Now at F&M, we accept the challenge required for deep learning. We test each other’s ideas because we believe in the power of shared understanding. We connect as faculty and students because we believe in being present for each other. We bond as alumni because we see who we are . . .

DEAR ALUMNI, PARENTS AND FRIENDS:
As the 16th president of Franklin & Marshall College, I have the privilege of observing F&M up close every day. Over the course of my first year, I quickly discovered that the closer you look at this place—its people, curriculum, programs and mission—the better it is. For more than 230 years, we have claimed the name as a leading liberal arts college, and we’re getting ever better!

Like me, you take pride in F&M, in who we are now and where we are going next. That pride drives the success of “Now to Next: The Campaign for Franklin & Marshall College.” It is my pleasure, therefore, to welcome you to the pages of this report, and I invite you to look at the details of the campaign’s great success so far.

Within these pages, you will find the power of the F&M experience. Our talented students follow their intellectual curiosity and stretch to pursue new interests far afield from their major. Our stellar faculty are both scholars at the forefront of meaningful scholarship, and educators who prioritize student engagement and creative pedagogy. And our alumni,
our biggest strength, are both modest about how hard they worked to earn their undergraduate degree and proud of the many accomplishments made possible because of it.

I believe equipping future generations of Diplomats with this same power, in the form of an exceptional F&M education, is one of our best hopes for the world. But it’s a collective endeavor, and we’re not finished yet.

The success of this first year of the campaign’s public phase speaks to our community’s shared pride in the College. We give our time and money to the things we value, and we at F&M are grateful that you, too, see the enduring value of a liberal arts education. With every gift, with every volunteer hour invested, you increase the value of an F&M degree. The continued growth of the campaign and consistent engagement from alumni, parents and friends will be vitally important as we continue to move F&M from now to next.

I thank you for staying connected to this outstanding school and choosing to look a little closer at what you can do to make F&M an even better place.

With gratitude,

Barbara K. Altmann, Ph.D.
This report reflects campaign gifts received from July 1, 2018, through June 30, 2019.
Championing Franklin & Marshall Like Never Before
When the “Now to Next” campaign launched publicly during TRUE BLUE Weekend in October 2018, the energy at the event was palpable.

Diplomats had good reason to be excited: With the rollout of the most ambitious comprehensive campaign in the College’s history, F&M is now poised to make an unprecedented impact. The $200 million campaign is rallying alumni, parents and friends of the College at all levels of giving to infuse F&M with the resources it needs to build toward an exceptional future. Three guiding priorities—advancing academic excellence, strengthening an extraordinary student experience, and supporting every student every day through the Franklin & Marshall Fund—offer numerous opportunities for alumni and friends to champion the College through this historic campaign.

From student scholarships to faculty research support, enhancements to health and wellness to leadership programs for student-athletes, post-graduate preparation to capital projects in the arts and athletics, there are unlimited ways to make a difference and advance F&M’s students and alumni forward.

During a series of events held throughout the nation, as well as an international campaign event in London this past June, President Altmann made a compelling case for giving to the College. Her call to action? “To bring about what is next, we need you. I ask you to be bold, to find inspiration in what you’ve seen and heard. To be champions of Franklin & Marshall. To move with us from Now to Next.”

It is a call that has resonated with many in the F&M community, who have given nearly $152 million to date for the College that helped chart their pathways to success. The campaign, which is already a record-setting effort for F&M, has elicited transformative gifts that have fueled capital projects and endowed funds, as well as critical annual gifts that power the Franklin & Marshall Fund. “Now to Next” has benefitted from the generosity of alumni from many decades past—as well as more recent alumni.
Indeed, the strength of “Now to Next”—what makes our F&M family great—is the generosity bestowed to the College by every living class, representing every philanthropic budget, to touch every student on this campus.

Thanks to leadership from the Board of Trustees, Campaign Chairs Leonard M. Klehr, Esq. ’72, P’12, Susan Kline Klehr ’73, P’12, and Benjamin J. Winter ’67, and the overwhelming support of the 19,000 alumni and friends who have contributed to the campaign so far, F&M is propelled forward to take on what’s next.

"I ask you to be bold, to find inspiration in what you’ve seen and heard. To be champions of Franklin & Marshall. To move with us from Now to Next.”

B AR B A R A  K. A LT M A NN, P R E S I D E N T

Campaign Progress by Gift Amount

- Dollars Needed
- Dollars Raised

OVERALL 76% OF TOTAL GOAL HAS BEEN REACHED

1. Barbara Altmann and Mike Dee ’85
2. Trustee H. Art Taylor, Esq. ’80
3. Jenna Alsayegh ’10 and Anna Lippe ’10
Where We’re Headed

With 76 percent of the campaign goal achieved, F&M is riding an incredible wave of momentum. But to finish strong, the College and its supporters must continue to focus on the opportunities for philanthropy to transform the campus. It’s a lofty goal, but one that is within reach, says President Altmann: “The next great advance in the College’s stature and impact now lies within our grasp.”

Key to reaching “Now to Next’s” audacious goal? Gifts to the Franklin & Marshall Fund, which supports every student every day with unrestricted funding for programming and learning opportunities that would otherwise be out of reach. Collectively, F&M’s 28,000 living alumni around the globe can make a difference for students now through loyalty and annual giving—while strengthening the College’s future.

For F&M supporters with the means to do so, the Franklin & Marshall College Trustee Endowed Scholarship Challenge provides a rare opportunity to create a named endowment fund with a $200,000 gift—rather than the usual $250,000 threshold for establishing named endowed scholarships. The challenge, funded by $2.5 million from F&M Trustees David H. Lehman, Ph.D., ’68, P’01, Eric C. Rackow, M.D. ’67, Susan Kline Klehr ’73, P’12 and Leonard Klehr ’72, P’12, Laurence A. Shadek, ’72, P’05, P’06, Edward D. Van Dolsen ’80, and Raymond A. Sanseverino ’68, President Altmann, and a bequest from the Estate of Myron Portenar ’49, provides a 1:4 match to create up to 50 new endowed scholarships that will benefit students in perpetuity. Response to this opportunity has been very strong, with more than $3 million in financial aid gifts committed, which was matched by $750,000.

Numerous opportunities representing nearly every interest remain available for investment. For example, philanthropy could support F&M’s unique College House residential community, which provides dynamic spaces where students and faculty continue their conversations outside the classroom. All first-year students are assigned to houses with distinctive themes—where residents determine their own paths of study and play and manage their own programming budgets. Likewise, philanthropy could enable the Office of Student and Post-Graduate Development (OSPGD) to empower F&M students and graduates to discover their career paths and then to excel in their post-graduate studies and/or careers. OSPGD’s groundbreaking work in this area has already distinguished F&M among its peer institutions, and private support could amplify its impact.
### Campaign Priorities

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<th>Initiative</th>
<th>Goal</th>
<th>Total Raised</th>
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<td>Financial Aid</td>
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<td>Academic Program</td>
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<td>Student Experience</td>
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<td>Co-curricular Programs</td>
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<td>Athletics</td>
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<td>OSPGD</td>
<td>$9 m</td>
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<td>Franklin &amp; Marshall Fund</td>
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<tr>
<td>Commitments to be Allocated</td>
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<td>$8,215,640</td>
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</tbody>
</table>

**Total Goal: $200 Million**

**Campaign Total:** $151,952,287

“We can take F&M to a new level of achievement in the arts and sciences, in scholarship and service. In doing so, we can lift F&M to a new level of national prominence.”

**B A R B A R A K. A L T M A N N, P R E S I D E N T**

President Altmann and “Now to Next” Campaign Chairs Leonard M. Klehr, Susan Kline Klehr and Benjamin J. Winter invite us to dream big. “We can take F&M to a new level of achievement in the arts and sciences, in scholarship and service. In doing so, we can lift F&M to a new level of national prominence,” says President Altmann.

The Klehrs, whose campaign gift included a $1 million infusion to their existing scholarship endowment, and additional support for the Franklin & Marshall Fund and Trustee Scholarship Challenge, are honored to give back to the institution that inspired their successes. Says Leonard Klehr, “I was fortunate enough to attend F&M on
a full scholarship, as did my older brother. My parents were working-class immigrants and could not afford the cost. I benefited from someone else’s generosity and it’s very rewarding for me that we can give that opportunity to future students.”

Susan Klehr concurs. “When they get here, students benefit from a comprehensive advisory system in addition to outstanding and committed faculty,” she says. “In my service on the Board of Trustees, I get to see the excellent results. This gift makes this kind of access and support available for more students.”

Benjamin Winter, who along with wife Susan made history with a $10 million gift to name the Susan and Benjamin Winter Visual Arts Center, looks to F&M’s talented students for inspiration. “Susan and I continue to be inspired by the students at F&M who will ensure a brighter future and better world ahead for all of us,” he says. “We’re pleased with the thought that the new visual arts building will help the College community see in new ways, think in new ways, and reach together for that next level of greatness.”

The next level of greatness is well within reach, thanks to the generosity of the F&M family who wholeheartedly champion their College.

What “Now to Next” Means to Board of Trustees Chair
Susan L. Washburn ’73

For this girl from New Jersey—the first in my family to attend college—to be in the first class of women at Franklin & Marshall was truly transformative. I thought I was a good student until I came to Franklin & Marshall, but there’s nothing like earning straight A’s in high school and then failing your first exam in college to wake you up. I experienced an intellectual explosion at Franklin & Marshall, and I want my alma mater to be able to continue to light that spark that occurs when you bring together the minds of brilliant faculty members and eager students. That’s what the “Now to Next” campaign is about; it’s about the magic that happens in a classroom or a laboratory or on the athletic fields. And I want to secure that magic for the next generations of students.

Together, we rise—from now to next.
“I received financial aid that was a help to me as a student, so I wanted to give back to the F&M students of today. . .

I also wanted to assist the students that my wife Linda cared so much about, and the endowed scholarship will do that, in her memory.”
Professor Alan Glazer, Ph.D. ’69 is an F&M supporter for life. He is the Henry P. and Mary B. Stager Professor of Business at Franklin & Marshall College. He has taught accounting and completed research at his alma mater since 1975—nearly 45 years. In 2019, he also celebrated his 50th reunion at F&M, and he marked that milestone by creating two scholarships for local high school students hoping to attend F&M.

“I received financial aid that was a help to me as a student, so I wanted to give back to the F&M students of today,” Glazer said. “I also wanted to assist the students that my wife Linda cared so much about, and the endowed scholarship will do that, in her memory.”

Supporting the next generation of students has always been important to Glazer. His own mentor and adviser as a student at F&M encouraged him to apply for the faculty opening that became his first job.

Returning to teach at F&M was a hard decision; he and Linda were happy in Philadelphia, and planned to stay there. But F&M was close by, he could finish his graduate work at the University of Pennsylvania, and they didn’t plan to stay in Lancaster forever.

“F&M was a good place to start a career,” he said, “and, honestly, our plan was to go back to Philly. But the students were good students, the faculty was treated well, I was able to get involved in research, and my wife made friends. We had a daughter, and Lancaster and F&M just became our home.”

Glazer said he’s been pleased with the mix of research and teaching that F&M has always expected.

“Here, teaching and research complement each other,” he said, “and the College supports both activities.”

When their daughter, Gwen, started junior high school, Linda began working in the Pennsylvania Migrant Education program, tutoring and mentoring students in elementary schools in the School District of Lancaster. She threw herself into the work, and got to know the students and their families. In return, she was well loved by both the students and the elementary teachers working with the program. Linda passed away in 2012.

Glazer has created two scholarships in Linda’s memory. Because of her love for the students with whom she worked, he has established scholarships that will benefit students who attend F&M after graduating from Lancaster’s McCaskey High School, the high school in the district where she worked.

The scholarships are the Linda and Professor Alan Glazer ’69 Franklin & Marshall Fund Scholarship and the Linda and Professor Alan Glazer ’69 Endowed Scholarship. He will fund the scholarships with required distributions from his IRA, and will also make use of matching funds from the Trustee Endowed Scholarship Challenge. (See page 9.)
Strengthening an Extraordinary Student Experience

KATHY HAY STINE ’85 MAKES STUDY ABROAD MORE AFFORDABLE

Inspired by her father’s philosophy that travel is essential to the human experience, Kathy Hay Stine ’85 spent her junior year studying in Scotland at the University of Edinburgh and traveling the European continent.

“My father, Jack Hay, believed it was a necessary complement to a person’s education; opening people’s eyes and minds to life in other cultures,” Stine said. “He studied abroad; he was a teacher, and he traveled internationally.”

At Edinburgh, where she studied economics and international law, Stine served as coxswain on the crew team. She also traveled by rail and boat around the United Kingdom and the European continent. She went to France, Germany, Denmark, Greece and Spain, where her son, Matthew, a recent graduate of Gettysburg College, studied during his junior year.

To strengthen Franklin & Marshall College’s extraordinary student experience, Stine gave $250,000 to endow a fund in the name of her father. The Jack Hay Memorial Covenant Fund for Study Abroad Endowment provides for pre-departure and cultural enrichment expenses that students incur related to studying abroad, from obtaining a passport to purchasing a railway ticket, visiting a museum or attending a concert.

“The idea is to make the experience affordable to students on a limited budget,” she said. “There are hidden costs, and F&M’s mission is to make available these experiences to students no matter what their socioeconomic background.”

Sue Mennicke, associate dean for F&M’s international programs, said, “The funding is not just for travel, but for opportunities that enhance the student’s academic and cultural experiences.”

For Stine, wanting to give, whether her money or her time, is a natural inclination. For more than 16 years, she has been part of a nonprofit organization to help the homeless in Essex County, N.J. The 1,200 volunteers at Interfaith Hospitality Network provide temporary shelter, after-school care, transportation and other assistance to nearly 300 people each year.

To create the endowment, Stine plans to contribute $50,000 annually for five years. But for an endowment to become active, the entire amount pledged must be received. Stine found a way to help students in need immediately.

She is providing an additional contribution each year until the endowment pledge is fulfilled, so that study abroad expenses will be covered.

“We have students who can’t afford the mailing costs to send in their passport application,” Stine said. “Together, we are working to ensure that every F&M student has the opportunity to study abroad.”
“My father, Jack Hay, believed it was a necessary complement to a person’s education; opening people’s eyes and minds to life in other cultures . . .

The idea is to make the experience affordable to students on a limited budget. There are hidden costs, and F&M’s mission is to make available these experiences to students no matter what their socioeconomic background.”
Million-dollar gifts often grab the most attention during campaigns. But at Franklin & Marshall, we know that participation from all our alumni and friends is key to the success of “Now to Next.” Loyal and leadership donors to the F&M Annual Fund play a critical role in connecting students to unprecedented opportunities.

It’s About Loyalty... 

BILL FERGUSSON ’68 IS LOYALTY IN ACTION.

The longtime volunteer and consistent annual donor over several decades recently chaired his 50th reunion committee and currently serves as a member of the F&M Fund Global Steering Committee.

Fergusson values the liberal arts education he received at F&M and continues to support the College. “We learn values, ethics, morality, and life’s lessons by studying the humanities and getting educated in the liberal arts,” explains Fergusson. “F&M alumni must defend the type of education offered by places like our alma mater.”

For him, and many other F&M alumni, the valuable aspects of his education also extended outside of its formal lessons. “When I found myself in a bad place academically during freshman year, I learned about why charity and magnanimity can be so important in human affairs from [Government] Professor John Pittenger,” says Fergusson. “Mr. Pitt helped me through this bad patch, and I shall be forever grateful to him and have tried to follow his example all my life.”

It’s the unique educational experience and the personal ties created at the College that drive him to continue coming back and giving back. He hopes that others will do the same in the coming years of the Now to Next campaign.

“The more participants, the larger the stakeholder community, the more we can ensure that the generations of students who come next will have the tools to improve human life on the planet,” says Fergusson. “Tools given by F&M.”

... And Leadership

SARAH MULLANE BECKER ’98 AND RYAN BECKER ’98

Sarah and Ryan met and began dating while students at F&M, but that’s not the only reason they look back to their College with gratitude.

“We were both involved in extracurriculars where we forged a lot of great friendships, and we had fantastic professors who taught us not just how to learn, but how to think and communicate,” recalls Sarah, who majored in business administration and co-owns a financial advisory and benefits consulting firm.

The couple’s leadership giving honors that exceptional experience. “We want current and future students to have the same opportunities we did—the same high-quality instruction, critical thinking, and reading and writing skills,” says Ryan, who earned a degree in government that prepared him for the rigors of law school.
The Beckers are members of the F&M Leadership Council, and Sarah is a member of the F&M Fund Global Steering Committee. She previously served on the Alumni Association Board—including a term as president, which put her on the Board of Trustees in an ex-officio capacity. “I learned so much about what the College is doing to continue to make F&M a leader in higher education,” says Sarah. “When you see the vision for the future of the College, you’re invested in what that future is going to look like.”

The Beckers hope the Now to Next campaign will inspire other alumni to get involved. Says Sarah, “The campaign is an opportunity to engage alumni in more meaningful ways so they continue to feel the F&M pride we’ve felt all these years.”

Gifts to the Franklin & Marshall Fund go to work immediately, benefiting every student every day.

<table>
<thead>
<tr>
<th>A gift of this amount to the Franklin &amp; Marshall Fund gives immediate impact.</th>
<th>This amount in the endowment is required to generate the same cash flow.</th>
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<tr>
<td>$10,000</td>
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7,199 donors gave to the College through the Franklin & Marshall Fund, together contributing a record $5,428,257.

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<th>FY17</th>
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FRANKLIN & MARSHALL FUND GIVING
Leadership—The Benjamin Franklin Society: Celebrating alumni who contribute $1,787 or more annually, emulating the leadership of Benjamin Franklin, who in 1787 lent his name and £200 founding contribution to a new college in Lancaster, Pennsylvania.

711 alumni, parents and friends answered the call to leadership, joining the Benjamin Franklin Society. Membership in the society connotes innovation and drive, and rightly so; our founding patron, Benjamin Franklin, led in a way that inspires each of us, every day.

F&M has assumed national leadership on issues critical to the future of higher education, our nation’s welfare, and our society itself. Fulfilling the promise of this leadership requires, in turn, philanthropic leadership. Thank you for assuming it.

Giving by Designation:

- **$2,801,756 – Unrestricted Gifts**
  Supporting every student every day according to the area of greatest need

- **$1,772,778 – Financial Aid**
  For high-achieving students who otherwise could not attend F&M

- **$212,113 – Academic Programs**
  Sustaining our legacy of scholarly excellence in the classroom, studio, laboratory and beyond

- **$641,609 – Athletics via the Diplomat Athletic Club**
  Enhancing the success of our athletics program and teams

Loyalty—The 1787 Society: Celebrating alumni who have given to the College in two or more consecutive years

4,074 alumni joined or continued as members of the 1787 Society including:

- 460 alumni contributing annually for the past two years
- 636 alumni contributing annually for the past three to four years
- 1,022 alumni contributing annually for the past five to nine years
- 1,245 alumni contributing annually for the past 10 to 24 years
- 711 alumni contributing annually for the past 25 or more years
Established and maintained primarily by your contributions, the endowment fosters financial stability, leadership and opportunities for today’s and tomorrow’s students.

F&M’s Pooled Endowment as of June 30, 2019, was $330,581,201

Gifts to the College’s endowment in FY19 equaled $6,013,895

**GIFT PLANNING**

Through deferred giving, members of the William A. Schnader Society invest in Franklin & Marshall’s future, guaranteeing that the needs of our students and the College will be met for many years to come.

$2,444,481 was received in bequest and trust gifts in FY19.

**LIVING ALUMNI MEMBERS OF THE SCHNADER SOCIETY BY CLASS YEAR**

- <1960 — 79 (22%)
- 1960s — 101 (28%)
- 1970s — 92 (25%)
- 1980s — 52 (14%)
- 1990s — 13 (4%)
- 2000s — 23 (6%)
- 2010s — 6 (1%)

**ENDOWMENT DESIGNATION**

*Percentages refer to Pooled Endowment (named funds).
“Financial aid has allowed me to make the most of my F&M experience. I am able to learn a lot, without fearing that my family wouldn’t be able to support me enough. I don’t have enough words to describe how much this means to me and my family.”
Nithya Kumar had an eventful summer. She began by spending a month in Argentina, taking two classes, and studying about women’s health and reproductive rights in South America in comparison to the United States. Then she returned to campus to research bees, and why there are fewer pollinators, with Sarah Dawson, Ph.D., the director of F&M’s Center for the Sustainable Environment.

“In Argentina, I lived with a host family and spoke Spanish all the time,” Kumar said. “Then I returned for my Hackman (Hackman Scholarships allow students to pursue full-time research in the summer with an F&M faculty mentor) to study pollinators. That research continues into my senior year, and we will produce a series of recommendations to F&M’s landscapers to plant specific plant species that will bring more pollinators to our campus.”

The biology and Spanish double major is from Suffern, New York, but her family is originally from the south of India. She speaks Spanish and Malayalam, in addition to English, and for fun, she plays the viola in the F&M symphony orchestra and is a tour guide for the F&M Office of Admission. She’s also a sister in Kappa Delta sorority.

“I do a lot of things that get me around a lot of people,” she said. “Like being a tour guide. I was a shy person when I came to F&M; now I communicate directly with 100 families every week!”

Kumar has been a student sports medicine assistant at F&M for the past three years. This year, she is working as a medical assistant at the Health Campus, part of Penn Medicine Lancaster General Health. She says she has always wanted to do something in the medical field.

“I will eventually go to medical school,” she said, “but I’m also interested in mental health and public health. I plan to do more clinical work, and work directly with patients. I’m talking with my pre-health adviser and I may decide to get my master’s degree, and then go to medical school.”

Kumar is grateful for the experiences she is having at F&M, and for the liberal arts education that has exposed her to so much and provided exceptional preparation for further learning and leading.

“I’ve developed skills I didn’t have and didn’t know I needed,” she said. “I know a little bit about everything, and I know how to write and how to communicate better.”

Kumar is also grateful to receive the Jack Berger Endowed Scholarship, which—with other financial aid—helps her to afford an education at Franklin & Marshall.

“Financial aid has allowed me to make the most of my F&M experience,” she said. “I am able to learn a lot, without fearing that my family wouldn’t be able to support me enough. I don’t have enough words to describe how much this means to me and my family.”
Furthering Franklin & Marshall’s Influence

GIFT FROM F&M ALUMNUS AND WIFE ESTABLISHES F&M’S FIRST ENDOWED READERSHIP

Dr. Tom Martin ’56 and his wife, the Rev. Dr. Lois Martin, of Belleville, Pa., have made a $1 million gift to Franklin & Marshall, endowing the College’s first readership designed to assist up-and-coming mid-career faculty.

The Martin Endowed Readership for Associate Professors will support one or more associate professors in their scholarship, research and professional development. The professors will be selected through the tenure and academic review processes and the Martin Readership will rotate among recipients every two to three years.

Tom Martin, an F&M chemistry major, went on to earn his medical degree from the University of Pittsburgh. He served for decades as a board-certified pediatrician and sports medicine primary care physician, as well as a professor of pediatrics at the Milton Hershey School of Medicine and at Geisinger Commonwealth School of Medicine. He and his wife, the Rev. Dr. Lois Martin, gave the gift in honor of the late Fred Snively ’49, F&M professor of chemistry.

“I wanted to recognize the contributions of all faculty,” Martin said. “For years, I’ve been an educator as well as a practitioner. I think it’s important that younger faculty members are supported and allowed to stretch to reach their potential.”

“All of us at Franklin & Marshall are deeply grateful to the Martins for their generous gift to establish an endowed readership for associate professors,” said F&M President Barbara K. Altmann. “The power of an F&M education lies in our faculty challenging our students to meet their full potential—and then helping them realize it. Support for our teacher-mentors in those efforts is a crucial part of the ‘Now to Next’ comprehensive campaign.”

Martin said Snively had a particularly strong influence on him as a student. “Professor Snively was a World War II pilot, then he got his doctorate and returned to Franklin & Marshall in fall 1952, the same time I enrolled,” Martin recalled. “He took great interest in his students and I learned a lot about not just the classroom subject, but also about life in general from our out-of-classroom discussions. One thing I found out—and that he encouraged—was that not everyone thinks alike and there are many different ways to consider a question and solve a problem. There was great value in that, and it has stuck with me to this day.”

Martin said he came to F&M because of its “reputation as perhaps the premier pre-med college in the country. I was interested in medicine early on; in fact, my high school yearbook predicted I would be a doctor. And I was hardly alone—there were 220 students in my graduating class, and 55 of us went to medical school.”

In 2016, Tom Martin received the Alumni Citation, given annually to graduates who are distinguished in their profession, have provided dedicated leadership and service to the community, and have an exemplary record of accomplishment in a professional field. He started the Neonatal Intensive Care Unit and Neonatal Follow-Up Clinic at Geisinger Medical Center. As chairman of pediatrics at Geisinger for 20 years, he was key in developing the department from five pediatricians to 80, which included many new subspecialists to the department, creating Pediatrics and Medicine-Pediatrics Residency Programs.
“We believe strongly in the power of education for all. We want to help accomplish that in whatever ways we can.”

The Martins are parents of a blended family of eight children, including Julia Martin Walter ’96. They have been consistent contributors to the College, supporting the Franklin & Marshall Fund, the Fred Snively Fund, and the Diplomat Athletic Club. Tom Martin served as the physician for F&M’s David Lehman Open wrestling tournament and worked with F&M students as a volunteer with the Benjamin Rush Society.

Tom Martin said that establishing the Endowed Readership followed the decision he and Lois made to set up a scholarship at her alma mater, Susquehanna University. “We believe strongly in the power of education for all,” he said. “We want to help accomplish that in whatever ways we can. I’ve been very fortunate in life; I’ve accomplished much in my professional career. I attribute that fact to my time at Franklin & Marshall, and I wanted to show my gratitude.”
FINANCIAL AID

Making an F&M education possible for high-achieving students, alumni, parents and friends contributed $5.6 million for financial aid.

Endowment Gifts $3,126,722
Franklin & Marshall Fund Restricted and Unrestricted Gifts $2,490,040

Altruistic Alumni
MATT ’93 AND JULIE LATTIN DESCHAMPS ’93

“Well done is better than well said.”

The famous quote from Benjamin Franklin is never far from the mind of Matt DesChamps ’93, a Franklin & Marshall Trustee and passionate supporter of his alma mater. Franklin’s words served as the motto for the late 1980s and early 1990s Diplomat football teams of which DesChamps was a member. The quote makes him think of legendary F&M football coach Tom Gilburg.

“Coach Gilburg personified our motto,” says Matt, who captained the 1992 team and now serves as chief operating officer of Kepos Capital, an investment adviser and asset management firm in New York City. “At team meals, Coach Gilburg would seek out and sit next to players who weren’t the stars or starters—the quieter players—and talk to them. He treated everybody the same way and wanted each player to reach their potential. That kindness and caring, looking out for underdogs, inspires me.”

DesChamps and his wife, Julie ’93, are doing their best to inspire future generations of F&M students. The seven-figure donors have supported a wide range of initiatives at the College, from financial aid to athletics and arts, and are champions of F&M’s comprehensive campaign, “Now to Next.” Gilburg’s mentorship is a big reason Matt helped lead the effort to fund Shadek Stadium and name the playing field after Coach Gilburg and other spaces after influential coaches who inspired many players through the years. The multipurpose facility opened in 2017 on F&M’s
North Campus. The couple also helped fund the Susan and Benjamin Winter Visual Arts Center, which will open in 2020.

Matt and Julie met as first-year students on the third floor of Schnader North. Julie had broad-ranging interests as an undergraduate, from art history and architecture to geology and animal behavior. “Exposure to multiple fields in college fueled my life-long interest in the visual arts and sciences,” she says. “When I later joined the field of art conservation, that solid foundation served me well. Even today, the lessons of my professors inform my volunteer work as an environmental advocate and art docent.”

The couple hopes their continued support of the College will create similar opportunities for F&M students. “Our focus will always be on the students of F&M,” Matt says. “Access to higher education is one of the most important gifts you can give somebody.”
OVERALL GIVING FY19

$24.9 million
Commitments to Give

$21.8 million
Gift Receipts

BY THE NUMBERS

7,697 alumni event attendance on campus and around the world*

7,911 financial contributors

1,495 volunteers

5,535 alumni donors

*T Regional chapter and large campus events

TOTAL GIFT RECEIPTS (IN MILLIONS)

<table>
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<tr>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
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<td>15.8</td>
<td>15.4</td>
<td>27.2</td>
<td>26.0</td>
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OVERALL GIVING

Gifts Received: By Source

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<tr>
<th>Source</th>
<th>Percentage</th>
<th>Amount</th>
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<tr>
<td>Trustees</td>
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<tr>
<td>Alumni</td>
<td>25%</td>
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<td>Parents</td>
<td>4%</td>
<td>$784,736</td>
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<td>Friends</td>
<td>11%</td>
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<td>Foundations</td>
<td>41%</td>
<td>$9,004,734</td>
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<tr>
<td>Corporations</td>
<td>6%</td>
<td>$1,298,528</td>
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<tr>
<td>All Other Donors</td>
<td>5%</td>
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Gifts Received: By Purpose

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<th>Purpose</th>
<th>Percentage</th>
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<tr>
<td>Franklin &amp; Marshall Fund</td>
<td>25%</td>
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<tr>
<td>Specific Programs</td>
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<td>$4,638,381</td>
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<tr>
<td>Facilities Funds</td>
<td>26%</td>
<td>$5,689,308</td>
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<tr>
<td>Endowment Funds</td>
<td>28%</td>
<td>$6,013,895</td>
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</tbody>
</table>

Gifts put to use for best, most immediate impact.
Contributions to academic departments, athletic teams, student life and much more.
Gifts to develop and maintain campus resources that are beautiful, safe and innovative.
Contributions to endowment funds that support F&M in perpetuity.
The Latin phrase “Lux et Lex” translates in English to “Light and Law,” a nod to the College’s namesakes Benjamin Franklin (light) and John Marshall (law). The Lux et Lex Society recognizes the generous donors whose cumulative giving to Franklin & Marshall College totals $5 million or more. We are pleased to recognize these most generous donors for their outstanding support with this new society, established in 2018. Italics indicate members of our community who are deceased.

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The Founders Society recognizes donors whose gifts to the College total $1 million to $4,999,999. Established in 1997, the Founders Society honors Benjamin Franklin as the first contributor to the College; his gift of £200 remains in the endowment today. These generous donors follow in Franklin’s footsteps and are inducted annually into the society. The College is deeply grateful for their unparalleled support for Franklin & Marshall College.

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John Marshall Society

Members of the John Marshall Society have provided significant support to all areas of the College, including endowment, capital projects and the Franklin & Marshall Fund. The College is fortunate to have a growing number of alumni and friends who have made cumulative gifts totaling $100,000 to $499,999. Their exemplary generosity is deeply appreciated. Italicics indicate members of our community who are deceased.

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