

**SCHOOL CAMPAIGN
CONFIDENTIAL PROSPECT BRIEFING DOCUMENT**

DRAFT

MR. & MRS. JOHN C. DONOR (JOHN & DOLLY) '44

WESTPORT, CT AND PALM BEACH, FL

OVERVIEW OF OBJECTIVES:

- Headmaster and DoD to meet in FL.
- Stewardship: Impact of *Donor* Learning Center and plans for Center/Library; update on School entrepreneurship group since their visit to company. Thank for \$7,500 AF gift on 12/30/15.
- Campaign briefing: Review prospectus, give campaign overview and seek feedback on strengths/weaknesses/ interests. Listen for path to solicitation. Would he be interested in endowing Center, scholarship or another initiative? Qualify for request of \$500,000.
- Secure reason and permission for next meeting in Westport in spring.

RATIONALE/QUALIFICATIONS:

- Giving history:
 - Lifetime Giving Amount: \$373,909, No. of Gifts - 29
 - First Gift: 8/23/1991: \$250, Alumni Fund
 - Largest Gift: 3/11/2014: \$250,000, *Donor* Learning Center
 - Gift was orchestrated by daughter Holly and given by the company in his honor.
 - Last Gift: Cash 12/30/2015: \$7,500, Alumni Fund
- Ratings
 - RP: Major Gift Capacity: \$100,001 - \$250,000
 - Larkspur rating: \$10-20M
 - TA Target Gift Dollar Range: \$100,001+/yr
 - TA Major Gift Likelihood: 996
 - TA Planned Gift Likelihood: 892
 - TA Velocity Rating: At risk
- Former Co-Chairman of Company X. Daughter Holly took over as CEO in 2005. Annual revenues of \$50 to 100M.
- House in Westport assessed at \$1.47M; house in Palm Beach assessed at \$425k; house in Ludlow, VT assessed at \$621k.
- John is President and Dolly is VP of John and Dolly Donor Foundation. Daughters Lori and Holly are also on Board. Supports 8 annual scholarships to University Y.

FAMILY/RELATIONSHIP TO SCHOOL:

- John Donor '44, during his time at School, was a four-year council member, a Warden, an Order of Highest Honor recipient, a football, hockey and baseball player as well as an honor roll student from New York City. His 1944 yearbook referred to his "energy and capacity for doing things well." After School, John attended Yale, then the army for a year and a half [studying Japanese at U. Penn in preparation for a military stint in Japan, where he was in 1946], then back to Yale; going into business with his family in 1948. He attributes his ability to work with people to the countless meetings he had at School for student council. "The management and planning of the council meetings helped me learn at an early time in life the importance of work, planning, and dealing with other people and personalities."
- Was a scholarship student at School and is very partial to scholarships (ie. fdn commitment to University).
- Distinguished Alumni Award recipient in 2010.
- Member of Bequest Society.
- Two daughters, Holly and Lori. Holly was architect of \$250k gift and needs to be part of strategy.