



DEVELOPMENT

Institutional Advancement Division

To recruit, motivate and engage - alumni, parents and friends to give an ever increasing amount of time, talent and treasure.

OUR Development TEAM:

- David Beidleman, VP Institutional Advancement
- Melissa Bittinger, Research
- Cori Breault, Research
- Jasper Choi, Database
- Mark Clapper '96, Engagement
- Beth Dahmus, Planned Giving
- Lesley Finney, Foundations & Gov. Relations
- Caroline Lalvani, Community Relations
- Bonnie Martin, Church Relations
- Liz Martin, Administrative Assistant
- Ben Osterhout '05, Annual Giving
- Linda Roush, Major Gifts
- Kim Sassaman, Major Gifts
- Marty Thomas-Brumme, Major Gifts
- Laurie Thompson, Stewardship
- Paige Weber '10, Annual Giving
- Lisa Wolfe, Administrative Assistant
- Tina Zarfoss, Gift Accounting



2017-2018 SUCCESSES

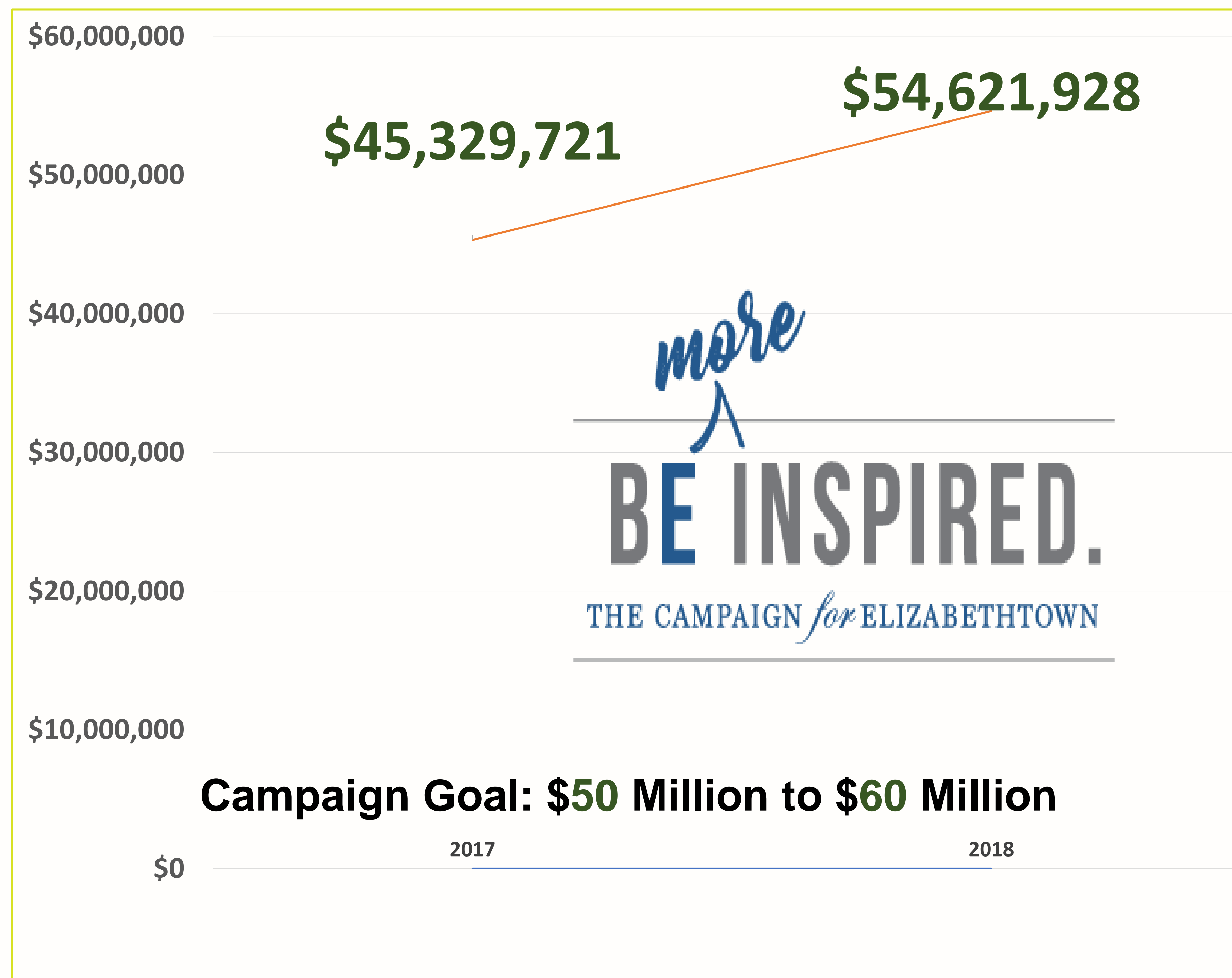
\$404,391 Raised in One Day
1,605 donors



\$4.1 Million Young Center Expansion Completion



\$18.3 Million Bowers Center for Sports Fitness and Well-Being Groundbreaking



2017/2018 National Case Development Award

- Regional Be Inspired Campaign events in Boston, Philadelphia, Hershey and Lancaster
- President Enrichment Series
- Commencement
- Ware/Leffler Lectures
- President's Dinner
- Scholarship Luncheon, Retirees Luncheon

- ❖ FY18 Planned Giving created program and endowment funds for Momentum, Young Center, FAPA, CGUP, Bowers Center, High Library, and annual funds.
- ❖ Creation of 15 New Scholarship and Endowed Funds in FY18
- ❖ The College enjoys support of the largest foundations in our region: Stabler, Steinman, Ferree as well as national foundations and federal programs

FUN FACTS

- Average Years at the College : 9
- Average Years of Fundraising Experience: 10
- Institutional Advancement is Development, Alumni Relations and the High Family Business Center
- Development visits with over 500 alumni, parents, friends, busi and foundations each year.
- It is 54 Steps to Reach Our Department in Alpha



Millions Raised to Support:

Bower Center Young Center McCormick Lab New Academic Programs Scholarships Student/Faculty Research Campus Enhancements Programming Endowments Cross Cultural Experiences Center for Global Understanding and Peacemaking