

## Report of the Committee on Development for the Year ending June 30, 2006

Under the leadership of the Executive Director, Dr. Patrick Sculley, the Society reorganized its development operations for FY2006. A new Director of Development, Kristen Greenaway, with a focus purely on development, started her new role at the beginning of FY2006. She immediately developed a comprehensive development plan, which was presented to, and approved by, the Strategic Planning Committee. This plan took a fresh look at the Annual Fund, Major Gifts, Endowment Development and Planned Giving.

In Kristen's first year we reached 200% of the set FY2006 target, raising \$555,000. Sixty-three percent of the funds raised (119% of target) were unrestricted (\$330,000). Expenses were decreased by \$55,000, thus allowing for the funding of the new Sigma Xi DVD at \$56K. And net revenue YE FY2006 was \$339,400 (vs. \$969 for FY2005).

The Annual Fund deserves a mention. Sixty-two thousand of our members have never donated to the Society. A feature of Development's long-term strategy has been to promote a \$25 starter commitment. But this can only come about by making our members aware of the programs and activities that Sigma Xi is undertaking and by promoting the concept that the Society is making a difference in science and engineering.

A number of new programs also helped the increase in funding. For example, we are actively seeking funding for the non-endowed Young Investigator Award (from Sigma Xi's past-Presidents) and the under-endowed Procter Award. Our revised Planned Giving program now includes Charitable Remainder Trusts and gifts of life insurance and appreciated securities, and promotes the concept "Would you consider making a planned gift to Sigma Xi if we could show you how?"

With the conception of the Grants-in-Aid of Research Centennial Campaign, we have initiated a major long-term plan to increase the current GIAR endowment from \$3.8M to \$22M by 2022. It is intended that this money will come directly from past GIAR recipients.

A new tool created for the Society under Development's auspices is the Sigma Xi DVD, "Making a Difference in Science and Engineering". This 15-minute video documentary features Sigma Xi members describing the Society in their own words. The 10 short segments or modules that make up the documentary cover different aspects of the Society, providing an excellent overview of Sigma Xi's mission, programs and activities. Available online and in a DVD format, the multi-purpose video is designed for prospective Sigma Xi members, new initiates, supporters and public audiences. The DVD will be the central theme for FY2007's Annual Fund.

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 new year, and for their years of service to the Committee. A primarily new Committee will be in place for FY2007. 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 2006 were:  
George Bugliarello  
Lawrence M. Kushner  
William A. Lester  
John H. Moore  
Katherine F.K. Schrubbe  
John U. Trefny