



## Pearse Bequest

BSUF has received \$541,000 from the estate of Charles Martin Francis Pearse, who left a bequest that was intended to support the literary and musical pursuits of deserving young scholars in the U.K. This is the largest single gift ever received by BSUF. In 1984, BSUF received a bequest of \$521,000 from the estate of Richard and Kathleen May. More recently, BSUF received a \$356,000 bequest from the estate of Alan C. Root.

In consequence of the Pearse Bequest, BSUF has now established the Charles Martin Francis Pearse Endowment for Scholarships in Writing and Music. The Board will determine at a later date how this bequest will be used.



## Helping Member Institutions with LYBUNTS (People who gave last year but not this)

David Webber, BSUF's Vice President for Communications, has an idea that should be of help to member schools and universities. On a quarterly basis, BSUF will email to the person or persons identified on BSUF's Institutional Application (usually the Head of House or the Director of Development) a list of people who donated to BSUF the previous year, expressing preference for support of your institution, but have not done so in the current year. Information provided will include the donors' name and address and the amount donated. We do this to encourage member institutions not to forget alumni and friends who, for some reason, skipped a year of giving. Sometimes they just need to be reminded!

## Tips On Fundraising #2

*By Roger Martin - Vice Chair, BSUF*

Good stewardship matters! Donors who are frequently thanked tend to be donors who repeatedly give.

During the summer, and well before the first appeal of the academic year, consider sending all your donors a list of those who made a gift to BSUF in the previous year plus a copy of your institution's end-of-year audited financial report. Donors appreciate receiving financial reports because they suggest financial transparency and accountability. For major donors,

consider sending a customized letter that speaks specifically to that person's gift and specifying exactly how it has benefitted your institution. The message is clear: that you not only appreciate their gift, but have used it for the purpose or purposes they intended.

BSUF now sends you a list of recent donors to BSUF who requested that their gift be approved for your institution. We encourage you to use this list to good purpose!

## Marshall Scholar Meg Towle

By Roger Martin - Vice Chair, BSUF

Besides supporting member colleges, BSUF also funds scholarships in association with the Fulbright and Marshall Foundations. I would like to report on our most recent BSUF/Marshall Scholar.



Meg Towle became the second BSUF/Marshall Scholar when BSUF awarded her a two year scholarship for 2007-2009. Following her graduation from Notre Dame University, Meg completed her first scholarship year at the Liverpool School of Tropical Medicine, earning a M.Sc. in Humanitarian Studies. In her second year she studied at the London School of Economics, earning a M.Sc. in Health, Community, and Development with a focus on international health policy.

Meg spent the spring of 2008 researching HIV/AIDS services in India, which contributed to her LSTM dissertation and an article published in the International Journal of Health Planning and Management.

This past spring Meg returned to India with the Gates Foundation's national HIV/AIDS program. She worked during the fall in Geneva at the World Health Organization HIV/AIDS Department, and has recently consulted on a UN World Food Program report.

In the early spring of 2010, Meg is assisting the selection of students for a leadership fellowship at Notre Dame, for a recent \$35 million gift to the university. She is preparing to return to India in April as a Development Associate with Teach for India.

Meg is deeply grateful to the BSUF for supporting her transformative graduate education in the UK.



## Donor Transmittal Form

To facilitate gifts to BSUF that will benefit your institution, we encourage you to use the following form (on page 3) when soliciting alumni and friends. It has been approved by our legal counsel and will make it easier to make gifts.

Just place the name of your institution (and if you wish, your logo) and other institutional information in the fields highlighted in green.

If you have misplaced the BSUF Information Form on which you identified the purposes for which you are raising funds, and need to recall the specifics of your priority projects, just email Jim Marlow, BSUF's Executive Director, at [execdir@bsuf.org](mailto:execdir@bsuf.org)

*See form on the following page. You can download a Microsoft Word version of the form from [www.bsuf.org/DonorForm.doc](http://www.bsuf.org/DonorForm.doc)*

**[Name of your Institution]**  
**and the British Schools and Universities Foundation**

Enclosed is my/our check for \$ \_\_\_\_\_, made payable to "BSUF" representing a gift to the British Schools & Universities Foundation for which I/we plan to claim a charitable deduction for U.S. Income Tax purposes.

In making this gift I/we would like to express a preference for support of

[Name of Institution]

for the following approved project (s) which they have asked the Foundation to support.

[List specific projects from the Information Form submitted to BSUF]

---

---

---

Any or all of the above

I wish to make a bequest and would like further information

Donor's Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone Number \_\_\_\_\_ Email \_\_\_\_\_ Date \_\_\_\_\_

Gifts by credit card: It is possible to make a gift by credit card. Please go to the British Schools and Universities Website <http://www.bsuf.org/>, click on Donor Info, click on Network for Good under the Credit Card Category, fill in "British Schools" under charity name, and complete the requested information. The donor can claim a tax deduction for the full amount donated, even though credit card fees reduce the amount available for grants.

Please send this form together with your gift (or just the form if you have given by credit card) to:

[Name of person designated by the institution to receive gifts and their address or the address of the institution]

In accordance with IRS regulations, the Directors of BSUF maintain complete discretion as to the disposition of contributions received.

If you require further information please Contact: [name] Office  
telephoning [number]  
[email address]