

## **Report of the Committee on Development for the Year ending June 30, 2005**

During the past year, external funding above members dues provided \$284,983 for Grants-in-Aid of Research. This amount includes the establishment of the Richard H. and Nancy O. Siderits Fund within the endowment for research and the annual contribution from the National Academy of Sciences (NAS). The Academy also provided \$21,594 to offset the expenses to administer the NAS funds provided for Grants-in-Aid of Research. The Society also received the initial contribution from Walston Chubb to establish the Walston Chubb Award for Innovation.

Over the past two years over 209 members and friends have chosen to honor others with commemorative paving stones and benches in the Sigma Xi Center Plaza. A further 19 Sigma Xi Chapters have also supported the Society through paving stones. These gifts are appreciated.

However, development activities have not met expectations this past fiscal year. While the Society's operations depend upon externally generated funds, neither the Annual Fund nor the Capital Campaign produced sufficient net revenues to meet either current or future needs.

The Capital Campaign mailings generated \$80,000 less than the gross expenses (including printing and mailing costs, salaries, Year-in-Review publication, donor list, travel and other overheads) associated with this activity. The Annual Fund Campaign brought in \$208,000 which was more than the associated expenditures, but the return was unsatisfactory.

These results are not a reflection on the current staff who are dedicated to Sigma Xi. Rather, the Society was not organized for effective development operations. Under the leadership of the Executive Director, Dr. Patrick Sculley, this area of operation has been reorganized into a Development Department and a Director of Development, Kristen Greenaway, has been appointed after an extensive national search. Building upon an action plan drafted by the Development Committee in fall 2004, Kristen has developed a comprehensive development plan to be presented to the Strategic Planning Committee. This will encompass the Annual Fund, Endowment Development, and Planned Giving. Implementing the proposed development strategy will be an ambitious undertaking but its success is critical to the future of Sigma Xi. It will take the concentrated effort of the Society's leadership, membership, and chapters to achieve success and insure the future of Sigma Xi.

As Chair of the Committee on Development, I would like to thank the other members of the Committee on Development for their time and wise counsel during this difficult period. The Committee would also like to thank the Sigma Xi executive leadership and staff for recognizing the need for reorganization and taking appropriate action.

Raymond P. Lutz Chair, Committee on Development

Members of the Committee on Development for the year ending 30 June 2005 were:

George Bugliarello  
Lawrence M. Kushner  
William A. Lester  
John H. Moore  
Katherine F.K. Schrubbe  
John U. Trefny