

\$100,000 for April, May; June -

BUSINESS AFFAIRS

1. Immediate Needs - Boiler Room \$10,000
Need to heat org bldg. Smoke stack \$7,000
individually. \$8,000
Union (B. room) \$

Union (Burners) ~~4~~ 2,000

Roof Work - Brown 25,000
Library 25,000
Carpenter 25,000

Centennial ~~1911~~

2. ~~BID~~ Additional Billing - \$6,000
3. Ins. Package - 1 More year + then Bids
4. Accept bids on lease/~~bid~~^{rent} computer
5. BUDGET !!

Concern over gift income
 1, 1, Napier

~~Predict Deficit~~ - 277??

6.

Recommendations

Resources -

Lee Bernard Associates

Board of Trustees - 5 Openings Now
Need 8 for NEXT FALL

RESOURCES COMM. $\$200,000$ $\$170,000$
1. MARTIN TRUST \rightarrow
DAVIS ~~TRUST~~ ESTATE
Student Loan Funds $\$16,800$

2. Lee Bernard & Co.
 $\$8,000$ so far $\$96,000$

3. Income (Unrestricted)
 $\$170,000 - \$770,000 - \$800,000$

4. MABEE - Go ahead.

5. Commercial Dynamics Corporation

6. Reducing Interest Rate - via Loans
(Total $\$50,000$)
Trustee gain (over) $\$43,000$ (50%)

Class Agent Program

The Class Agent Program this year officially involves 20 classes dating as far back as 1913 and is ably chaired by Rev. James McCrossen (the class of '08 has conducted its own "campaign", too). This is an increase from last fiscal year when 7 classes participated. It is hoped that 13 - 15 additional classes (largely reunion year classes) can be added each year until the program is complete.

There has been good response in recruiting persons to serve as class agents and excellent letters are being drafted. Also, alumni who are contacted have been willing to become very personally involved, including providing much of the manual labor involved in the mailing process and adding personalized touches that are so beneficial.

The primary purpose of the Class Agent Program is to stimulate added involvement among alumni. Class Agents become well informed about University business and in turn pass that information on. Class Agents also stimulate giving percentages by the more direct appeals, based on personal knowledge of the majority of the recipients of their mail.

COLLEGES/UNIVERSITIES

	⁵⁴⁰ <u>Ottawa</u>	¹⁵⁰⁰ <u>William Jewell</u>	⁸⁵⁰ <u>Baker</u>	²¹⁰⁰ <u>Colorado College</u>	³⁵⁰⁰ 4000 <u>Redlands</u>	⁶⁰⁰ <u>Sioux Falls</u>	⁶²⁰ <u>Judson</u>	⁸⁹⁰ <u>Franklin</u>
Church	\$ 249,192	\$ 568,369	\$ 83,819	\$ -	\$ -	\$ 85,031	\$222,638	\$ 72,902
Foundations	405,300	138,553	2,500	584,843	415,067	23,166	64,100	11,305
Corporations	111,390	131,053	32,531	139,595	327,086	20,000	47,601	94,757
Alumni	456,244	271,036	332,307	601,928	282,802	98,819	944	270,284
Non-Alumni	157,463	116,994	246,437	179,372	401,906	68,419	441,411	68,432
Other	16,724	31,614	9,987	21,629	103,810	-	31,077	75,041
Federal	<u>478,613</u>	<u>439,200</u>	<u>418,402</u>	<u>346,056</u>	<u>123,929</u>	<u>162,000</u>	<u>117,944</u>	<u>56,217</u>
TOTAL	<u>\$1,874,926</u>	<u>\$1,696,819</u>	<u>\$1,125,983</u>	<u>\$1,873,423</u>	<u>\$1,654,600</u>	<u>\$457,435</u>	<u>\$925,715</u>	<u>\$648,938</u>
STAFF	2	4	3.5	6	7	4.75	7	3.5
BUDGET	Not Balanced	Balanced	Balanced	Balanced	Balanced	Balanced	Not Balanced	Balanced

12m

8-10m

30m 8-10m

COLLEGES / UNIVERSITIES


Eastern

Church	\$ 52,000
--------	-----------

Foundations	19,000
-------------	--------

Corporations	33,000
--------------	--------

Alumni	14,700
--------	--------

Non-Alumni	67,200
------------	--------

Other	12,600
-------	--------

Federal	<u>323,007</u>
---------	----------------

TOTAL	<u><u>\$522,207</u></u>
-------	-------------------------

STAFF	2.5
-------	-----

BUDGET	Balanced
--------	----------