



Gift income from private sources in fiscal 2008 totaled \$31.4 million, a 46 percent increase from the \$21.4 million received in fiscal 2007. At \$31.4 million, we have set a new all-time record for the college, exceeding previous records in fiscal 2007 and 2000 (\$21.2 million). Our fund-raising results were swelled by an \$11 million payment from an anonymous donor on a \$15 million commitment for the Richard and Margot Warch Campus Center.

Uses of Funds Received

Of the \$31.4 million received, \$16.3 million was received in gifts directed to facility services, principally for the campus center and the Björklunden expansion; \$9.5 million for the endowment; and \$1 million for life-income gifts. The college received \$686,000 for restricted current fund gifts. Gifts to The Lawrence Fund tallied \$3.55 million and \$70,500 was received in other budget-relieving gifts. Approximately \$230,000 is undesignated, pending discussions with donors regarding permanent allocations. Realized bequest income totaled \$6.5 million, a 273 percent increase over last year's \$1.7 million. Membership in the Lawrence-Downer Legacy Circle grew to 737 living members from 698 in 2007. Corporate and foundation support continued its upward trend, with \$2.4 million received in fiscal 2008, up from \$2.1 million in fiscal 2007.

The Lawrence Fund

The \$3,555,743 in gifts secured for The Lawrence Fund were just short of the \$3,600,000 goal. That said, this tally reflects yet another all-time record for the college (narrowly surpassing the \$3,552,958 raised in fiscal 2007). Founders Club membership grew to 773 (versus 758 last year), another all-time record. Founders Club members contributed \$2.44 million or 70.66 percent of Lawrence Fund gifts.

Milestone Reunion classes contributed 15.1 percent of all gifts to The Lawrence Fund, a total of \$536,872 for fiscal 2008. When including gifts, multi-year pledges, restricted gifts, and planned gifts (for the 50th Reunion), the Classes of 1998, 1983, 1968, and 1958 collectively committed \$26.1 million. The Class of 1958 broke the record for total giving for a 50th Reunion class with commitments totaling \$24,385,128.

The alumni donor participation rate dropped slightly to 45.2 percent from 45.8 percent and the number of alumni donors declined to 6,419 from 6,618 last year. Buoyed by a \$50,000 challenge from Robert '51 and Joan Schaupp, support for the northern campus via The Boynton Society was up 17.5 percent — \$248,878 compared to last year's \$211,902 — for operating gifts for Björklunden.

Endowment and Facility Services

Gifts to the endowment totaled \$9.5 million, a considerable increase (79 percent) over last year's \$5.5 million and well above the college's average (\$6 million) for the past decade. Within the \$16.29 million facility services gifts, \$15,831,496 was received for the Campus Center and the Land Bridge, \$158,406 for the Björklunden expansion project, \$150,000 for the Memorial Chapel renovation, and \$50,000 for Colman Hall repairs.

Conclusion

I'm pleased to share the good news that Lawrence received a 2008 Circle of Excellence Award from the Council for Advancement and Support of Education for educational fund-raising. Lawrence was one of six institutions cited for "overall improvement" in CASE's private liberal arts category, along with Coe, Hamilton, Haverford, Loras, and Skidmore colleges. This year's Circle of Excellence Awards drew 3,500 individual entries from 766 institutions. On behalf of the Board of Trustees and the Lawrence University community, I am pleased to extend thanks to our volunteers and generous donors for their robust philanthropic investment and the many ways they advance Lawrence University. Many thanks.

A handwritten signature in black ink that reads "Calvin D. Husmann".

Calvin D. Husmann
Vice President of Development and Alumni Relations

Although the figures here presented are in compliance with standards adopted by CASE (Council for the Advancement and Support of Education) and NACUBO (National Association of College Business Officers), they differ from the presentation of gift income on the college's financial statements. This report includes both gifts and payments on pledges received during 2007-08 but excludes new pledges received during the fiscal year. Financial statement gift income, on the other hand, augments these numbers by the value of new pledges received during the year and reduces them by the value of payments made on pledges received in the prior fiscal year.