



SAINT JOSEPH'S COLLEGE

The 128 Core Partners

Invest with Us:

The College, The Mission,
and Rensselaer

THE NEED

To the Puma Nation:

We don't need to tell you how much our school has suffered in the past 18 months. We've lived it together. We've fought, argued, dreamed, cried and strategized. We've gotten through some of the worst times in our long history, and—finally—we've turned a corner.

Now we need your help!

The **128 CORE PARTNERS** is a fundraising campaign with a goal of raising **\$1.33 million a year for the next three years to cover the expenses of SJC's journey back to health and vitality**. Our energies so far have focused on taking care of students and personnel, settling our debt and securing a way to offer accredited courses. The next step is to create viable academic and financial plans for the future. We're asking 128 of those who love SJC to become the 128 CORE PARTNERS to allow that to happen.

If **128 people** will commit to three years of support, that will give us the time we need to come up with a viable, comprehensive plan to bring life back to the Rensselaer campus. It will help us find a way to continue the SJC mission in a form that's sustainable in the 21st century. We're looking at a lot of exciting options, but we need time to develop them.

We've done as much as we can with the resources at hand. **Without your help, Saint Joseph's College has no chance of survival.** Zero. None. The Rensselaer campus will be closed for good and be sold. That is our open and honest assessment.

Will you be one of the 128?



WE HEARD FROM PUMA NATION LOUD AND CLEAR: "We want Saint Joseph's College in Rensselaer!"

Give Us a Fighting Chance!

While we were addressing the urgent issues that arose from suspending operations, we were still thinking about the future – and we couldn't imagine a future without Saint Joe's. At that time, planning was impossible; with unresolved debt looming, we did not know what resources we'd have to work with. Now that we own the campus, we can focus on planning for the future of Saint Joe's on the Rensselaer campus.

A new, revitalized Saint Joe's serving its mission on the Rensselaer campus is still a couple years away, however. In the meantime, we must cover the ongoing expenses of the campus until a new Saint Joe's is ready. We have reduced expenses and are utilizing the campus to generate temporary revenue. The revenues are not enough to cover all the campus expenses. The revenue shortfall will use up our available cash and we will be forced to sell the Rensselaer campus within six months.

Saint Joe's needs a source of funds to cover this shortfall for the next three years to keep the Rensselaer campus. We now turn to the **128 CORE PARTNERS** to give us a chance to **Restructure, Restart, and Rebuild**.

How much of a commitment can you make for the next three years to give Saint Joe's a fighting chance?

GIFTS NEEDED	INDIVIDUAL THREE-YEAR COMMITMENT
1 gift of \$250,000 /year for three years	\$750,000
2 gifts of \$100,000 /year for three years	\$300,000
3 gifts of \$75,000 /year for three years	\$225,000
4 gifts of \$50,000 /year for three years	\$150,000
8 gifts of \$25,000 /year for three years	\$75,000
10 gifts of \$10,000 /year for three years	\$30,000
20 gifts of \$5,000 /year for three years	\$15,000
30 gifts of \$1,000 /year for three years	\$3,000
50 gifts of \$500 /year for three years	\$1,500
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128 gifts totaling \$1,330,000 /year	



The Bell from the former Administration Building is pictured above.

We will ring it again when Saint Joseph's College reopens in Rensselaer.



DELIVERABLES

What we promise

100% of the Commitments go toward the Rensselaer Campus:

- The entire \$1.33 million will go toward working to develop the Rensselaer campus. These are not donations for the two-year college in Indianapolis, but for the development of programs for our Rensselaer campus.

Progress Reports:

- You will receive monthly updates on the progress toward our goal of \$1.33 million in commitments. You will receive quarterly financial reports on budget and cash flow.

Identify Commitments for \$1.33 million by February 1, 2019:

- We need your commitment to some level of participation and your help encouraging others to do so as well.

A comprehensive three-year plan by December 31, 2019:

- Between now and the end of 2019, the SJC Leadership Group will work to put together a comprehensive plan to bring the SJC campus back to life. It will be shared with you for your comments and input in early 2020.
- Our aspirational goal is to be serving students in Rensselaer for the 2021–22 school year with a prominent Saint Joseph’s College identity (Puma mascot, SJC Fight Song, Purple and Cardinal colors, Involved for Life, teams, etc.).
- Our financial plan for the future must be different from the past. Whatever form this takes, it must be financially sustainable and relevant to the needs of students today.

RESTRUCTURE PHASE: COMPLETED

SJC owns the campus with managed debt poised to move forward

We Took Care of Our Students

- Graduated the seniors & provided multiple opportunities for the other students to continue their education. Many of the students received the same scholarship and financial aid arrangements as they had at SJC.

We Took Care of Our Faculty and Staff

- Sold non-essential assets and worked with endowment donors procuring resources to cover severance, salaries, faculty and benefits.

We Protected Our Future

- The Wind-Down Committee worked diligently and quickly to resolve many of the issues associated with the suspension of operations. Further, the Phoenix Team was established to provide a healing presence, engage the community, and consider options for Saint Joseph's College to re-engineer itself with programming that is faithful to its mission.

We Resolved the Bank Debt

- Worked with debtors to arrive at settlements.

We Developed a New Board of Trustees

- The new board started with 5 Missionaries and the bishop of Lafayette. We are now at 5 Missionaries and 6 lay board members for a total of 11, with plans to add more lay members representing the larger cross-section of our alumni.

We Reduced Expenses

- Transferred to city water for a considerable savings.
- Reviewed all insurance and changed according to present needs, again at considerable savings.
- Worked more efficiently with a smaller group of SJC staff.

We Maintained the Campus

- Developed a plan to maintain the campus.
- Developed a campus footprint for reopening.
- Developed a priority list for maintenance issues on the campus.



RESTART PHASE: NOW

We will need to revitalize the Rensselaer Campus

The positives at this moment:

- We own our campus.
- We own the Waugh farmland and receive the proceeds from the farmland and windfarm.
- All of our debts are settled.
- We have over \$4 million remaining in our Endowment for scholarships.
- We have maintained our non-profit status.
- We have committed SJC Leadership.
- We have a committed Board of Trustees.
- We have a large pool of talented, committed alumni who are willing and eager to help.
- We have the support of the local community.

The challenges at this moment:

- We need to raise \$1.33 million a year to make our operating budget work.
- We need to do all we can to help make the two-year college model in Indianapolis successful, and pursue a feasibility study for a rural model for the SJC campus.
- We need to build alumni support as the plan continues to develop.
- We need to be prepared for surprises—unexpected expenses for developing the campus.
- We need to continue to increase the Endowment.
- We need to continue building relationships with potential educational and business opportunities.

REBUILD PHASE: WHAT LIES AHEAD

Fundraising:

- Events to raise funds: Purple Tie Dinner, Giving Tuesday, New Initiatives.
- Campaign for the reopening of the Rensselaer campus.
- Generate additional revenue: rent out campus (sports camps, office space).
- Offer certificate programs
- Prepare campus for the two-year college.

Reduce Expenses:

- Sale of non-essential assets.
- The right-sized staff with the right abilities.
- Share or contract services where economically advantageous.

Engage Community:

- Improve communication with regular updates.
- Develop a Puma Volunteer Corp.
- Host events on campus such as Mass, Little 500, Rensselaer Choir, etc.

Collaboration:

- Two-year program with Marian University.
- Training programs for local businesses.
- Local, State and Regional collaboration.
- Partnerships with other educational institutions.

SJC of the Future:

- Solicit and recruit the cutting-edge, academic expertise necessary to put Saint Joseph's College on the path to success in the 21st century.
- Research for the plan will include educational models for two- and four-year models, and certificate programs.
- Feasibility studies will help us determine what models have the best chance of success.
- All capital expenditures in the plan will be based on need and ability to produce revenue.



Saint Joseph's College Mission in Action



"I am from the Region and had plans to attend Indiana University. My mother insisted that I attend Saint Joseph's College back in 1959 'To learn how to study.' The rigorous curriculum instilled an intellectual curiosity that would impact the rest of my life. Thanks to St. Joe, I would enjoy a successful corporate career followed by an entrepreneurial spirit forming two financial services companies in 'retirement.' Equally important, was the grounding in my Catholic faith and Puma friendships that survive to this day. This 'kid from the Region' will be forever grateful to Saint Joseph's College. Mom always knew best."

Jim Tuerff '63

Founder and Chairman, Executive Committee Cumberland Trust & Investment Co

"I vividly remember my campus visit and tour at Saint Joseph's College during my senior year of high school. As I was touring around the campus, each passerby said hello with a smile. There was a warm sense of a community that I had not experienced at other college visits—this is what drew me in. During my four years, I was able to focus on my pre-law studies, play collegiate basketball and also volunteer for various service projects at the school and in town. The faculty and staff supported and guided all of these interests. Balancing many different roles prepared me for law school where I worked a full time job while attending law school in the evenings. It was a tough challenge but one I was prepared to do. The lessons learned at Saint Joseph's College playing on one of the most successful basketball teams in the history of the school, the rigorous work in the classroom and being encouraged to be an active member of the community—all of these were pivotal in establishing the solid foundation of my personal and professional life."



Tia Ghattas '93

Attorney and Co-Chair of the Transportation and Logistics Team and former Office Managing Partner, Cozen O'Connor

The 128 Core Partners Multi-Year Pledge Form

- ☐ I prefer to visit with Bill Hogan personally before committing.
- ☐ I/We pledge to give \$_____ designated for the 128 Core Partners initiative each year for the next three years.

Start date: _____

Signature Date

Signature Date

Donor Information:

Name Spouse Name

Address City State Zip

Preferred Phone Email Address

Optional Payment:

Enclosed is the first payment of \$_____

Checks payable to Saint Joseph's College

To pay by credit card, please visit **pumas.saintjoe.edu** – click Donate Now. Be sure to choose 128 Core Partners from the dropdown menu. Or call **219-866-6000 ext. 10**

Gifts to Saint Joseph's College are tax deductible, per IRS guidelines

Return this completed form to: **Saint Joseph's College - 1027 South College Avenue - Rensselaer, Indiana 47978**

For questions or additional information, contact **Bill Hogan — bhogan@saintjoe.edu — 219-869-0894**