Maria Academy, I thank you for your membership in the President's Leadership Council. By partnering with the school in this way, you show your belief in and support of our mission to provide the very best college preparatory Catholic education possible for our students.

As a token of our appreciation, please accept the enclosed Access Passes that will grant you admission to all of the Prep and Villa athletic events held at the Cathedral Prep Events Center for the 2014-2015 school year. I encourage you to join our students, families, cheerleaders and other fans there to support our student athletes in football, soccer, lacrosse, and track and field. Of course, I certainly also encourage you to continue to support our students in all of the other sports, plays and activities that fill the life of a Prep and Villa student.

Please also mark your calendar for the **President's Leadership Council Reception**, which is scheduled for **Thursday, October 23, 2014**. Invitations will be mailed next month.

Thank you again for all you do for Prep and Villa. You really do make a difference in our students' lives. I look forward to seeing you in the stands cheering our teams on to victory!

May God bless you and your family.



The National Advancement



Rebuilding Catholic Education in Greater Boston

January 6, 2014

Mr. and Mrs. Lawrence M. Furey
124 Sycamore Drive
Westwood, MA 02090

**CAMPAIGN FOR
CATHOLIC SCHOOLS**

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Rev. Nicholas A. Sannella
TRUSTEE

Dear Mr. and Mrs. Furey,

We cannot thank you enough for your very generous gift of \$25 on December 31, 2013 in support of the Campaign for Catholic Schools. Your support will help impact thousands of lives through rebuilding inner-city Catholic schools in Boston. We are grateful to count you as members of our team.

We're very proud of our students, and all that's being accomplished to improve early learning and student literacy. Please know it is only because of you, and people like you, that we are able to provide the kind of education that will provide these inner city children with better life opportunities.

On behalf of everyone at the Campaign for Catholic Schools, and the great students we have the privilege of serving, thank you for your generosity and the inherent vote of confidence it carries. We are greatly appreciative of your continued support.

Sincerely,



Nora Mullin
Development Associate

*Thank you and
Happy New Year!*

As no goods or service were provided in exchange for this gift, the entire amount is eligible for a federal tax deduction. The Fund for Catholic Schools, Inc. d/b/a the Campaign for Catholic Schools, is a 501 (c) (3) tax-exempt organization (ID# 26-2290458).

Annual Fund Challenges

1. Competition growing rapidly
 - a) We need to be sharper , more refined in our messages
2. Not on message
 - a) Schools are not simply moving forward with strong comprehensive communications action plans
 - b) Have you done any market research to better understand their audiences or test the effectiveness?

Annual Fund Challenges

4. Volunteer burn out
 - a) Data regarding trends on younger people not volunteering like their old counterparts. Re-cycling volunteers.
5. Broadening our definitions require us more knowledge
 - a) “Donor”, “friend”, “sustainer” have been replaced with “investor”, “partner”, “stakeholder”
6. Were not keeping up
 - a) Minimal annual fund growth is actually a loss when compare to market growth and cost of living
7. Lapsed donors is still a huge negative trend
 - a. Recycling donors costs at least 5 times as much to regain them as it does to attract them in the first place

What is your Annual Fund Retention Rate?

National Average: 67% (per Ruffalo Cody)

Archbishop Wood: 37% to 32% to 37% to 49% to **70%**

Bishop Maginn: 79% to 75% to 72% to **75%**

St. Hubert's: 48% to 54% to 54% to **70%**

Little Flower: 81% to 79% to 79% to 74% to **79%**

Bishop McDevitt: 63% to 74% to **80%**

Annual Fund Challenges

7. Annual giving looked upon as entry level
 - a) Perception of entry level position as the Director of Advancement/Annual Fund – turnover can kill a program
8. Lack of focus on and protection on the agreed upon plan
 - a) New things/events are exciting and tend to attract inordinate amounts of time, energy, commitment in lieu of much needed investment and revitalization for well thought out and planned annual fund program
9. Direct marketing changes
 - a) Phonathons – caller ID and do not call
 - b) Schools must begin to use advanced techniques in their direct mail programs – targeted ask amounts, “segmentation” and “personalization” matters

Annual Fund Challenges

10. Forgetting the basics

- a) Attention to your donors (80/20 to 90/10 and maybe 95/5)
- b) Capturing and managing your data input
- c) Understand the power of outcomes, dashboards, reports and donor relations

11. Business skills are key

- a) Running the Annual Fund like a business but our mindset is not geared towards creating plans, analyzing data, segmentation, setting priorities, etc

Annual Fund Opportunities

1. Computerized database management has permeated our education world
 - a) Better access to reasonably priced donor data base management (Raisers Edge)
2. Donor service (advancement services office) has taken off
 - a) Keeping donors happy, maintaining high levels of constituent satisfaction, notes, phone calls, etc.
3. Schools are hungry and asking for specific amounts of money
 - a) People need to be asked for a specific annual fund gift

Annual Fund Opportunities

4. Individual gifts are key
 - a) Giving by individuals still remain the largest portion of annual fund dollars
5. Giving has leveled in many schools
 - a) Schools can always expand their constituencies
6. Donors expect outcome reports
 - a) Donors are more savvy and recognize the need to receive periodic reports, personalized communiques on the value and outcomes of their annual fund investment
 - b) Must be a mix of communications that both tie to left brain thinkers (numbers, facts, figures, concrete data about outcomes and successes) and right brain thinkers (human interest stories, heart tugging words, photos and visual representations)

Annual Fund Opportunities

7. More balance is taking place
 - a) Special events don't drive the program. Events run their course/limited life cycle
8. Segmentation is key
 - a) Increases
 - b) Renewals
 - c) Recaptures
 - d) Invites
 - e) Transitions

Establishing, Managing, and Growing a Comprehensive Annual Fund