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## Moving to New Horizons Summer 1982

North Carolina Central School of Law

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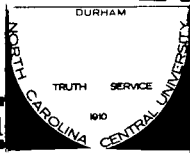
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# Moving To New Horizons

A Newsletter For Students,  
Alumni And Friends • School Of Law  
N C C U • Durham, NC 27707

VOLUME 1



SUMMER EDITION

DATE: JULY 1982

NUMBER 2

## WE'RE LAUNCHING "A NEW HORIZONS FUND" CHALLENGE

"But We Can't Raise \$250,000."

A Very Special Message to Alumni and Friends

"Well, we can surely try!" is the way I respond to suggestions that our Law School cannot possibly raise \$250,000 and thus meet one of the most exciting and momentous challenges it has ever had. In this *NEW HORIZONS* letter we present the case, and, almost unbelievably, show how we have a chance, first, to "leverage" \$250,000 over ten times to yield a perpetual endowment of over \$3 million by the year 2008 and, second, to generate at least \$30,000 annual support immediately each year, totalling over \$900,000, to be used while our endowment grows!

The NEW HORIZONS FUND CHALLENGE is a cornerstone of our five-year effort to realize "New Horizons Through Opportunity and Excellence." In an age of decreasing financial support for professional students in face of rapidly escalating costs, we have no choice as a Law School but to take greater charge of our own destiny. To build an assured future will take a total effort, massive energies, and a huge outpouring of support. We need you to help meet this challenge.

State support provides for "basic adequacy" in resources, physical plant, faculty and staff, library materials and academic program. The state, however, does not ordinarily fund student financial support, faculty research and development, enrichment programs, special academic needs or a host of institutional needs we must meet to achieve excellence in our time for our students and our institution.

But because we now start with a basically adequate educational base each dollar given to the NEW HORIZONS FUND will propel the School toward excellence. By multiplying each dollar, through "leveraging" in the NEW HORIZON plan, each dollar will ultimately generate ten dollars, and more, in real value to our School. A ten-to-one benefit ratio? Fantastic! But true. Nowhere else do you have the chance to realize a 1000 per cent return on each dollar you contribute to build our Law School. And isn't education the best investment you can make in the future of our people, our school and our society?

I entreat you to take a few minutes of your valuable time to consider seriously the case we put forth. We believe we can achieve our plan. We want to make a believer out of you. We cannot achieve the plan without your help. Of course, we know it is a big plan. But is it really bigger than our loyal alumni and many friends? Is it bigger than our ambition? I truly do not believe it is too big. Our ambition is, ultimately, what can make us succeed. In all sincerity, excitement and warmth, I remain,

Yours faithfully,

Charles E. Daye  
Dean

## NEW HORIZONS: A PLAN TO ASSURE OUR FUTURE

Our School of Law, through North Carolina Central University, has a chance to participate in the "College Endowment Funding Plan." The plan works this way: By raising \$250,000 in gifts and contributions we become eligible to receive \$100,000 challenge grant from a foundation. These funds are then combined with a discounted loan of \$400,000 from a group of insurance companies to form a \$750,000 investment package for a 25-year period.

During the life of the investment, earnings provide \$30,000 in funds for annual operating expenses beginning in the first year. Insurance companies through their Social Responsibility Programs make the \$400,000 loan at a discount of about 2% below the yield of the investment package. The principal investment is managed by outstanding financial institutions, to generate surplus investment income. Only interest will be paid during the first fifteen years and the loan is paid during the last ten years of the 25-year period.

At the end of the 25-year period the School will have a total endowment of \$3,073,818 after paying off the loan.

In summary the plan works as follows:

We raise	\$250,000
Foundation Challenge Grant	100,000
Insurance Companies' Loan	400,000 (present interest 11.77% )
Total sum for investment	\$750,000

We invest the \$750,000 at 13.77% but pay 11.77% interest on the \$400,000 loan. In the first year the yield on the investment will be \$103,275. After all expenses (including interest) the School would receive \$30,000 minimum per year for current support and would invest \$24,418 per year. With interim adjustments and loan repayments (beginning in the fifteenth year) the bottom line will be \$2,323,818 in invested funds plus the \$750,000 original investment for a total endowment of \$3,073,818. A three million endowment will perpetually secure a bright future of excellence for our School!

\* \* \* \*

### THE KEY TO THE PLAN IS YOU

To successfully raise the "New Horizon Fund," we will have to secure major gifts and grants from large donors, such as corporations, foundations and philanthropists. But, if our alumni and friends do not have a high participation and contribution rate, no one will respond positively to our approaches. The question they will ask is simple: "What are your alumni and friends doing to help you?" Their logic is equally clear: "If your alumni and friends do not care enough to help, why should anyone else?"

Put plainly, we must be able to show that our alumni and friends DO CARE. There is just no way around that; no excuse, no justification will be sufficient. We must perform; because "If not our alumni and friends, then WHO?" Who else has a better reason to help us, other than our alumni and friends?

### \*\*A MINIMUM FIFTY PER CENT PARTICIPATION RATE

In order to have a reasonable chance of convincing major donors to help us, we must first help ourselves. We have some 850 alumni, and many other friends. At a bare minimum we must secure at least 500 active "New Horizons Fund" participants. Is that really too much to ask?

### \*\*A TARGET DATE

The target date by which we must have 500 active "New Horizons Fund" participants is Law Day 1983, or March 31, 1983. We have just short of one year to do that starting NOW.

## **\*\*A TARGET PARTICIPATION GOAL**

Although we must raise \$250,000, that, of course, is not possible with 500 participants, because each would need to contribute \$500! In these hard times that expectation would not be reasonable. Surely some alumni and friends can, and no doubt will, contribute \$500 and more. But absolute dollars raised from alumni and friends is not the most important feature of the plan. The plan stresses "RATE of participation," not "amount of participation."

Thus to assure a high rate of participation, any alumnus/ae or friend will be able to become a "New Horizons Fund" Participant before March 31, 1983 by making a contribution of at least \$25.00. That's right! You become a participant in this exciting venture with a minimum contribution of \$25.00!

## **\*\*PARTICIPATION BENEFITS**

First, your contribution to an educational institution is tax deductible, of course. So immediately, if you're in the fifty per cent marginal tax bracket, for example, a \$500 participation will actually "cost" you \$250 (since each dollar deducted for such a tax payer really "saves" fifty cents on the tax bill).

Second, through the plan, we will immediately "leverage" your contribution by 300 per cent; thus your \$500 contribution, for example, will immediately be "worth" \$1,500 to our School. Ultimately, your \$500 will be "worth" \$5,000 toward our endowment after 25 years (since it will be "leveraged" 10 times by the end of the period).

Third, your PARTICIPATION will enable us to make a strong case to major donors. That intangible benefit will be tremendous. Without it, our prospect is not bright.

Fourth, and perhaps most important, you will be making the best investment you ever made in assuring a future of excellence for our School.

## **\*\*BUILDING ON PAST SUCCESS**

Our record shows a remarkable success rate of fund raising over the last few years. Research conducted into Law School records plainly demonstrates the feasibility of achieving the plan. An Honor Roll is already started, as listed on the attached display.

## SIX YEAR HONOR ROLL

1976 - 1982

### \$5000.00 and up

DHEW - Clinical Experience Program  
Seymour Milstein  
NC Association of Black Lawyers  
Ms. Barbara A. Reuter

Mary Reynolds Babcock Foundation  
Mary Duke Biddle Foundation  
Florence Rodgers Charitable Trust

### \$2000.00 to \$4999.99

Frank W. Ballance '65  
John H. Harmon '65  
John H. Wheeler '47  
Frank Mackey, Jr.  
Harry R. Bergman  
Emanuel Barfield  
IBM  
The Cooper Group

Mrs. Hildegard Ryals  
John Jordan  
Lorens Foundation  
L. R. Chambers  
North Carolina Bar Foundation  
Wheeler Foundation  
Inglewood Foundation

### \$1000.00 to \$1999.99

Harold Hoke

Greensboro Bar Association

Winstead Nelson Scholarship

### \$500.00 to \$999.99

Jean T. Goins  
Acie L. Ward '75  
H. E. Groves  
Ronald Barbee '70  
Charles E. Daye  
Sigmund Sternberger Foundation Award  
Ambassador Tommy Koh Tong Bee

Ambassador Hoveyda  
Carol Wilson Caldwell Fund  
Sterling Walker '58  
Albert Broderick  
Brown Hugo Payne  
Harvey Beech

### \$200.00 to \$499.99

W. G. Pearson, III '54  
William A. Marsh, Jr. '53  
C. C. Malone '59  
James B. Ethridge '71  
Samuel S. Popkin '77  
Theodore Bryant '73  
Mack Sowell  
James P. Beckwith, Jr.  
J. Kenneth Lee  
Floyd B. McKissick, Sr.  
W. H. McElwee  
Selahedin A. Velaj  
Thomas Mmodana Ringer  
Elmore & Powell

Michael Lee  
National Association Barristers' Wives  
Joseph Williams '75  
Floyd H. Brown '56  
Frank Strong  
NCCU School of Law Class of 1975  
Robert J. Brown  
Charles Lambeth, Jr.  
Malcolm Cloer  
Miles C. Cary '75  
Hon. Hamilton H. Hobgood  
Robert Glass '51  
S. E. Williams '74  
George Carey

**\$100.00 to \$199.99**

Thomas Jervay '77  
Sammie Chess '58  
Herbert S. Falk, Jr.  
Charles Nichols  
Thomas Earnhardt  
Brenda Wagner '76  
J. J. Sansom '47

E. Yvonne Gear  
Patricia H. Marschall  
Robert Testino '72  
Beryl Gilmore '70  
Frank Turner '73  
Willie Denson '74  
Victor Boone '75

**Other General Contributions**

NCCU Foundation  
Douglas Martin  
J. T. Speller  
Nathaniel L. Belcher '58  
Bernard B. Hollowell '69  
T. M. Shuford '73  
Dorothy Bernholz '75  
Thomas Portelli '75  
John T. Stewart '75  
Quentin Sumner '75  
Lou Constantinou  
Kimball Hunt  
Gregory B. Montgomery  
Florrie Mercer  
A. Wayland Cooke  
Stewart & Della Fulbright  
Mrs. E. L. Michaux  
Dr. William Friday  
Irwin & Althea Holmes  
Miriam P. Kyle  
Eric C. Michaux  
Alpha Zeta Omega Chapter  
(Alpha Kappa Alpha)  
Laura Willoughby  
John S. Stewart  
William & Octavia Mayfield  
Delta Zeta Sigma Chapter  
(Phi Beta Sigma)

Frances Dyer Cooke '76  
L. Brent Lawrence '76  
Nathaniel W. Hayes '76  
Leonard L. Brown, Jr. '77  
Michael R. Morgan '79  
Ronald S. Patterson '79  
Brewington W. Crosswell '79  
Steven R. Speller '79  
Harvey Wright Raynor, III '80  
Robert E. Wallace '70  
Inspirational Singers of St. Joseph Church  
Alpha Chi Chapter  
(Alpha Kappa Alpha)  
Dr. Loline O. Harris  
P. E. Perry  
Greater Baton Rouge Barristers' Wives  
Sedrick D. Cuthbertson  
Phi Beta Sigma Wives  
Charles Coleman  
Mutual Savings & Loan Association  
Iris Gilchrist  
L. Hiday  
Johnnie W. Brown  
Fred J. Williams  
Margarite K. Syphax  
Mr. & Mrs. Kenneth Brown  
Rev. Charles H. Mercer  
Oakland Manor Inn



**NEW HORIZONS FUND**  
**PARTICIPATION SCHEDULE**

**Annual Giving Categories**

PARTICIPANT	\$ 25.00	to	\$ 49.99
CONTRIBUTOR	50.00	to	99.99
DONOR	100.00	to	149.99
SUPPORTER	150.00	to	199.99
SUSTAINER	200.00	to	299.99
PATRON	300.00	to	499.99

**Special Gift Categories (or Aggregate Gifts within two years)**

(Earns membership in, and naming on Permanent Bronzed Plaque to be located in the Law School's Main Lobby)

DECADE CLUB	\$ 500.00	to	\$ 999.99
CENTURY CLUB	1,000.00	to	1,999.99
HORIZONS CLUB	2,000.00	to	4,999.99
DEAN'S CLUB	5,000.00	to	9,999.99
CHANCELLOR'S CLUB (Carries Individual Special Designation)	10,000.00	and	Up

**Named Gift Categories**

NAMED SEMINAR CLASSROOM (only two designations to be made)	25,000.00	to	49,999.99
NAMED CLASSROOM 200 or 202 (only two designations to be made)	50,000.00	to	59,999.99
NAMED CLASSROOM 204 or 206 (only two designations to be made)	60,000.00	to	69,999.99
NAMED CLASSROOM 102 (only one designation to be made)	70,000.00	to	74,999.99
NAMED CLASSROOM 100	75,000.00	to	99,999.99
NAMED CLASSROOM WING OF BUILDING NAMED ADMINISTRATIVE WING OF BUILDING (only one designation each to be made)	100,000.00	and	Up
NAMED LIBRARY COLLECTION (only two designations to be made)	250,000.00	and	Up
<b>New Horizons Fund</b> NAMED PROFESSORIAL CHAIR	500,000.00	and	Up
NAMED FULLY ENDOWED CHAIR	1,000,000.00	and	Up



**NEW HORIZONS FUND  
GENERAL ORGANIZATIONAL PLAN**

**REGIONAL CAPTAINS  
- AREAS -**

- |   |  |
|---|--|
| <b>A. Charlotte/Southern Piedmont/Mountains</b><br>1. Alumni Captain<br>2. Alumni Captain   | 3. Bd of Visitors Captain<br>4. Corporate Captain<br>5. Friends Captain  |
| <b>B. Winston-Salem/Western Piedmont</b><br>1. Alumni Captain<br>2. Alumni Captain          | 3. Bd. of Visitors Captain<br>4. Corporate Captain<br>5. Friends Captain |
| <b>C. Greensboro/Central Piedmont</b><br>1. Alumni Captain<br>2. Alumni Captain             | 3. Bd. of Visitors Captain<br>4. Corporate Captain<br>5. Friends Captain |
| <b>D. Durham/North Central Piedmont</b><br>1. Alumni Captain<br>2. Alumni Captain           | 3. Bd. of Visitors Captain<br>4. Corporate Captain<br>5. Friends Captain |
| <b>E. Raleigh/Wake/Eastern Piedmont</b><br>1. Alumni Captain<br>2. Alumni Captain           | 3. Bd. of Visitors Captain<br>4. Corporate Captain<br>5. Friends Captain |
| <b>F. Wilson/Rocky Mount/Western Plains</b><br>1. Alumni Captain<br>2. Alumni Captain       | 3. Bd. of Visitors Captain<br>4. Corporate Captain<br>5. Friends Captain |
| <b>G. Ahoskie/Elizabeth City/Northern Coastal</b><br>1. Alumni Captain<br>2. Alumni Captain | 3. Bd. of Visitors Captain<br>4. Corporate Captain<br>5. Friends Captain |
| <b>H. New Bern/Wilmington/Southern Coastal</b><br>1. Alumni Captain<br>2. Alumni Captain    | 3. Bd. of Visitors Captain<br>4. Corporate Captain<br>5. Friends Captain |
| <b>I. Atlanta/Mid-Southern</b><br>1. Alumni Captain<br>2. Alumni Captain                    | 3. Bd. of Visitors Captain<br>4. Corporate Captain<br>5. Friends Captain |
| <b>J. South Carolina/Central South</b><br>1. Alumni Captain<br>2. Alumni Captain            | 3. Bd. of Visitors Captain<br>4. Corporate Captain<br>5. Friends Captain |
| <b>K. Florida/Caribbean</b><br>1. Alumni Captain<br>2. Alumni Captain                       | 3. Bd. of Visitors Captain<br>4. Corporate Captain<br>5. Friends Captain |
| <b>L. Virginia/Mid-Eastern</b><br>1. Alumni Captain<br>2. Alumni Captain                    | 3. Bd. of Visitors Captain<br>4. Corporate Captain<br>5. Friends Captain |
| <b>M. Washington/Capitol City Area</b><br>1. Alumni Captain<br>2. Alumni Captain            | 3. Bd. of Visitors Captain<br>4. Corporate Captain<br>5. Friends Captain |
| <b>N. Philadelphia/North Eastern</b><br>1. Alumni Captain<br>2. Alumni Captain              | 3. Bd. of Visitors Captain<br>4. Corporate Captain<br>5. Friends Captain |
| <b>O. New York/Eastern</b><br>1. Alumni Captain<br>2. Alumni Captain                        | 3. Bd. of Visitors Captain<br>4. Corporate Captain<br>5. Friends Captain |
| <b>P. Chicago/Western</b><br>1. Alumni Captain<br>2. Alumni Captain                         | 3. Bd. of Visitors Captain<br>4. Corporate Captain<br>5. Friends Captain |