



Volunteer Glossary

Annual Giving

Gifts made annually for budgeted expenses. The Annual Fund (also called the Alumni Fund), together with tuition revenues and endowment income, is the foundation for the institution's budget. The Annual Fund receives money for the "here and now."

Challenge Gift

A gift made on the condition that it be matched "dollar for dollar" or that it inspire a specific number of donors to make a gift within a specified window of time.

Endowment

The endowment is a permanent fund that helps ensure Middlebury's financial stability, flexibility, and autonomy. The endowment comprises hundreds of restricted and unrestricted individual endowments. The earnings from the endowment support in perpetuity Middlebury's programs and initiatives, including scholarships, professorships and faculty support, internships, and research fellowships.

Fiscal Year

Middlebury's fiscal year runs from July 1 to June 30.

Calendar Year

January 1 to December 31. Some donors prefer to organize their giving around the calendar year, which is why we draw attention to December 31.

Gifts-in-Kind

In-kind donations are a type of charitable giving in which tangible items, as opposed to gifts of cash or stock, are given. Typical examples of gifts-in-kind are artwork and property.

LYBUNT (acronym)

A donor who gave Last Year But Unfortunately Not This year.

Matching Gift

A gift made by a corporation, business, or foundation to match a gift by one of its employees (the most common type of matching gift here at Middlebury).

Middlebury Volunteer Portal (MVP)

The online task system used by Annual Giving volunteers. [MVP](#) allows volunteers to choose and manage their assignments, find online resources (like email templates), and communicate efficiently via email merges.

Non-donors

Alumni who have not made a gift in the current fiscal year.

Participation

The percentage of alumni with active records who make a gift during the fiscal year.

Planned Gift

A gift made through a will, retirement account, or other beneficiary designation.

Pledge

A donor's commitment to make a gift over a specific period (either by the end of the current fiscal year or over the course of several fiscal years). The College will send pledge reminders until the pledge is fulfilled. During each fiscal year when the pledge is active, donors have until June 30 to make their pledge payment.

Student Ambassador Program

The group of student workers who make phone calls on behalf of Middlebury. These students ask for gifts, make event reminder calls, and call to thank donors, among other tasks.

SYBUNT (acronym)

A donor who gave Some Year But Unfortunately Not This year. "Some" refers to any year more than one year out.

TRUE BLUE

A donor who has given three (3) consecutive years or more (e.g., FY17–FY20).

Lapsed TRUE BLUE

A donor who gave three (3) consecutive years or more but did not give last fiscal year.

CONTACT US

Annual Giving

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