

Dartmouth Class of 1968 Executive Committee

Minutes from Meeting of May 12, 2012

Zimmerman Lounge, Blunt Alumni Center, Dartmouth College, Hanover, NH

In attendance: Ron Weiss, John Engelman, Joe Nathan Wright, Gerry Bell, Bill Rich, and John Everett in person; David Peck, Dave Walden, Peter Fahey, and Jim Lawrie by conference call; guests Janet Rosa and Silvia Racca.

1. President Ron Weiss called the conference call to order and welcomed everyone.
2. **Minutes Approval:** The minutes of the meeting of March 3, 2012, were approved as submitted.
3. **Head Agent's Report:** Joe Nathan Wright restated the goals for this year: \$450,000 cash in hand and 50% participation on our new adjusted base of 712 classmates (our past base was 614). As of May 10, we have \$230,775 cash in from 236 donors; including pledges we have \$259,000 and 252 donors. Overall, we are running about 14 donors ahead of last year's pace. The spring reminder letter has just gone out, per Janet Rosa.
4. **Philanthropy at Dartmouth:** Guest Silvia Racca provided a handout to those in attendance emphasizing the importance of philanthropy to support the mission of the College. Overall cost per student is \$100,000, of which tuition charges covers about 49%. After scholarships, actual tuition income is 44% of the cost. The balance of the cost is covered by loans and philanthropy. The Dartmouth College Fund (DCF) currently raises about \$40 million per year, of which 30% to 50% comes from reunion classes (who are only 20% of all classes); this emphasizes the importance of reunion giving. By 2014, the DCF is expected to raise \$50 million.

Approaching our 2013 Reunion targeted gift, Silvia recommended doing our internal homework now, on what is achievable, and set the official target in the December/January timeframe. A general target is a 3.5 multiple of annual, non-reunion giving. She mentioned the recent experience of the classes of 1963 and 1964. A true key is getting at least one gift of \$1 million. The College does research on each class' net worth, and potential individuals capable of a leadership gift, from public records, to assist classes in setting targets.

Discussion followed:

- a. Is there a way to match the research on individuals capable of giving with their past record of giving? Answer: Yes.
- b. What happens in a downturn economy where local charities are competing with Dartmouth? Will giving to Dartmouth suffer? Answer: No

For our upcoming reunion giving effort, she recommends adding key honorary co-chairs, including Jon Newcomb, Hugh Boss, John Blair, Dennis Drapkin, Ben Powell, Larry DuPre and Bill Mutterperl; Michael Chu and Bob Reich were also suggested. Other names were suggest as well (Ed Schneider, Michel Zaleski) but it was noted they direct their efforts elsewhere, or were not the committee type. These could be added to the existing committee.

Peter Fahey suggested a reunion theme: “Stayin’ Alive”. Somehow the message should/could be sent that this might be the last time some classmates will have the opportunity to come to a reunion, rather than wait for our 50th.

Janet Rosa closed the discussion with a summary of next steps:

- She will prepare minutes
- She will work with Peter and Joe Nathan to recruit the expanded Reunion Giving Committee
- She will work with expanded Committee to set a meeting, of 10 or more members, with a target by the end of June.

- 5. Treasurer’s Report:** Jim Lawrie, by phone, reviewed handout material shared with the committee in advance. Overall account balances as of May 9, 2012: \$30,864.59 in bank accounts, and \$75,540.19 in investment accounts, for a grand total of \$106,404.78. Total income 7/1/2011 through 5/9/12 totals \$22,495.89; expenses during the same period total \$12,078.78, thus showing a net income of \$10,417.11.
- 6.** Current investments stand at \$75,540.18, per the handout. \$19,983.40 in Vanguard Short Term Bond Index Fund, and \$55,556.78 in Vanguard Stock Market Index Fund. The mix of investments is approximately 30% bonds; 70% equities.
- 7.** The College has decided to cover the cost of distributing the Alumni Magazine to all classes, thus saving our class \$7,500 per year. It was agreed, after discussion, to hold the dues at their current level, in order to maintain a healthy account as discretionary funds to support Class initiatives, i.e., “a slush fund”.
- 8. Communications/Web Use:** Jim then moved discussion in his role as **Webmaster**. He reported that the site remains at a “steady state” of around 3 thousand hits per month.
- 9. 45th Reunion Planning:** John Engelman, our Reunion Chair, reported. He noted that we will be reuniting/clustering with the Class of 1969. Among the shared events with the ‘69s in planning will be Friday evening dinner and the Peter Wonson band. In addition, there is planning for a panel of doctors (68s and 69s) to discuss medical issues facing our “cohort”, and a possible second panel for financial issues we all face.

Ed Heald suggested a panel to discuss “Unsung Heroes” from our two classes; he will do some research on the possibilities.

Greg Marshall has been contacted to develop a Memorial Service; Rollins Chapel has been booked for Saturday of the reunion weekend. For the Class Dinner, Alumni Hall has been requested, and Athletic Director Harry Sheedy invited (not yet confirmed)

For other details, John noted there would be Thursday evening check in at the class tent; Friday and Saturday breakfast would be Thayer Hall (Class of 53 Commons) on our own, Saturday lunch on the Collis porch, a Saturday late afternoon ice cream on the green and a Sunday departure lunch at the tent.

Bear Everett will reprise his role in charge of liquid refreshment.

John also plans to block out rooms at the nearby Courtyard Marriott for classmates disinclined to stay in the dorms, and will look into rooms at the 6 South Street Hotel.

John asked David Peck to develop some 45th reunion logo ideas.

- 10. 50th Reunion Gift:** Bill Rich reported that the gift is over \$500,000 but he did not have the exact amount; \$10,000 has been added since March. Janet did a trip in March, visiting San Francisco, Oregon and Texas, and visited 25 classmates. Bill and Janet have a goal of at least one mini-dinner with classmates every season.

Peter Fahey noted that the Thayer Overseers will be in Houston, Texas in February; perhaps an event with classmate coordinated with Dan Hedges could be an opportunity.

- 11. Secretary's Report:** David Peck reported he continues to maintain the bi-monthly columns with no problems to date, though sometimes news must be pursued. He has received the Harris Connect instruction manual, and plans to come up to speed on that recommended software.
- 12. Newsletter Report:** Dave Gang, Newsletter editor, has been extremely busy professionally, but plans to get the next issue out shortly. John Engelman will send along 45th reunion material for inclusion. Joe Nathan Wright suggested class funds be made available to David if he feels that will help with content.
- 13. Mini-Reunions:** Bear Everett reported the weekend of October 13 was confirmed as our fall mini-reunion in Hanover. It will be the Sacred Heart football weekend. The format of the weekend will be familiar: Executive Committee meeting at 10 location (location TBD), tailgate at AD house, 1:30 pm football game, followed by 4:00 pm soccer, and a class dinner at the Queechee Club in Queechee, Vermont. The **Annual Ski Trip** for 2013 will be March 2-9, in Jackson Hole, Wyoming.
- 14. Next Executive Committee Meeting:** October 13, 2012 in Hanover. Location TBD

Respectfully submitted,

David B. Peck
Secretary