



## WABASH COLLEGE

### *Class Agents Letter*

Office of Alumni Affairs

P.O. Box 352

Crawfordsville, IN 47933

Web site: [www.wabash.edu](http://www.wabash.edu)

Email us: [alumni@wabash.edu](mailto:alumni@wabash.edu)

Phone: (765) 361-6369

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### Class of 1963

#### Class Agents

Bruce Polizotto

[bpolizotto@hotmail.com](mailto:bpolizotto@hotmail.com)

Tom Billings

[t-billings@sbcglobal.net](mailto:t-billings@sbcglobal.net)

Alan Stanford

[alan.stanford@worldnet.att.net](mailto:alan.stanford@worldnet.att.net)

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Hi Guys,

I write to you on a beautiful Easter Sunday here in the Midwest. I hope you and your families had a joyous Easter holiday.

As Tom Billings indicated in his recent class letter, our wonderful alma mater has taken a few body blows of late, but she is a tough old gal who has always lived by her motto that "Wabash Always Fights."

While the country, the College and we as individuals have all been rocked by recent economic events, it is exactly at a time like this when the true mettle of the Wabash community usually shines through. Adversity becomes a rallying point and an opportunity to demonstrate our collective toughness and our resolve to make sure that Wabash "keeps on keeping on" in its mission to educate leaders.

As an emeritus trustee, I still attend many of the trustee meetings, and I can assure you that Wabash continues to excel in all areas, notwithstanding the very considerable challenges which now confronts it. The Board of Trustees is rock solid and committed to dealing with these challenges honestly, directly and as toughly as the facts require. I think it is important for you to know that Wabash continues to be superior in the quality of its faculty, President Pat White and the administration and the student body. Our current students continue to be challenged and are overwhelmingly satisfied with the Wabash experience. As men who are going to become the leaders of tomorrow, they will have lived through a period of adversity unlike any experienced by any of our graduates over the past fifty years.

While Wabash is still great at training leaders, it is our responsibility to now lead by our own actions to make sure that Wabash remains rock solid. I therefore want to challenge our great class to exceed last year's giving results in numbers, if not dollars, but hopefully in both.

Through March 16, 2009, our class was down seventeen (17) donors. With a class of one hundred and thirty-three (133) potential donors, forty-seven (47) donations had been made through the March date (35.34%), while last year our class made sixty-four (64) donations through year end (47.06%). Granted, we are not alone in being down in our giving numbers with sixteen (16) classes down by double digits to date and three hundred and ninety-nine (399) fewer donors to date. Please bear in mind that the Annual Fund has always been critical in balancing the College budget even when the endowment was soaring in value.

Now that the endowment has gone down by roughly 35% in value, the budget will be sorely challenged in years two and three and further out, because the endowment draw (roughly 6%) is made based on the average of the endowment value over the twelve trailing quarters. For all these reasons, it is really important that we show our colors this year and in the years that follow.

Please, please make this a priority donation even though I know full well what the stock market and the employment situation has done to our ability to make such gifts as comfortably as many of us have been able to do so in the past. I often hear from guys that they are reluctant to make a donation when they can't send as much as they might have sent in the past. Please don't make that mistake, because every dollar sent is much needed and much appreciated whatever the amount. Any gift is better than no gift, and will help the College reach its 40% participation goal, particularly if our class exceeds last year's 47% participation rate.

Guys, please step up. If I sound a bit strident, it's because there is so much at stake. It means more this year than it has in any year since that day in May of 1963 when we left our alma mater prepared to take on the world, whatever kind of curve balls came our way.

Sincerely yours,

Bruce Polizotto