

DEVELOPMENT OFFICE

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The Development Office continues to work toward an integrated service and support plan that reflects the many facets of the Oriental Institute mission. The past year, however, was marked by departures and new directions. In December 1992 Margaret Sears moved to the University of Virginia. My appointment in April opened opportunities to revisit programs and management with the goal of establishing more effective information and support networks for members and faculty, scholars and other visitors. Implementation of electronic resources—such as computer databases for membership and gift tracking—enabled staff to focus efforts on several key areas: (1) external relations to raise public awareness of the Oriental Institute, its programs and research; (2) direct fundraising for project and program-specific expendable accounts; and (3) long-range strategic planning directed to capital needs and endowment for anticipated growth areas.

External relations were marked by ongoing initiatives to attract and inform new constituencies. Highlights of the year included visits by the Executive Director for the Kraft General Foods Foundation, the Amoco University Executive, and executives from American National Can. We hosted receptions for a variety of groups, including the University Women's Board and the International Women's Association. Internally we continued efforts to improve communication and coordination with the central development staff, including officers for major gifts and for corporate and foundation relations.

The Visiting Committee met twice in 1992–93. The agendas centered on review and discussion of design plans for the climate control and renovation project. In addition, individual members came forward with contacts at Chicago-area foundations that resulted in major grants. We thank the Visiting Committee for their critical support.

Direct fundraising efforts proved particularly successful despite an increasingly competitive and constrained climate for higher education and cultural causes. The Oriental Institute raised \$1,169,893 in 1992–93, a record amount. This gift total was nearly double that of the prior year. Among notable gifts were grants from the Polk Brothers Foundation and the Elizabeth Morse Charitable Trust supporting Oriental Institute Museum education outreach; a Getty Trust grant supporting publications of the Epigraphic Survey at Chicago House; and support from the Women's Board for the Oriental Institute computer laboratory. In particular we wish to thank the many individuals who supported a variety of projects and the corporations and foundations that made matching gifts, among them the Amoco Foundation, Amsted Industries, AT&T Foundation, Illinois Bell Telephone Company, Northern Trust Company Charitable Trust, Honeywell Foundation, Knight-Ridder Inc., and the John D. and Catherine T. MacArthur Foundation.

Long-range planning focused on the climate control and renovation project. The architectural firm of Hammond Beeby and Babka submitted design plans in November 1992. Following approval of those design plans by the University Board of Trustees, the Oriental Institute closed the year-long nucleus fund phase and moved forward with plans for a four-year, \$10.1 million public capital campaign to begin in October 1993. During the nonpublic nucleus phase individual gifts and pledges to the climate control and renovation campaign included \$75,000 from O. J. Sopranos and Amsted Industries and \$500,000 from an anonymous donor. Bequests and bequest intentions recorded an additional \$950,000. Those contributions brought the building and renovation project total to \$2.4 million for the nucleus phase, 24% of the \$10.1 million goal.

The Development Office is committed to balancing short-term funding for annual needs with capital improvement goals and long-term endowment growth. This commitment guides our efforts toward increasing annual gifts, attracting new endowment resources, and financing the climate control and renovation campaign. Central to these efforts are the many donors who so generously assist us with gifts and pledges. We thank each of them. And we acknowledge—and thank—those individuals who have provided volunteer support to the Development Office, among them Charlotte Collier, Cathy Duenas, Terry Friedman, Albert Haas, Janet Helman, Carlotta Maher, Barbara Rollhaus, Joan Rosenberg, and Jim Sopranos. Their interest and efforts helped make 1992–93 a year of accomplishment and growth. Those successes point the way toward reaching our goals for the coming year.
