

DEVELOPMENT AND MEMBERSHIP

BILL COSPER AND MATTHEW WELTON

The Oriental Institute's development and membership team oversees and manages all activities related to philanthropic support, membership programming, communications, and special events. The effective integration of these activities is vital for recruiting, sustaining, and growing the OI's global network of friends, donors, and supporters to advance the OI's mission and goals.

At the close of the 2021–22 year, the development and membership team comprised the following:

- Bill Cospers, director of development
- Matt Welton, associate director of membership programming, marketing, and communications
- Assistant director of development (open position)
- Development and membership associate (open position)

In terms of staff, 2021–22 was a truly challenging year, which began with the sad loss of the OI's director of development, Wally Verdooren, in August 2021. Much beloved by our entire community, Wally left behind a wonderful legacy of dedication and accomplishments for the OI, which was built on during the course of 2021–22 and will continue in the years ahead.

Considering the many staff departures the OI faced during the COVID-19 pandemic as a result of the Great Resignation—a labor trend that many other units at the University of Chicago and beyond likewise experienced—we were especially fortunate to have had Polina Kasian, assistant director of development, here not only to keep things on track but also to expand our fundraising efforts and grow our membership. Polina left the OI in May to become assistant director of development at the Smart Museum; we remain hugely grateful for all her efforts and are glad she remains part of the University of Chicago community. We also bid farewell to Ali Mallett, with gratitude for all her many contributions to our work during her time at the OI.

FUNDRAISING

The OI finished fiscal year 2021–22 in strong financial condition, not only as a result of our careful stewardship of resources and control over expenditures but also because we were able to exceed our fundraising goals. We greatly appreciate the remarkable generosity of our donors and members, whose commitment quite literally makes our work possible. It is thanks to their support that the OI remains one of the world's most important and influential centers for the study, preservation, and appreciation of the history and archaeology of North Africa and West and Central Asia.

Contributions to both general operating support and project/program funds are essential for the OI to be able to give its faculty, staff, students, and programs the vital resources they need for their work. Whether they support the in-house work of the OI's tablet room and Center for Ancient Middle Eastern Landscapes lab or fund fieldwork in places ranging from Spain to Turkey and Egypt

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to Afghanistan, financial gifts to the OI have a truly global and significant impact, allowing us to advance our knowledge of the cultures and people we study and supporting an ever-expanding body of work.

The following chart summarizes our fundraising success in fiscal year 2021–22, which comprised 2,265 contributions of all sizes, with gifts ranging from \$5 to \$373,000. While we are incredibly thankful for big contributions, we are equally grateful for every gift or membership payment at any level.

Fundraising giving categories	FY 2020–21 \$ amounts	FY 2021–22 \$ amounts	% of FY 2021–22 goal
Fundraising progress*	\$1,506,263	\$2,048,425	117%
Expendable cash	\$1,349,249	\$1,824,285	104%
Realized bequests	\$209,931	\$1,162,140	
Payments on multiyear pledges	\$1,624,908	\$449,279	
New pledge commitments	\$155,685	\$197,185	
New deferred gifts and documented bequests	\$200,000	\$100,000	

**Fundraising progress is the total combined dollar amount of all new gifts, memberships, multiyear pledges, and documented estate commitments received during the fiscal year.*

Our fundraising performance in fiscal year 2021–22 was not only crucial for ensuring our ongoing work in the past year but also sets the OI up for even greater success in fiscal year 2022–23 and beyond. Here is just a sampling of the upcoming special initiatives that our donors will help make real:

- Celebrating the Chicago House centennial in 2024 and readying the Epigraphic Survey for its next hundred years
- A permanent fund to expand our work with youth and families both within and outside our walls
- Exciting new museum exhibits
- Ongoing and new field projects for our faculty and the Cultural Heritage Preservation team
- Publication of the Chicago Demotic Dictionary

ADVISORY COUNCIL

The OI is grateful for the ongoing leadership and generosity of the members of its Advisory Council, whose role is to serve as advisers, ambassadors, and major financial supporters of our work and programs. The Advisory Council's members sustained their vital support of the OI in 2021–22, helping invaluable to ensure our financial and programmatic success in the face of very challenging circumstances.

Members of the Advisory Council engage with the OI in many ways. From donating to OI initiatives and projects to serving as members of committees, sources of counsel, tour participants, and more, the Advisory Council's members are an essential component of the OI. We could not be more grateful for their service. We would especially like to extend our deepest appreciation to

Dr. Arthur Lee Herbst for his service in 2021–22 as the Advisory Council chair, which rotated to Anthony Diamandakis (AB 1997) at the end of the year.

In 2021–22, the members of the OI Advisory Council were:

Arthur L. Herbst, *Council Chair** (EC)
Anthony Diamandakis, *Vice Chair* (EC)

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**Denotes Life Member*

(EC) identifies a member of the OI Advisory Council executive committee

MEMBERSHIP

During the pandemic, the OI saw a rise in the acquisition of new members, due largely to an increase in online programming and a broadening of our reach. As we returned to in-person events and reopened our galleries, 2021–22 continued this trend in new-member growth thanks to the efforts of the OI’s lobby desk staff and continued outreach online. We welcome these new members, and we remain thankful for our existing and returning members.

As the campus continues to reopen, 2022–23 will see an increase in in-person member activities, as well as a return to OI member travel. Thanks to the continued support of our members, our free monthly lecture series returned in a hybrid form with in-person attendees in Breasted Hall and live streaming and YouTube posting online. Both in-person attendance and online views were impressive as we welcomed the OI’s own Rebecca Hasselbach-Andee and Hervé Reculeau to present, respectively, on “Language and Cultural Contact: The Case of Ebla” and “How Did Ancient Mesopotamians Deal with Climate Change?” University of Chicago professor of classics and anthropology Eric Cline presented a lecture that explored historic OI fieldwork in Megiddo. Ruth Tringham (University of California, Berkeley) joined us for a talk titled “Old Europe: Fire, the Goddess, and Ambiguity,” and Marian Feldman (Johns Hopkins University) presented the final lecture of the season, “Charismatic Rulers and Spatial Voids in the Art of the Akkadian Empire.” Three lectures had to be rescheduled

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because of COVID-19 travel concerns: Filipe Rojas Silva (Brown University), Douglas Baird (University of Liverpool), and Peter der Manuelian (Harvard University); each of these lectures will be presented both in person and online in 2022–23.

The end of the year saw a return to OI international travel, with our postponed tour of Turkey and Greece finally setting out in June. Theo van den Hout, OI interim director, and Seth Estrin, University of Chicago professor of art history, led nineteen OI members through Bronze Age sites on a seventeen-day journey, beginning in Ankara and ending in Athens. “From Hittite Fortresses to Minoan Palaces” celebrated diverse cultures in a historically rich region at the very intersection where East meets West. We look forward to more OI travel in 2022–23 with tours that include an exploration of Phoenician migration in the Mediterranean, the wonders of Egypt, and several other domestic and international offerings soon to be unveiled.

Our member magazine, *News & Notes*, returned to print with a double installment celebrating our 250th issue. As we transitioned back to in-person work and print publication, we offered two print issues and two online-only issues in 2022–23.

As we return to in-person events, we intend to honor our members and donors who live outside the greater Chicago area with online versions of most of our member programs. We remain thankful for each and every one of our members and look forward to bringing the work and scholarship of the OI to you with enhanced programming in 2022–23. The continued advocacy of our member base allows us to further our research and share our scholarship with the public at large. Thank you for supporting us and for playing an integral part in bringing the OI to a global audience.

HONOR ROLL OF DONORS AND MEMBERS

The OI gratefully recognizes the many supporters who have furthered the mission and impact of the OI with a new gift, documented pledge, or documented estate commitment of \$100 or more during fiscal year 2021–22 (July 1, 2021, to June 30, 2022). The following pages list the many members, partners, and contributors whose support helps ensure and inspire excellence at the OI. We celebrate your commitment and are pleased to recognize publicly the impact of your generosity on the OI and our community. None of our ongoing research and discovery would be possible without these deeply appreciated investments in our work.

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