

# The George Washington Alumni Association



**Annual Report  
2003-2004**

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# MESSAGE FROM THE PRESIDENT

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Summer 2004

Dear Fellow GW Alumni:

I'm pleased to present the George Washington Alumni Association's first-ever Annual Report. We've designed this document to give alumni and other GW stakeholders an opportunity to discover how the Association and its activities positively impact the University and its alumni constituents. Within these pages you'll learn about our strategic initiatives this year, programs and activities sponsored by our committees and much more.

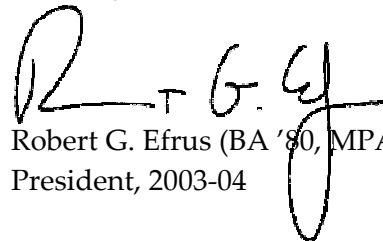
This academic year was a time of transition for both the GWAA and the University itself, and yet, it was also a very active year for alumni programming at GW. The GWAA made several accomplishments in 2003-04, including:

- financial and volunteer support for Colonials Weekend 2003, the second annual combined program for alumni and families;
- refinement of the alumni trustee selection process, developed in close collaboration with the University's Board of Trustees
- strengthened revenue sources for the Association with the development of a new affinity program for GW alumni credit card holders;
- continued financial support of alumni events through the GWAA grant program; and
- strategic analysis of the Association's internal structure and relationship to the University.

I am grateful to all of the alumni volunteers who provided their time and resources to our efforts this year. I particularly thank the Association's officers and board members, a list of whom appears at the end of this report.

The end of the academic year also marked the end of my term as president of the GWAA. I thank you for the opportunity to serve, and I look forward to continued accomplishments of the GWAA in this year and years to come.

Sincerely,

A handwritten signature in black ink, appearing to read "R. G. Efrus". The signature is stylized with a large initial "R" and a long horizontal stroke.

Robert G. Efrus (BA '80, MPA '82)  
President, 2003-04

## ABOUT THE ASSOCIATION

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The George Washington Alumni Association (GWAA) is a nonprofit organization representing the interests of the more than 200,000 living graduates of The George Washington University. The Association is a registered District of Columbia nonprofit corporation and is exempt from federal taxation under Section 501(c)(3) of the Internal Revenue Code.

The GWAA is the successor institution to various historical alumni organizations, the first of which was founded in 1847. The current Association was founded in 1960 as The George Washington University General Alumni Association. This organization was restructured in 1997 and renamed The George Washington Alumni Association.

The Association is organized as a separate legal entity from The George Washington University. It also serves as the umbrella organization for each of the University's school-based, regional and special interest alumni organizations. Membership in the GWAA is granted to all graduates of The George Washington University's eight degree-granting schools and colleges. The Association also recognizes all students who completed 15 or more credit hours of study at GW, and whose peer student group has graduated; as well as graduates of certain certificate programs.

The Association is governed by a Board of Directors, which is comprised of representatives from each of the school-based associations. Each of these associations sends its president and two elected members to sit on the GWAA Board. The GWAA also provides for up to 10 at-large members on its board, as well as a faculty representative, a student representative, and those alumni who are elected by the GWAA to serve on the GW Board of Trustees.

The GWAA's primary mission is to represent the interests of all GW alumni to the University and to provide advisory support for GW alumni relations programs. The Board of Directors meets four times annually to discuss programs, share information, and allocate resources. In addition to sponsorship of other alumni programs, the Board directly funds three programs to recognize alumni distinction and service, and to entice student activity in the Association. The Distinguished Alumni Achievement Awards are presented annually to several alumni who have achieved professional distinction. The Alumni Service Awards are given to those alumni who have provided significant volunteer service to the University, or to those who have greatly served their community. The GWAA Prize is awarded each year to one graduating student from each of GW's colleges and schools, and is designed to both recognize student leadership and accomplishment and to encourage students to become active alumni leaders.

# GWAA STRATEGIC INITIATIVES

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## Strategic Planning

In addition to ongoing programming, this year also was also a time for the Association to begin thinking strategically about its mission, its programs and resources, and the way in which it interacts with the University. Association President-Elect Kristen Betts was authorized to study these issues in preparation for her term as president of the Association in 2004. Her study served to collect valuable information that will help the Board as it plans its programs for 2004 and beyond. The study was comprised of several research programs:

- Interviews with the Council for Advancement and Support of Education (CASE), and Council of Alumni Association Executives (CAAE) to learn more about “independent” alumni associations and how they function within colleges and universities
- Interviews with the GW Student Association president and the Association's

faculty representative to consider GWAA's involvement with students and the faculty

- Research to identify “best practices” and develop strategies to a) engage alumni, students, and faculty in the GWAA and 2) identify ways to support the Office of Advancement and GW
- A peer evaluation study of six universities and colleges within GW's market basket, using a survey instrument designed and validated by a Review Board consisting of representatives from the GW Advancement Office, GW Office of Alumni Programs, CASE, CAAE, and Purdue University

The information gained as a result of these projects will be used to provide ideas and knowledge to the Association's Board regarding best practices and to provide foundational information for a future strategic plan. The Board will develop this plan during the early months of the 2004-2005 academic year.

## Grant Program

Begun in the 2002-2003 academic year, the Association's Grant Program is a key strategic initiative of the Board. Through the program, alumni organizations from the Association's various constituencies may apply for funds to support new alumni programs or initiatives. Funds are available to any school-based alumni association or other special interest alumni group. Special consideration is given to programs from groups that do not have alternate sources of funding, such as from the dean of that organization's school or college. This year, the Board approved grants for two programs:

- **Women's Leadership Conference**  
*Mount Vernon Alumnae Association and the Columbian Women*

The Board approved a grant of \$5,000 to support the second annual Women's Leadership Conference, sponsored again this year by the Mount Vernon Alumnae Association and the Columbian Women. The event, held in the spring at the Mount Vernon campus, featured seminars, a networking reception and other activities focusing on leadership skills for women.

- **100<sup>th</sup> Anniversary Reception**

*GW Hatchet Alumni*

The Board approved a grant of \$1,500 to fund a request from the GW Hatchet alumni. The Hatchet celebrated its one-

hundredth year of publication in 2004.

Funds from the grant were used to sponsor a reception in the Media and Public Affairs Building this spring.

## Affinity Benefit Programs

### ***GWAA MasterCard***

The Association's primary affinity program is the GWAA MasterCard, offered by MBNA America. The GWAA has been offering this card to alumni and students since 1995, and to date, nearly 6,500 cards have been issued. The Association earns a percentage royalty on each purchase in exchange for the use of its name and logo on the card. Royalty revenues showed strong growth in recent years, but this rate of growth has steadily declined over the last several years, from 40% annual growth in 1999 to only 2% growth in 2003. It is anticipated that fewer new accounts will be enrolled in the future as the available market has been saturated, and also that revenue from existing accounts will begin to decline. In light of this development, the Association has begun considering other affinity programs to supplement this source of revenue.

### ***MBNA WorldPoints Program***

One such option is the "WorldPoints" program, also offered by MBNA America. Alumni who enroll in this credit card account option will earn points that may be redeemed for cash rewards, travel vouchers, or select merchandise. This rewards program will encourage existing alumni to use their GWAA cards more often, thereby increasing royalty revenues for the Association. The program will also encourage other alumni who had not previously done so to sign up for a GWAA card. The Association Board approved a proposal to participate in the WorldPoints

program in April 2004, and the program is expected to begin in summer 2004.

### ***Affinity Insurance Programs***

Another source of affinity revenue for the Association is royalties earned from several insurance programs. Corporate partner Marsh Affinity Group Services has offered discounted life, health, auto and homeowners insurance to GW alumni since 1996. In exchange for the use of the Association's name, the GWAA receives royalty revenues for each new and existing account. Currently, more than 1,000 alumni have purchased insurance coverage through this program. Revenues have grown steadily for all programs, especially the auto and home insurance options (which were created in 2001). Fiscal Year 2003 saw a 52% annual increase in overall insurance affinity revenues for the Association.

### ***GW Memorabilia Sales***

The Association also earns revenue from the sale of University-branded merchandise, such as chairs, clocks and lamps. The GWAA has offered such items for decades; however, revenues from this program represent a very small percentage of the Association's income. The GWAA is currently considering several options to enhance its merchandise programs. These include a potential partnership with the GW Bookstore and offering alumni merchandise as part of the GW Alumni Online Community.

### ***Programs Under Consideration***

Recognizing the importance of steady income to ensure adequate funds to support alumni programming, and in light of diminishing growth of the credit card program, the Association began considering the status of its affinity programs and potential new programs to supplement its existing revenues. At the request of the Board of Directors, GW Office of Alumni Programs staff undertook a thorough review of existing programs and a survey of affinity programs at peer institutions; and also made a series of recommendations to enhance the GWAA's affinity revenue. These recommendations included:

- Enhance the GWAA MasterCard program by enrolling in MBNA's WorldPoints Program (see description above). The GWAA Board of Directors approved this recommendation in April 2004.
- Utilize the University's online resources to market existing programs. Through tools such as the GW Alumni Community and broadcast e-mail, the Association could more effectively promote its other affinity programs and increase revenues. The GWAA could also sell alumni merchandise directly online, thereby reaching a much larger audience at a relatively low cost. The Association will continue to work with GW staff to implement these proposals during Fiscal Year 2005.
- Establish at least one new major affinity program. The Office of Alumni Programs reviewed more than 30 proposals for new affinity programs, and has recommended that the Association consider at least one: a student loan consolidation program. The GWAA Board of Directors will evaluate these options during the first half of fiscal year 2005.

# COMMITTEE REPORTS

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## Awards Committee

Each year, the Association accepts nominations for and presents three awards to GW alumni who have shown exceptional professional accomplishment, community service, or student achievement. The Association conducts these award programs to recognize exceptional alumni, to bring attention to the role that alumni play in GW's success, and to encourage other alumni to participate in the activities of the GWAA.

### ***The Distinguished Alumni Achievement Award***

The Distinguished Alumni Achievement Award (DAAA) is the highest form of recognition given by the University and the Association to alumni each year. Each recipient has made a lasting impact on society through outstanding professional, voluntary or philanthropic accomplishments. Nominations for the DAAA were accepted year-round from deans, GW advancement staff, Association members, and other GW community members. The Awards Committee thoroughly reviewed each nomination and selected this year's honorees in October 2003. The nominations were then approved by the GWAA Board of Directors and the Advancement and Alumni Affairs Committee of the GW Board of Trustees. This year, the DAAA was presented to four exceptional GW graduates:

#### **James C. Cacheris** (Law, LLB'60)

James C. Cacheris (retired) was the Chief Judge of the United States District Court for the Eastern District of Virginia. He was appointed to that court in 1981 by President Ronald Reagan and was subsequently promoted to the position of Chief Judge in 1991. His court, known throughout the country as "The Rocket Docket" is praised for its speed and efficiency in reaching and disposing of the cases filed there, while at the same time not sacrificing

judicious care. He is recognized as an eminent jurist, who presided with great dignity, civility, common sense and wisdom.

#### **Nancy B. Jackson** (CCAS, BS'79)

Nancy B. Jackson is the technical manager of Chemical & Biological Sensing for the Imaging Department of Sandia National Laboratories in Albuquerque, New Mexico, and is at the forefront of the War on Terrorism, working directly with the Department of Homeland Security. In her role at Sandia Labs, she manages a research department developing homeland defense technologies, biomedical instrumentation, materials and catalysis characterization, sensors, satellite imaging, and weapons gas and materials analysis. As a full-blooded Native American, she is actively involved in promoting the needs of Native Americans, and represented Sandia to neighboring tribes in New Mexico.

#### **Allyn E. Kilsheimer** (SEAS, BS'63)

Allyn E. Kilsheimer has been the CEO of KCE Structural Engineers since 1972 and the executive vice president of KTLH Engineers, PC, since 1995. In September 2001 the Department of Defense chose him to lead the reconstruction and restoration of the Pentagon, which came to be known as the Phoenix Project. Other works of accomplishment include high-rise office buildings, commercial and Industrial projects, residential and hotel complexes, medical facilities, military facilities, restoration and renovation of historic structures, and emergency analyses and stabilization recommendations following disasters such as the Mexico City and San Francisco earthquakes. He has had direct design responsibility for more than 300 office buildings, hotels, and apartment complexes in the metropolitan Washington area alone, with a construction value of over \$20 billion.

#### **Jung-sook Kim** (GSEHD, EdD'88)

Jung-sook Kim is serving her third term as a member of the National Assembly of the Republic of Korea and she is a member of the Supreme Council

of the Grand National Party, a post to which she was directly elected in the National Convention in May 2002. She is the founder of the Korean Institute for Woman and Politics, the first national research and training institute focusing on women's participation in Korean political life. Kim held "Model United Nations Commission on the Status of Women" and "Political Classes for the Next Generation Women Leader" which were designed for the political education and training of young women.

The awards were presented at a luncheon at the Madison Hotel on Saturday, May 15, 2004, in the heart of GW's commencement weekend activities. This venue and time were a change from past years – the Awards Committee agreed to this change to accommodate other University activities during the weekend. As in past years, DAAA recipients were also recognized during the Commencement on the Ellipse ceremony on Sunday, May 16, 2004.

### ***The Alumni Service Award***

The Alumni Service Award (ASA) is given to those alumni who advance the mission of the University through dedicated volunteer efforts in support of its programs, thereby ensuring the University's impact on our community and future generations of students. Nominations were accepted from the GW community throughout the year, and this year's honorees were selected by the Awards Committee in October 2003 and ratified by the GWAA Board of Directors. This year, four alumni were recognized for their service:

#### **Marilyn K. Gowing** (CCAS, MA'75, PhD'81)

Marilyn Gowing has been an active CCAS alumni since receiving her doctorate in Psychology. In her former position as director of Personnel Resources and Development Center at OPM, she arranged for many graduate students to gain access to research data that they were able to use for theses and dissertations. She also found service learning and internship positions for GW undergraduates. She endowed the Gowing Travel Award, allowing the doctoral program in Industrial and Organization Psychology to grant travel funds to students

presenting papers at professional conferences. She has been the graduate school liaison to the GWAA for several years.

#### **Robert E. Kemelhor** (SEAS, BSME'49)

Robert E. Kemelhor has been involved with GW's Engineering Alumni Association as a Board member since 1995. After retiring from The Johns Hopkins University, Kemelhor volunteered to organize and create the mission of the Senior Scientists and Engineers (SSE) and today he serves as the SSE Vice-Chairman for grant programs. Kemelhor also spends his time serving as a volunteer with numerous other professional and civic organizations such as the Society of Manufacturing Engineers and the Montgomery County Western Region Recreation Advisory Chapter 48.

#### **Joseph A. Kiehl** (ESIA, BA'72, MA'86)

Joseph A. Kiehl has been an active member of the Elliott School Alumni Association (ESAA) for several years. His interest in Africa led him to organize an event in 2000 for ESIA with the National Security Advisor and Head of Intelligence of Rwanda to discuss key issues with faculty and students; in January 2002, he organized an ESAA event with Kofer Black, head of the CIA's Counterterrorism Division; and in April 2003 he organized an ESAA event at the Ethiopian Embassy. In the 90s, he hosted the GW baseball team in his Florida home, was a mentor to an Elliott School graduate student, and served as the ESAA representative to the GWAA.

#### **William V. Quinn** (SBPM, MBA'92)

William V. Quinn is president of the School of Business and Public Management Alumni Association and a member of the school's Board of Advisors. He is an advisor to many students and is a regular participant on Career Center panels. Under his leadership, the Alumni Association has begun an aggressive recruiting effort for this academic year and has created an ambitious event schedule. The events will bring undergraduate and graduate students together with alumni for broader networking possibilities and provide alumni with opportunities to become more involved with the University and support business leaders of the future.

These awards were presented at a reception immediately following the Annual Meeting of

the Association on June 9, 2004. This was also a change in time from previous years – the Committee sought to raise the level of attention afforded to ASA recipients by incorporating the award presentation with the Association’s annual meeting.

### **The GWAA Prize**

The Association’s third and final award is the GWAA Prize, given annual to an outstanding student from each school or college of the University. The award serves to honor future alumni who have show exceptional commitment to the GW community and who may be expected to become future leaders of the GW alumni family. Each honoree was selected by the dean of his or her school or college. This year’s GWAA Prizes were presented to:

**Ms. Sahar Hindi**

Columbian College of Arts and Sciences

**Ms. Cassandra Good**

Columbian College of Arts and Sciences

**Ms. Lauryn Bennett**

School of Medicine and Health Sciences

**Ms. Allison Clements**

GW Law School

**Ms. Natalie Norfus**

GW Law School

**Ms. Blythe Debenport**

School of Engineering and Applied Science

**Dr. Margaret Gorman**

Graduate School of Education and Human Development

**Mr. Eric Cartier**

GW School of Business

**Ms. Kate Hill**

Elliott School of International Affairs

**Ms. Neely Dahl**

School of Public Health and Health Services

Each recipient was presented with a certificate and a cash prize at his or her school’s celebration during commencement weekend, May 15-16, 2004.

### **FY 2004 Accomplishments**

This year, the Awards Committee undertook an effort to review its policies and procedures for selecting recipients for each of its award programs. The Committee worked closely with the Office of Alumni Programs to develop detailed program statements and nomination and selection procedures for all three award programs. An Alumni Recognition Task Force was convened to develop these statements, which were adopted by the full GWAA Board of Directors on April 21, 2004. For each award, these program statements clearly articulate the award’s strategic importance, its eligibility requirements and selection criteria, and the process and timetable by which honorees are to be selected. These documents will guide future Awards Committees in their efforts to recruit and review nominations and select honorees for each award program, and will also serve as strategic indicators of the purpose for each award.

### **Goals for FY 2005**

The Awards Committee recommends that two areas be addressed during the 2004-2005 academic year. First, past Awards Committees have recommended the creation of a Recent Alumni Achievement Award to specifically recognize the accomplishments of younger alumni. The Committee recommends that full attention be devoted to this program in the coming year.

Secondly, the Committee suggests that the awards nomination processes be given more careful consideration. By taking steps such as making nomination materials available online, the Association may broaden the number of applications it receives and ease the process of reviewing and selecting honorees.

## Trustee Recommendation Committee

Another key responsibility of the Association is the nomination of candidates to serve as alumni members of the GW Board of Trustees. This strategic interconnection between the University and its alumni serves to ensure that alumni interests are represented on the Board, as well as to bring valuable expertise and volunteer service to the Board. Each year, the Association selects two Alumni Trustees and one Recent Alumni Trustee to serve a term of three years on the GW Board of Trustees. Nominations are accepted from the GW community by the Trustee Recommendation Committee, which then selects the trustee candidates and presents them to the GWAA Board of Directors and the GW Board of Trustees for ratification. The Committee actively seeks alumni who have 1) demonstrated interest in the University or have been actively involved in activities at GW, including service to the GWAA or any other alumni group, or 2) distinguished themselves through either volunteer or professional activities, including those while at student at the University.

### ***FY 2004 Accomplishments***

This year, at the request of the University, the Alumni Trustee Recommendations Committee revised its process for selecting Trustee candidates to accommodate a smaller GW Board of Trustees and to allow the Board more flexibility in selecting alumni members. Due to the reduced size of the overall Board this year, the number of Alumni Trustees was reduced from nine to seven, including five Alumni Trustees and two Recent Alumni Trustees (reserved for alumni who graduated within five years). The Committee also accommodated the Board's request to present a slate of candidates for each open seat, rather than one nominee. These changes were

implemented by the GWAA Executive Committee and Board of Directors during the trustee selection process in Spring 2004.

The GWAA was asked to nominate alumni candidates for one Alumni Trustee position and one Recent Alumni Trustee position. The Committee selected a ranked slate of three candidates for each open position. These candidates were then approved by the GWAA Board of Directors and forwarded to the Board of Trustees for consideration.

### ***Goals for FY 2005***

During the coming year, the Alumni Trustee Recommendations Committee seeks to further discuss the alumni trustee nomination process with the Board of Trustees and the University. This year's process was undertaken to demonstrate the Association's responsiveness to the wishes of the Trustees. In its resolution authorizing this process, the GWAA Executive Committee also committed itself to developing a written understanding with the Board of Trustees to create an efficient and mutually beneficial process for selecting alumni trustees. These discussions have already begun, and the Committee expects that they will continue this coming year. The level of cooperation thus far between the GWAA, the University and the Board of Trustees has been both encouraging and appreciated by the Committee.

## Programs Committee

The Association's Programs Committee is responsible for conceiving and supporting programs for the general benefit of GW alumni. The committee focuses its efforts on events for alumni, particularly in the Washington, DC metropolitan region. Committee members provide advice and counsel to GW Office of Alumni Programs staff, as well as facilitate requests for financial or volunteer contributions from the Association to support ongoing alumni programming. The committee is also the Association's primary representative in planning the GW's Colonials Weekend program each fall.

### ***FY 2004 Accomplishments***

This year saw a dramatic increase in the level of GWAA-sponsored programs. The committee renewed its focus to sponsor a broad range of opportunities, from purely social events to educational, cultural and athletic programs. More than 50 alumni programs were hosted in the Washington area this year. Highlights include:

- President Trachtenberg hosted an alumni reception for 180 guests at the Hotel Monaco, where he gave a "State of GW" update to alumni and friends of the University. This was the first presidential reception for alumni in Washington during President Trachtenberg's tenure.
- More than 100 GW Alumni and guests met for a pre-performance reception at the Willard Intercontinental and went to the opening night performance of the Broadway musical *Mamma Mia*.
- More than 75 GW Alumni and guests watched the Washington Capitals take on the Philadelphia Flyers. After the game, 20 Alumni took to the ice at the MCI Center for 20 minutes of "broomball."
- Colonials Weekend reunited Alumni and celebrated the 5<sup>th</sup>, 10<sup>th</sup>, and 50<sup>th</sup> reunions. Other events included the lecture series, Beach Boys and Whoopi Goldberg performances, and the All-Alumni Celebration.
- Several "Colonial Tailgaters" brought Alumni together for drinks and food as well as an opportunity to watch the Colonials on their way to an 18 and 12 record.
- More than 120 Alumni and guests attended the Virginia Gold Cup on May 1, 2004. GW anchored a tent on University Row and was the first tent to sell-out.
- More than 200 Alumni participated in intramural sports within the Capital Alumni Network leagues. Softball, volleyball, basketball, and flag football teams were hosted this year.

### ***Goals for FY 2005***

The Programs Committee will continue its emphasis on providing access to a broad range of programming to suit varied tastes in the coming year. The committee plans to formally establish sub-committees focusing on social events, athletic and intramural programs, educational opportunities, family-focused events, multi-cultural programs, and Colonials Weekend. These groups will allow for diversified programming and will also provide an opportunity for interested alumni to engage themselves in the activities of the Association. The committee also plans to continue its successful programs from this year, including theatrical events and the intramural athletic program.

## Student-Alumni Initiatives Committee

The goal of the Student-Alumni Initiatives Committee is to develop opportunities for GW alumni and current students to interact with one another and strengthen the bond between alumni and their alma mater. The Committee is especially concerned with preserving the connection between GW and its young alumni, defined as those who graduated ten or fewer years ago. The Committee supports the University, both strategically and financially, in its efforts to provide career and mentoring services to students and alumni and to create opportunities for students and alumni to come together in social or professional gatherings.

### ***FY 2004 Accomplishments***

This year, the Committee supported several efforts in furtherance of its strategic goals:

- **Move-In Volunteers:** As a means of welcoming new students to GW, several alumni volunteers assisted students in moving into their residence hall rooms in August 2003. This allowed students an opportunity to interact with alumni before even beginning classes, and demonstrated to parents that their children had become part of a supportive GW community.
- **Graduate Student Wine and Cheese:** In recognition of the need to reach out to graduate students, the Association supported a Wine and Cheese reception in April 2004 for graduate students and GWAA volunteers. This event, developed in conjunction with Associate Dean of Students Mike Walker, served to combat the sentiment among many graduate students that GW focuses exclusively on undergraduate student life. The event was also an opportunity to educate graduate students about the benefits of the GWAA and how they could interact with alumni.
- **Senior Week Activity:** To raise awareness of the GWAA and Alumni House among graduating students, the Association co-sponsored a barbecue event during Senior Week, prior to Commencement weekend. Graduating seniors were invited to celebrate their accomplishments and to learn more about their alumni association and the benefits available to them through the GWAA and Office of Alumni Programs.
- **New Student Welcome Letter:** A new initiative this year sought to connect with GW students before they arrive on campus as freshmen. Each prospective student who submitted a deposit received a letter from GWAA President Robert Efrus and Alumni Programs Executive Director Scott Mory welcoming them to the GW community on behalf of over 200,000 GW alumni. The letter included the students' first piece of GW memorabilia: a GW window sticker.
- **Presence at "Colonial Inauguration":** The GWAA became engaged this year in GW's student orientation program: "Colonial Inauguration." At each CI session in June, the Association hosted a legacy reception for alumni families sending a new generation of students to GW, as well as an ice cream social to acquaint incoming students with their new GW alumni family.

### ***Goals for FY 2005***

During the coming year, the Committee will continue supporting events such as those held this year, and will also address career and mentoring services for students and alumni. Alumni are a valuable resource to GW career center programs, and students can provide a source of applicants for internships and jobs offered by alumni and their organizations. It is also crucial that alumni are afforded opportunities to network with each other for professional development. The Committee plans to support the Office of Alumni Programs and other GW departments in realizing this strategic goal.

# FINANCIAL REPORT

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## Balance Sheet

### Assets

Assets On-Hand	\$ 261,268
GWAA Agency Account	\$ (29,414)
Money Market Account	\$ 8,071
Investment Accounts	\$ 282,612
<b>Total Assets</b>	<b>\$ 261,268</b>

### Liabilities

Committed FY04 Expenses	\$ 1,500
<b>Total Liabilities</b>	<b>\$ 1,500</b>

<b>Fund Balance</b>	<b>\$ 259,768</b>
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## Statement of Revenues and Expenses

### Revenues

Royalties	\$ 49,676
Affinity credit card program	\$ 22,827
Auto/home insurance program	\$ 12,831
Life/health insurance program	\$ 13,884
Direct chair sales	\$ 134
Memorabilia Sales	\$ 5,138
Investment Income	\$ 1,214
University Contribution (\$1 per graduate)	\$ 6,102
Miscellaneous Revenues	\$ 2,544
<b>Total Revenues</b>	<b>\$ 64,675</b>

### Expenses

Memorabilia Costs of Goods Sold	\$ 3,595
Alumni Recognition Programs	\$ 35,809
Alumni Service Awards	\$ 5,472
Distinguished Alumni Achievement Award	\$ 22,337
GWAA Prizes	\$ 8,000
Alumni Programs	\$ 39,045
Colonials Weekend	\$ 30,000
Student-Alumni Initiatives	\$ 4,250
Virginia Gold Cup	\$ 250
Grant Program	\$ 4,545
Operating Expenses	\$ 25,320
<b>Total Expenses</b>	<b>\$ 103,769</b>
<b>Net Surplus (Deficit)</b>	<b>\$ (39,095)</b>

# OFFICERS AND BOARD OF DIRECTORS, 2003-2004

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## Executive Committee

### *President*

Robert G. Efrus  
CCAS, BA '80; GWSB, MPA '82

### *President-Elect*

Kristen S. Betts  
GSEHD, EdD '98

### *Immediate Past President*

Nicholas S. Lakas  
CCAS, AA '57; GWSB, BA '46

### *Secretary*

Sylvia D. Benatti  
MVC, BA '96, MA '98

### *Treasurer*

Christopher G. Young  
GWSB, MA '82

### *Parliamentarian*

John R. Manning  
SEAS, BSE '57; GW Law, JD '61

### *Vice President for Awards*

Eric S. Mendelsohn  
CCAS, AA '57; SEAS, BS '59, BS (CE) '67

### *Vice President for Communications*

Jeremy K. Gosbee  
CCAS, BA '98; GWSB, MBA '02

### *Vice President for Programs*

Jason A. Chautin  
GWSB, BBA '97

### *Vice President for Student-Alumni Initiatives*

Alexia Morrison  
GW Law, JD '72

### *Vice President for Trustee Selection*

Alan S. Nadel  
CCAS, BS '71; GW Law, JD '76

### *Executive Director of Alumni Programs*

Scott M. Mory  
CCAS, BA '96; GW Law, JD '99

## Board of Directors

### *Columbian College of Arts and Sciences Alumni Association*

Theresa R. DiVenti (President)  
CCAS, MS '92

David Cleary  
CCAS, MBA '95; SBPM, MPA '97

Jay M. Cohen  
CCAS, BA '73

### *School of Medicine and Health Sciences Alumni*

Bruce J. Ammerman (President)  
SMHS, MD '72, GME '77

Nicole V. Lang  
SMHS, MD '94

### *Law Alumni Association*

Rick Richmond (President)  
GW Law, JD '86

Margarita Brose Orr  
GW Law, JD '89

### *Engineer Alumni Association*

John L. Young (President)  
SEAS, MEA '89

Robert E. Kemelhor  
SEAS, BS '49

Kristy L. McDonnell  
SEAS, BS '00, MS '01

### *Graduate School of Education and Human Development Alumni Association*

Camille A. Stillwell (President)  
GSEHD, EdD '99

Edmond J. Collier  
GSEHD, EdD '96

William S. King  
GSEHD, EdD '71

***School of Business Alumni Association***

William V. Quinn (President)  
SBPM, MBA '92

Robert N. Foster  
SBPM, MBA '00

***Elliott School of International Affairs Alumni Association***

Irene Brahmakulam (President)  
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