

Highlighting Donations from Philanthropists Made in 2016-17 or Later

The following universities have done a phenomenal job of gathering support from new donors in an effort to the make the course self-sustaining at each university and to increase the number of philanthropy and development education opportunities for undergraduate students across the nation. The Philanthropy Lab is grateful to all those mentioned or involved in the programs below for their generosity and for helping educate our world's future leaders to become responsible citizens.

Abilene Christian University

\$150,000 in 2016-17 from an anonymous donor

- An anonymous ACU alumnus donated \$150,000 to provide the class grant for the course for three years in order to launch the philanthropy program at the University.

Baylor University

\$78,000 since 2016-17 from various donors

- Aramark is a food, facilities, and uniform services provider and Baylor's food services vendor. Aramark has provided \$115,000 to Baylor's course since 2014-15, including a contribution of \$25,000 in 2016-17. Professor Hogue engages Aramark employees as a "council" to the class, encouraging the employees to have direct interactions with the students in the grant making process.

Baylor University (continued)

- An anonymous Baylor alumnus donated \$50,000 to support future Philanthropy Lab courses at the university.
- A parent of a student in Philanthropy & the Public Good donated \$2,500 in 2016-17 as a show of support for the ideas learned throughout the course.
- A Baylor University employee who loves the class has committed to give \$50 a month, totaling \$500 in 2016-17.





Fundraising and Development Courses Offered at Partner Universities

TEXAS A&M UNIVERSITY:

Resource Development is a new course at Texas A&M's Mays Business School as part of the Certificate in Nonprofit and Social Innovation program taught by Professor Kyle Gammenthaler. Students have the opportunity to examine resource development (fundraising) from a strategic perspective in nonprofits and social enterprises. Students experience a hands-on application of the course material in "The Ask Simulation," in which students make their case to prospective donors on behalf of nonprofit organizations. The first course occurred in Fall 2017 and will continue in Spring 2018.

John and Debbie Bethancourt Gift Challenge: Debbie Bethancourt, a prominent Texas A&M donor, served as one of the "potential donors" for the *Ask Simulation*. She challenged the fundraising class and former and current Strategic Philanthropy students with a 1:1 match up to \$10,000. Students successfully raised \$9,205, so the match doubled this to \$18,410 to be distributed through Strategic Philanthropy.

UNIVERSITY OF TEXAS, AUSTIN:

Effective Philanthropy: Fundraising and Nonprofit Advancement began in 2016-17 and is taught by Professor Pam Paxton with co-instructor Adrian Matthys, Director of Annual Giving at UT. The course introduces students to theories of the nonprofit sector and individual prosocial behaviors like giving and volunteering, while also introducing the components of a successful development program and basic principles and techniques of fundraising. In the past, students in this course have organized a crowdfunding campaign to raise money for the Philanthropy Lab course also offered at the University. The next class will be held in the 2018-19 academic year.

Duke University

\$10,000 in 2017-18 from the Laura and Gary Lauder Foundation and \$10,000 from the Stiefel Freethought Foundation in 2017-18

- Gary Lauder is the Managing Director of Lauder Partners LLC, a Silicon Valley-based venture capital firm investing primarily in information technologies. Laura Lauder co-founded the firm with him and now focuses her efforts on strategic grant making through the Laura and Gary Lauder Family Venture Philanthropy Fund and in numerous leadership capacities at local and national nonprofit organizations. They are extremely interested in the Jewish ideal of Tzedakah, which focuses on charity and philanthropy.
- Todd Stiefel, president and founder of the Stiefel Freethought Foundation and Duke alumnus, was a guest speaker in Duke's Fall 2017 course, discussing how humanists, atheists, and other freethinkers and secularists approach giving. After speaking to the students, Todd offered a \$10,000 grant to the class, challenging students to think about which organizations align with his foundation's approach to philanthropy. Before starting his foundation in 2009, Todd worked 12 years for Stiefel Laboratories, a global leader in skin health treatment and research.

Harvard University

\$15,000 in 2016-17 from an anonymous donor

- An anonymous Harvard Kennedy School alumnus donated \$15,000 to support the philanthropy course at the University.

Pepperdine University

\$50,000 in 2017-18 from Dale and Rita Brown

- Dale and Rita Brown donated the class grant for the course in order to launch the philanthropy program at Pepperdine University. Dale is a Principal at Moriah Group and the founder and President of Petroleum Strategies. Dale is also an alumnus of Pepperdine, where he serves as a member of the Board of Regents, and Rita and Dale are members of the advisory board for the Pepperdine Boone Center for the Family.

Rice University

\$2,500 in 2016-17 from Purvez Captain and \$5,000 in 2017-18 from the Houston Jewish Community Foundation

- Purvez Captain, an alumnus and friend of the Rice Center for Civic Leadership, attended the course's giving ceremony and was moved to donate to the course. Purvez is a Global Leader for Oil and Gas Transfer Pricing and Economics at Ernst and Young. He earned his master's degree and a Ph.D. in economics from Rice, and his wife Jennifer is also a graduate of Rice.
- The Houston Jewish Community Foundation donated \$5,000 in October 2017 to support the philanthropy course at Rice.

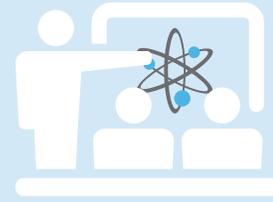




Texas A&M University

\$140,000 in 2016-17 from Wil VanLoh and \$50,000 in 2017-18 from the Bush Foundation

- Wil VanLoh is the Founder and CEO of Quantum Energy Partners in Houston, TX. He and his wife Jennifer saw how much their daughter learned in Texas A&M's Strategic Philanthropy course at the Mays Business School, and chose to donate \$140,000 in order to fund the class in 2016-17 and to fund a second class in 2017-18.
- The George Bush Foundation has outsourced their Community Grant Program, which allocates \$50,000 every year, to Texas A&M's course. Students will be fully responsible for making the giving decisions in Fall 2017. David Jones, CEO of George Bush Presidential Library Foundation, visited the class as a guest speaker in Spring 2017. He noticed an opportunity to work together to provide a unique educational opportunity and will continue being a valued partner in future semesters.



UNIVERSITY OF VIRGINIA:

Due to the success of the philanthropy courses at the University taught by Professors Paul Martin and Grey McLean, a course on fundraising is being developed with the hopes of launching the first class in Fall 2018.

UNIVERSITY OF WISCONSIN-MADISON:

In light of the success of the *Philanthropy and Civic Engagement* course, the University of Wisconsin-Madison will add two new courses in Fall 2017 to their curriculum: *Fundraising and Development*, and *Nonprofit Board Management*. Along with the Philanthropy Lab course, these courses will be an essential component of the University's nonprofit and community leadership program, with the hopes of developing a certificate program for students. The University also created an online fundraising and development course to be offered for the first time in Summer 2018.

As part of the University's philanthropy initiative, the University's nonprofit and community leadership program will also lead the *Fundraising and Development for Nonprofits Conference* in June 2018 which will benefit practitioners and students from throughout the United States. Among other interesting topics, the conference will include interactive workshops, peer networking and techniques, one-to-one consultations with skilled, nonprofit professionals, discussions that focus on immediate fundraising issues and innovative approaches to fundraising.

Texas Christian University

\$65,000 in 2016-17 from various donors

- Since establishing their family foundation in 2012, Kelly and Jeff Dillard have generously supported a variety of causes in the Fort Worth area. In 2015-16, Kelly and Jeff committed to donating \$25,000 a year in perpetuity as long as the philanthropy course is offered and thus have donated a total of \$50,000 since 2015. Jeff Dillard is the President of Cobra Oil and Gas Corporation, co-owner of Falls Distributing Company, Director of Property Damage Appraisers Inc., and Director of Fidelity Bank in Wichita Falls.
- Ed Schollmaier served as the CEO of Alcon, a medical company specializing in eye care products, for 25 years. Along the way, Ed and his late wife, Rae, became philanthropists and longtime arts patrons. As part of his continued commitment to philanthropy and TCU, Ed has donated \$50,000 since 2015-16 to support the growing philanthropy course at TCU and has committed another \$25,000 for the 2017-18 philanthropy course.
- Eric and Kelly Brenk are the parents of a student from the Spring 2017 Nature of Giving course. After seeing how much their daughter enjoyed the class, Eric and Kelly decided to support the course with a gift of \$15,000 from the Eric and Kelly Brenk Fund of the Jewish Community Foundation, San Diego. Eric Brenk was the President of Circle Foods and COO of Ridell Bell Sports before retiring in 2014.

TCU course to be featured in university marketing campaign:

On another note, TCU's *Nature of Giving* course will be featured in the university's 2018 marketing campaign. The full documentary video has not been released yet, but check out this link for a short preview!

<https://leadon.tcu.edu/documentaries/ron-pitcock/>



University of California, Los Angeles

\$25,000 in 2016-17 from Judi Smith

- Judi Smith is currently the founding dean of the UCLA Herb Alpert School of music and a former professor of the *Philanthropy as Civic Engagement* course. Though a scientist by training, Judi has a steadfast commitment to the School's academic programs, an abiding belief in the importance of the arts, and a deep love of music. Judi donated to UCLA's philanthropy course in honor of the retirement of her colleague Bea Richman, who served as the Director of Development for Undergraduate Education at UCLA. Bea was Judi's development director during Judi's term as UCLA's first Vice Provost for Undergraduate Education (2001-12); Bea assisted Judi in developing the Philanthropy course and establishing a strong donor base for innovative undergraduate education.

University of Texas, Austin

\$20,217 from various donors in 2016-17

- A successful businessman committed to philanthropy donated \$15,000 to the course in 2016-17. He has donated over \$40,000 to the course since 2014-15.
- One hundred and twenty-seven donors gave a total of \$5,217 to support the philanthropy course at the University.

University of Virginia

\$168,000 from Aduvans Foundation

- The Aduvans Foundation supports a wide variety of issue areas including early childhood intervention, climate change, and human services. Since 2015-16, the Aduvans Foundation has donated a total of \$168,000 to the philanthropy course. Additionally, Grey McLean, the Founder and Director of the Aduvans Foundation and a University of Virginia graduate, has co-taught one of two philanthropy courses at the University since Fall 2015.