

JAMES A. GRAASKAMP COLLECTION OF TEACHING MATERIALS

IV. UW REAL ESTATE ALUMNI ASSOCIATION

D. Fund-raising

5. Sample of Correspondence Regarding Individual Donations to Graaskamp's Program



University of Wisconsin-Madison

Director of Development

1155 Observatory Drive
Madison, WI 53706
608/252-8777

Jim Graaskamp

To _____

Don Gray

From _____

Subject _____

This phonathon form was recently sent to me by the Foundation "Wisconsin Calling" staff. This \$250 pledge was evidently [REDACTED] first gift to the university, and he was interested in your getting the information. Perhaps it was brought to your attention long ago, but I thought you should have this sheet just in case somehow it fell through the cracks.

In any case, [REDACTED] seems an excellent prospect for a major gift. Please advise me on whether or not you would like to contact him or if you would prefer I help in some way.

Hope your holidays went well. See you soon. Congratulations on your results with the Wisconsin Realtors. I think if we keep them aware that we need \$12,500 per year for your program that they will eventually support you at that level.

"Wisconsin Calling"

Please verify the address and occupation information on this form; if incorrect, make the appropriate changes.

Name/Address/Telephone

D653578186

CC840303

[Redacted Address]

Area Code

(312) 433 - 1822

Gift History

Consecutive years of giving 00

Funds

UW/Degree Information

	Year	Degree	Field
MALE	71	BA	POLITICAL SCIENCE
	74	MS	POLITICAL SCIENCE Real Estate Finance
FEMALE	76	BS	HOME ECONOMICS EDUCATION

Occupation

Name	Position	Employer	City/State
	President	[Redacted]	[Redacted]

Remarks

* Requests his donation be brought to the attention of Prof. Grasskamp! Asked also that I (specifically) call him back in about 6 months for a LARGE donation!

Call Results

Pledge: amount \$ 250.00

If deferred payment _____
month

joint pledge

single pledge [Redacted]
name

Will consider

No

Incorrect phone number

If you are unable to contact the alumnus, please write in the date of your call.

Dates attempted 3/1

Gift Designation

Business School
Real Estate Program

Will gift be matched? Yes No

Caller Glenon Bolt

Robert J. Stack
Apartment 302
1750 Patrick Place
Library, PA 15129

July 10, 1978

Dr. Graaskamp
Room 118, School of
Business
1155 Observatory Drive
Madison, WI 53706

Dear Dr. Graaskamp:

I'm enclosing the Real Estate Alumni mailing list form, a \$20 check for the suggested dues (per Don Evans' RE alum letter), and Mellon Bank's matching gift brochure. Please have the Foundation fill out Part B and return it with Part A to the address on the brochure to have the donation matched.

It was good to talk with you and catch up on the activities of some other alums. I hope you're doing well and in good health. I'll follow-up shortly with a longer letter to fill you in on my first year of employment. Will write soon.

Very truly yours,



Bob Stack

RJS:tlh

Enclosures

THE CHARLES H. SHAW COMPANY

DEVELOPMENT/INVESTMENTS/MANAGEMENT

676 ST. CLAIR
CHICAGO, ILLINOIS 60611
312/943 8800

December 17, 1987

CHARLES H. SHAW
PRESIDENT

Dr. James A. Graaskamp
Chairman
Real Estate & Urban Land Economics
School of Business
University of Wisconsin
Madison, Wisconsin 53706

Dear Jim:

Bev and I would like to make a contribution in support of your efforts at the University of Wisconsin. I recall that Fred Petri made a very generous contribution on behalf of Wells Fargo & Company in the amount of \$5,000 to establish a scholarship fund in my name. Bev and I thought it would be appropriate to match that gift and therefore are enclosing a check for \$5,000 which we suggest be added to the corpus. Since you had indicated that the original fund would provide \$500 per year to a deserving student, we would hope that our contribution would allow for an increase to approximately \$1,000 per year.

Please give our very best to Jean, and Bev joins me in wishing you both a very merry Christmas and a healthy, happy 1988!

With best regards.

Sincerely,



CHS:dn
Enclosure

551 MADISON AVENUE
NEW YORK, NEW YORK 10022
212/371 4450

RICHARD W. NUERNBERG

ATTORNEY AT LAW

3 SOUTH PINCKNEY STREET
MADISON, WISCONSIN 53703

608/255-8042

March 4, 1988

Professor James A. Graaskamp
Graduate School of Business
University of Wisconsin - Madison
1155 Observatory Drive
Madison, WI 53706

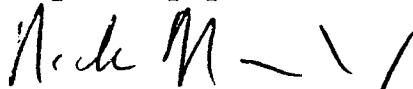
Re: Trust

Dear Jim:

I have reached an agreement regarding the forfeitures to be paid to Dane County through the offices of their corporation counsel. Their office is drafting a stipulation, while my assignment was to secure expanded powers and be permitted to make charitable contributions to the Wisconsin Real Estate Endowment Fund.

I have secured an Order expanding my powers and allowing me to make the contributions. All that is needed now is for corporation counsel to complete the stipulation. When that is done I will contact you regarding the first distribution.

Very truly yours,



Richard W. Nuernberg

RWN:b