Thank you for volunteering as a class agent!

Middlebury’s Annual Fund could not be successful without the work of our outstanding volunteers. As fellow volunteers and members of Middlebury’s Annual Fund Executive Committee, it’s our job to take an active role in ensuring that Middlebury meets its annual goals and commitments. We are here to help you, so please don’t hesitate to contact us with any questions or concerns.

**ANNUAL FUND EXECUTIVE COMMITTEE**

Bob Bourque ’75, P’16 (chair)
rabourque@mac.com

Lindsay McPherson Batastini ’03
lindsaymcp@gmail.com

Jim Calise ’88
calise@bellsouth.net

Elizabeth Eppes Winton ’84, P’13
evinton@mac.com

Calvin Garner ’06
calvin.h.garner@gmail.com

Andy Gluck ’85, P’14
gluckeraol.com

Sue Follett Panella ’80, P’15
panellasecomcast.net

Philip Picotte ’08
ppicotte@gmail.com

Marlisa Simonson ’96
marlisa_simonson@hotmail.com

**Your Role** You serve as the primary contact between the College and your classmates. The two key goals of our class agent program are to increase class participation and to keep individual classmates connected to each other and the College.

**RESPONSIBILITIES**

Lead by example: make your gift to Middlebury by December 31.

Attend the Alumni Leadership Conference at Homecoming in October.

Contact 10–20 classmates about making their annual gift.

There are two contact periods during the year: one in the fall and one in the spring.

Share Middlebury news with your classmates.

Relay feedback from classmates to the Annual Giving team.

Thank those who make a gift! Every gift deserves a personal thank you.

**Our Goals**

CLASS AGENT GOALS

Contact 10–20 classmates.

Increase individual class participation.

OVERALL ANNUAL GIVING GOALS

$15.1 million from alumni, parents, and friends

$5.5 million from undergraduate alumni

56 percent overall undergraduate alumni participation

---

We Count on You!

Class agents are an essential piece of the Annual Fund puzzle. Without your efforts, Middlebury would not be able to reach its participation and dollar goals. Annual Giving provides 8 percent of Middlebury’s budget and helps make up the difference between tuition and the actual cost per student.

Thank you for volunteering as a class agent!
Participation *Really* Matters!

The size of the gift does not matter as much as the act of giving.

1. Gifts of $250 or less added up to $881,443 last year.

2. Outside organizations, including foundations, view participation as one measure of the overall strength of the institution.

3. Alumni support helps students access a Middlebury education and allows our admissions process to remain need-blind.

4. More students are able to take part in experiential learning opportunities, a necessity for staying competitive in today’s job market, because alumni give back.

5. Middlebury is a leader among liberal arts colleges and needs the support of its alumni each year to continue growing and improving.

6. The cost per undergraduate student—approximately $70,000—is about 18.6 percent more than the comprehensive fee of $57,075. Therefore, all students, even those paying full tuition, receive a hidden scholarship, provided in large measure by alumni gifts.

Agents in Action

Use Middlebury’s online volunteer database to make your life easier! Find it at go.middlebury.edu/aia.

- Select assignments by simply checking a box.
- View up-to-date giving and contact information for each person on your list.
- Receive an e-mail notification when one of your assignments makes a gift.

First Step: Prepare

Make your own gift first. Your classmates are more likely to join you in giving if you lead by example.

Review your assignments’ giving histories. Are they consistent donors?

Use Agents in Action to find up-to-date giving and contact information.

Stay informed. The more you know about the College’s priorities, the easier your job will be. Middlebury’s website (www.middlebury.edu) is a treasure trove of current stories about students, faculty, and College initiatives. Visiting the home page regularly and reading the stories that appear there can be very helpful.

OTHER PLACES TO GET HANDY INFORMATION

Class Agent Resources
go.middlebury.edu/classagent

Middlebury Magazine
www.middmag.com

Middlebury on Twitter
http://twitter.com/middlebury

Middlebury on Facebook
http://facebook.com/middalam

Second Step: Make the Contact

Be up front. Let them know right away that you are working as a volunteer for Middlebury and inform them of the class fundraising goals.

Find common ground. What did your classmates cherish most about their Middlebury experience?

Stress participation. Let them know that their gift, whatever the size, truly does matter.

Ask about matching gifts. Does their employer have a matching gift program?

Check contact information. Confirm mailing addresses, telephone numbers, and e-mail addresses.

Third Step: Follow Up

You will receive an e-mail notification from AIA once a classmate assigned to you makes a gift.

Don’t forget to thank personally those who make a gift.
Giving Societies
Your contacts may be interested in giving at levels that afford recognition and membership in one of these societies.

THE TRUE BLUE SOCIETY recognizes Middlebury’s most loyal donors, who have made gifts consistently for at least the last three fiscal years.

THE 1800 SOCIETY recognizes the alumni with the ability and desire to support Middlebury at a leadership level. There are several different levels to the 1800 Society.

Panther Society I (0–5 years out)
$250 and above

Panther Society II (6–10 years out)
$750 and above

Founders Associates
$1,800–$9,999

Old Chapel Fellows
$10,000–$24,999

President’s Circle
$25,000 and above

THE CANE SOCIETY recognizes those individuals who have established life-income gifts or bequests to benefit Middlebury.

Increasing the Impact of a Gift
A few ways your classmates can increase the impact of their gifts are listed below. Please contact your Annual Giving staff coordinator if you have questions or need more information.

Multiyear pledges
Corporate matching gift
Gifts of securities and mutual funds
Creative, flexible giving options: go.middlebury.edu/giftplanning

RECURRING GIFTS
Set it and forget it! By setting up a recurring gift online, alumni can be assured of never missing the end of a fiscal year again. Recurring gifts are also an easy way to increase giving because small monthly deductions add up to a larger annual gift.

Ways to Give
ONLINE
go.middlebury.edu/give

PHONE 888.367.6433 (toll free)
MAIL Gift Administration,
Middlebury College, 5 Court Street,
Middlebury, VT 05753

FACEBOOK
Friend Midd alum at http://facebook.com/middalum
Share, comment, and like posts on the Midd alum profile

TWITTER
Follow middalumni
Retweet from @middalumni
Use Middlebury hashtags from go.middlebury.edu/hashtag

Timeline of Events and Action Items

October 11–13
Fall Family Weekend
- Fall class letters mailed

October 25–27
Alumni Leadership Conference
- Join fellow volunteers for a weekend of planning

Homecoming
- Select and confirm list of assignments by October 25

November 1–December 15
Fall Contact Period
- Contact your assignments

December 31
End of Tax Year
- Lead by example, make your gift

February 21–22
Winter Carnival
- Spring class letter mailed

May 1–June 15
Spring Contact Period
- Contact your assignments

May 25
Commencement

June 30
End of Middlebury’s Fiscal Year
- Pat yourself on the back!
Middlebury’s budget is $292 million and includes the undergraduate college, Language Schools and Schools Abroad, Bread Loaf School of English and Writers’ Conference, and Monterey Institute of International Studies.

Contingency and Campaign 1%
Sponsored Activities 3%
Auxiliaries 3%
Equipment and R&RR 4%
Debt Service 5%
Library and Information Services 6%
Maintenance and Operations 9%
Institutional Support 10%

Strategic Initiatives 1%
Instruction 30%
Financial Aid 17%
Student Services 11%

Annual Giving Staff

OFFICE OF ANNUAL GIVING
Middlebury College
Middlebury, Vermont 05753
Phone: 802.443.2002
Toll Free: 888.367.6433
Web page: go.middlebury.edu/give

DIRECTOR OF ANNUAL GIVING
Jeff Stauch ’05 802.443.3493
jstauch@middlebury.edu

ASSISTANT DIRECTORS OF ANNUAL GIVING
Abby Blum ’08 802.443.5444
ablum@middlebury.edu
Lindsay Longe 802.443.5509
llonge@middlebury.edu
Kevin Morgenstein Fuerst 802.443.5730
kmorgensteinfuerst@middlebury.edu
Kris Williams ’11.5 802.443.5622
kwwillia@middlebury.edu