TOGETHER for SMITH
Philanthropy Powers Smith
A Tradition of Impact
Beth Raffeld
Vice President for Development
Sustaining
Meaningful
Inspirational
Transformational
Historic
Sustaining
Meaningful
Inspirational
Transformational
Historic
Philanthropy Powers Smith
Now and in the Future

Betsy Wydra Carpenter ’93
Campaign & Development Director
The Importance of Philanthropy

- Critical to financial structure
- Financial accessibility for qualified students
- New academic programs
- New spaces
- Day to day operations
- Preparing for the future
Ways to Give

- **Annual Gifts**
  - The Smith Fund
  - Friends Groups
  - Local Clubs

- **Gift Planning**
  - Life Income Gifts
  - Estate Plans

- **Individual Gifts**
  - Restricted Gifts
  - Endowment

- **Corporations and Foundations**
Campaign Progress -- $437,703,353

- Target Goal at $450M
- Commitments
Great Accomplishments

- $112M+ in new endowed scholarship funds
- Janet Wright Ketcham ’53 Chair for Middle East Studies
- 2 Art Museum curatorships
  - Asian Art and Contemporary Art
- New Neilson Renovation
- Jill Ker Conway Center for Entrepreneurship and Innovation
Great Accomplishments

- 5 Named Centers
  - Jandon Center for Community Engagement
  - Lazarus Career Development Center
  - Lewis Center for Global Leadership
  - Schacht Center for Health and Wellness
  - Wurtele Center for Work and Life

- Center for the Environment, Ecological Design and Sustainability
What Can I Do?

- Make a gift by December 31st!
- Encourage your friends to join you as donors.
- Share news about Smith and the opportunity to give on your social media networks.
- Be an ambassador.
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Immediate Support

Maria Held
Smith Fund Director
The Smith Fund

Help Power the College We Love

- Financial aid
- Neilson Library
- Diversity & Inclusion programming
- Student/faculty research
- Sustainability initiatives
- Study away experiences
- Start-up funding for new initiatives

The Smith Fund provides critical funding for College operations. Your annual gift is important!
FY16 Annual Fund, 10 Peer Colleges

- Amherst: $8,714,487
- Colby: $3,612,783
- Colgate: $6,684,350
- Hamilton: $5,575,501
- Haverford: $3,091,948
- Mount Holyoke: $8,577,523
- Vassar: $7,614,697
- Wellesley: $10,329,021
- Williams: $11,776,964

Smith! $11,774,644
Annual Alumnae Giving Participation

Your Gift has Impact

- Component of *US News & World Report* ranking metric
- Each year, gifts of $100 or less total *more than* $500,000

Alumnae  Students
What Can I Do?

National Philanthropy Day – November 15th!

- 2,500 gifts totaling $1 million
- Help us spread the word
- Sign up to be an “Advocate”

Visit our info table by the coffee station *(next door)*!
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Planning for the Future

Sam Samuels
Director for Gift Planning
The Grécourt Society

“Isn’t that for rich people?”

- What is it?
- Who’s in it?
- How do I become a member?
The Grécourt Society

What is it?

- Honorary society for those who have included Smith in their estate plan.

Who’s in it?

- 2133 living members

How do I become a member?

- Make a planned gift – and inform the college of it!
Joining Grécourt

A planned gift . . . What’s that?

▪ A bequest in your will or trust (Of any size!)

▪ Name Smith as beneficiary of your:
  – Retirement plan
  – Life insurance policy
  – Other

▪ Do a life-income gift: A gift that pays YOU income for life!
  – Charitable Gift Annuity
  – Charitable Remainder Trust

▪ Give Real Estate
  – Outright; or
  – In will; or
  – Retain the right to live in it for life
Impact of Planned Gifts at Smith

Smith College was founded by a bequest:

“I hereby make the following provisions for the establishment and maintenance of an Institution for the higher education of young women, with the design to furnish for my own sex means and facilities for education equal to those which are afforded now in our Colleges to young men . . .

“I would have it a perennial blessing to the country and the world.”
Impact of Planned Gifts at Smith

- Realized bequests average $12.6 million per year (over past 10 years)

- Approximately $170 million in planned gifts of all kinds in *Women for the World* campaign

- Planned gifts have:
  - Named academic centers
  - Provided scholarships
  - Named physical spaces on campus
  - Contributed to the college’s general operations
  - You name it! (within reason)
Planned Giving Total
10 Peer Colleges Over 10-year Period

- Amherst: $115,798,296
- Colby: $31,039,886
- Colgate: $40,940,893
- Colorado: $18,752,580
- Hamilton: $56,301,650
- Mount Holyoke: $83,348,253
- Vassar: $74,389,897
- Wellesley: $132,848,675
- Williams: $65,023,221
- Smith: $147,959,618
"I have found the way to repay what I consider my debt to Smith."

Viola Spinelli ’47

Charitable bequest helps Smith students master quantitative reasoning

"Being a graduate of Smith College opened all the doors I wanted to open."

The Spinelli Center addresses that problem head on. Under Director

Volunteer Leadership Conference

A gift for numbers

Helping students far into the future. "I feel as if I'm part of it," Vi says.

The Grécourt Society: Your Legacy to Future Generations of Smith Women

Viola Spinelli ’47 and Catherine McCune

Together for Smith
A whisper in her ear

Alumna’s charitable gift annuity honors a friend’s memory

“[quote]I’m helping Smith, helping a scholarship, and helping myself.”

Jacqueline Sawyer ’74
“I’m young, but I’m not irresponsible, and I’m certainly not invincible.”
Grace Burberry-Martin ’11

At age 21, she has already remembered Smith in her will

A senior’s gift to future students

At 21, Grace Burberry-Martin ’11 became the youngest member of The Grécourt Society when she wrote a will to the Naval Criminal Investigation Service in Washington, DC. “I could not have done it without my Praxis stipend,” Grace said.
What Can I Do?

- Make a will! (Not just for Smith – for yourself!)
- See who’s beneficiary of your retirement plan – could you choose Smith?
- Look through the “Guide to Gift Planning” in your conference materials
- Talk to your financial adviser
- Call us!
Thank you –

for your enthusiasm, commitment, dedication and generosity!