# Feasibility Study for a Capital Campaign

The Wintonbury Historical Society
The Captain Oliver Filley House

Conducted by Clemow Consulting Group February, 1996-August, 1996

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# The Study Process

In February of 1996, the Clemow Consulting Group was retained by the Wintonbury Historical Society (WHS) to prepare a Feasibility Study for a proposed Capital Campaign to provide public and private money for the restoration and preservation of the Captain Oliver Filley House. It was the Society's hope that the building could be a town museum, to display and conserve local artifacts, a cultural center, an archive and resource library, and the headquarters of WHS. The existing apartment would be sublet to a responsible tenant. The Society has always wanted a headquarters and members of the Board began thinking about the Filley House in 1993. The Society spent \$16,000, from a capital reserve fund, to replaced the roof of the House to prevent further deterioration of the structure. In February of 1995, the Town of Bloomfield and the Society signed a 99 year lease giving the House " and the mowed area surrounding the dwelling" (The Agreement between the Town of Bloomfield and the Wintonbury Historical Society) to the Society. The remaining acreage will be developed and maintained by the Town Parks and Recreation Department.

At the time of this study, a little over \$40,000 has been raised from the Board and members of the community, through personal and direct mail solicitations, and from fund raisers, such as the kick off Mardi Gras event, the Fashion Show at Duncaster and Geranium and Bake Sales. Some of the \$40,000 has been used to reinforce the rafters, fix the ventilation, clean the house and the cellar and seal and repair masonry cracks.

Based on an architectural feasibility study presented in May of 1995, the WHS needs \$500,000 to fully restore the building. The Clemow Consulting Group has suggested that WHS consider raising money for an endowment at the same time to use for future financial stability and upkeep.

This Feasibility Study specifically sought to address the issues of the overall goal, campaign leadership and a compelling case for the campaign. For this purpose, it was necessary for the study to focus on the following areas:

- Evaluating the public image of the Wintonbury Historical Society and awareness of its programs and services.
- 2. Measuring the overall awareness of and interest in the Filley House project.
- Determining the ability and willingness of the Board, members of the society and members of the community to provide leadership essential for a successful capital campaign.
- Examining the fund raising climate in the Bloomfield area in terms of both dollars and timing by looking at economic conditions and competing campaigns.
- Determining whether the proposed campaign goal is realistic and attainable.
- Evaluating whether the Wintonbury Historical Society has the internal capabilities and structure to effectively manage a campaign.

To examine these issues, Clemow Consulting Group undertook twenty eight (28) interviews, six (6) with Board members, two (2) with corporate leaders, and nineteen (19) with community leaders, and one (1) with a member of the Filley family. In addition, seven (7) people declined to be interviewed and seven (7) did not return our telephone calls.

The people interviewed were chosen by the Board and other community leaders in a brainstorming session, or were suggested by other interviewees. All interviews were confidential. Twenty one (21) were conducted in person, six (6) by phone and one (1) by questionnaire. Respondents were encouraged to speak freely and candidly. The list of people interviewed and the general questionnaire are appended in this report. (Appendix I and II)

In addition to the interviews, our analysis and interpretation is based on a review of financial data, analysis of membership information, organizational structure of the Board and Board committees (there is no staff), timeliness and quality of internal and external communications, and past and present fund raising activities. Informational calls were made to other historic Houses which serve their communities as museums, headquarters and libraries.

Clemow Consulting Group will present this report to the Fund Raising Committee in August and to the full Board in September. We wish to thank the members of the Board and all those who agreed to be interviewed for their time and commitment to this study.

# Summary Findings

# Perception of the Wintonbury Historical Society

- ~The people who know of it hold it in high regard
- ~ Many people in town know of it but don't know what it does
- ~ No Board member has a "high profile" in the corporate community
- ~The Board is not diverse in terms of race, ethnicity or age
- ~The artifacts of Historic Bloomfield preserved by WHS have their roots in Europe rather than Africa or the West Indies

# Interest in the Project

- ~Interest comes from many people in town, but is a priority for only a few
- ~More people are interested in restoration rather than endowment, although they see endowment as an important component of the project
- ~The Filley House is not perceived to address any of the challenges which Bloomfield is experiencing
- ~The Filley House could help the town feel pride in its heritage
- ~Some respondents felt that \$500,000 was too much money to spend to simply renovate a building without some sort of program
- ~Some people saw this as a tourist attraction for the town

# Campaign Leadership

- ~The Board must be fully committed to the Filley House in terms of financial support and public endorsement
- ~The President of WHS should be both a spokesperson and a supporter of the Campaign, but should not be expected to raise money
- ~In order for the campaign to succeed, key leadership must <u>also</u> come from outside the Board
- ~Community leaders recognize the Filley House as a valuable resource, but do

not consider it a priority for their volunteer support

- ~ The Steering Committee should be chaired by people who have high visibility in the community and who can "open doors".
- ~ Two(2) people, not on the Board, said that they would accept a leadership role in the campaign, five (5) offered to help

# Fund Raising Climate

- ~There are no other campaigns going on in Bloomfield at this time
- ~The economy is flat
- ~Requests to all private sources have increased over the last 5 years.

# Campaign Goal

- ~The majority of people felt that \$500,000 was attainable but that it would have to come from a variety of sources, including in kind contributions.
- ~ Four (4) people did not feel that it was attainable.
- ~ Four (4) people did not know if it was attainable.
- ~No Board gift was identified at the \$10,000 level or above.
- ~No gift in the \$25,000 to \$50,000 range was identified in the private sector.
- ~ Some people felt an endowment of \$250,000 should be a part of the goal.
- ~A concerted PR campaign, and informational events would have to precede any approach to the general public.

#### Internal Assessment

- ~The Wintonbury Historical Society has no staff to support a campaign
- ~ A comprehensive campaign would require paid personnel or highly dedicated volunteers
- ~WHS has limited computer capabilities
- ~ There are no written or recorded donor histories
- ~ Financial information is kept by volunteers
- ~The Board is mostly homogeneous and consists of long time WHS members

## Detailed Analysis

## History

The Wintonbury Historical Society was created in 1949 through the efforts of Dr. Eugene Bestor and Jack Hoover with the help of a bequest left by Levi E. Latimer, a town resident, in 1910. "The objectives of the Society included the collection and preservation of historical records, the marking of buildings or sites of historic interest, the recording of present history and the dissemination of such history." (From Wintonbury to Bloomfield, p. 115)

The Society's files contain many histories written by Bloomfield residents including, Bloomfield Connecticut, Bicentennial of the United States 1776-1976, written by Jerry Wagner, and "Over Tunxis Trails" and "The Good Old Days". A group of writers from the Wintonbury Historical Society in 1983 created From Wintonbury to Bloomfield, which "traces the development of Bloomfield from a tiny farming village in the 17th century to a bustling community of close to 19,000 people in the 20th century." (Jacket cover From Wintonbury to Bloomfield)

The other achievements of the Society have been moving and restoring the Old Farms School in 1976, placing the Francis Gillette House on Bloomfield Avenue and the two schoolhouses on the National Register, and restoring the Southwest District School. In 1993, they decided to restore the Oliver D. Filley House and place it on the Connecticut Register. Oliver Filley was a farmer, manufacturer, and representative in the state legislature whose tinware factory on Mountain Avenue was a major employer for the town in the 1800's. "In this Wintonbury man was exemplified the bold and at the same time calculating spirit that was to establish the preeminence of New England in the industrial expansion of the nation...." (From Wintonbury to Bloomfield)

# Perception of The Wintonbury Historical Society

# Strengths

There is great regard for the Board of the Wintonbury Historical Society and what they have accomplished, among those who know about WHS. The members of the Board are perceived to be sincere in their desire to save old buildings and preserve history and are active in community affairs. They were able to raise the \$50,000 needed to move and renovate the Old Farms School through a direct mail campaign. People are aware of the group's involvement in restoring the schoolhouse and the Southwest District School. The Society is visible through displays in the Prosser Library, and the history of Bloomfield, From Wintonbury to Bloomfield. WHS has fund raisers like Antique Shows and Flea Markets, and they sell publications, plants, tee shirts and baked goods at town festivals.

Many of the members of the Society, as well as members of the Board, are instrumental to the volunteer life in Bloomfield. Although they may not all be "high profile", they are the ones, as volunteers, who get things done.

# Challenges

Although the Wintonbury Historical Society has been in the town of Bloomfield since 1949, it is perceived to be a special interest group which does not address the challenges of Bloomfield today. Many people interviewed don't see the Society taking a leadership role in the town. People who don't know it well, are not clear about what it does. The Board is mostly homogeneous in terms of race and age and operates as a volunteer, loosely structured organization. One respondent said that they need "a crystallized image of themselves, a long range plan which will take them into the next century."

Many expressed the desire for the Society to become more racially and ethnically diverse and to include all ages on its Board. For the Filley House project to succeed, it must be of interest to the town as a whole. Funding depends on its ability to represent the combined heritage of the people of Bloomfield.

## Interest in the Project

# Strengths

Many people from a broad cross section of town would like to see the Filley House project succeed. They see this as "an attraction for Bloomfield". The main focus of the project for WHS would be to restore the House to become a headquarters, a museum of Bloomfield artifacts, a research library and a tourist and school group destination. A subtenant would live in the existing apartment to generate rental income.

People who were interviewed were generally impressed with the architectural feasibility study which was prepared to ascertain the scope and cost of the restoration project. Some people knew of the work that had already been done on the property (i.e. the new roof) to save it from futher deterioration.

# Challenges

Some people in town knew very little about the Filley House project and hadn't heard anything about it lately. Although many people in town would like to see the Filley House Project succeed, it is a priority for only a few people, most of whom are the members and Board members of the Historical Society. It does not directly address any of the challenges of Bloomfield, which people uniformly see as:

- the negative perception of the educational system
- \_an aging population
- \_racial, ethnic, and socio-economic changes
- \_the need for more economic development
- \_a decreasing population

Many people did see the Filley House project as indirectly addressing some of these challenges. The Filley House could be an historic attraction, a place to display the history of all ethnic groups in Bloomfield, a site for school field trips. The 139 acres of farmland could be a recreational park with maintained trails for jogging, walking, biking and horseback riding. The Filley House could positively affect the quality of life for Bloomfield residents, and become a focal point for the diverse communities in town to come together.

#### Renovation and Endowment

Most people felt that the restoration of the House was the most important part of the project but that an endowment was the next priority. Two people who responded felt that they were equally important. "An endowment for an organization is important if it is going to last." An endowment of \$250,000 was the amount most commonly mentioned, but many people wanted to be sure that WHS had properly researched how much it would cost to maintain the House and its artifacts. Half said to do the House restoration first, and than raise the endowment. The other half said that it was important to raise endowment during the campaign. "The wisdom is making sure that they have the money they need now while undergoing a capital campaign."

# Campaigh Leadership

# Strengths

The people on the Board are a highly committed group, many of whom have been with the organization a long time. There is a fund raising committee in place which is responsible for the campaign as well as other fund raising events for WHS. There are people on the WHS Board who have the vision and follow up to lead this campaign, but in some cases "the spirit is willing but the body is not." The President of the Board, before he became a judge, was a seasoned fund raiser and understands the mechanics and subtleties of a fund raising campaign. Those interviewed have been helpful in suggesting potential names for the leadership of the Steering Committee (Appendix III)

# Challenges

The WHS Board will not provide the breadth of experience, the vision and the financial wherewithal, by itself, to accomplish the \$500,000 goal. Board membership does not include experienced campaign leaders, although some have raised money for other organizations. Several of the people interviewed felt that there was no one on the Board at the present time who had the corporate connections and "deep pockets" to be an effective solicitor or leader of the campaign. The Society's experience in fund raising has been smaller in scope, focusing primarily on grass roots events.

It will be necessary to involve "new blood" who are interested in the project for different reasons to lead the campaign. The people interviewed did not feel that one individual or business in town had been identified as having the ability and willingness to make a gift of sufficient magnitude to give the project credibility and ensure its success.

# Fund Raising Climate

# Strengths

Although many of Bloomfield's residents are asked to contribute to other philanthropic organizations in Greater Hartford, there is no other capital campaign which is in competition with the Filley House in Bloomfield. Also, between \$600,000 and \$800,000 of unexpended money has been returned to the town from the schools in June, 1996, although Bloomfield has many needs for which it may be spent.

#### Weaknesses

The number one critical fund raising issue is the failure of Connecticut to rebound from the recession, although for the first time, respondents are saying that the economy is flat, not declining. Layoffs are still a reality for many people. When individuals and businesses are unsure of the future, they are reluctant to make large pledges over a period of time. Individuals, businesses and foundations are inundated with requests for money. The competition for the dollar is very keen. Also, the Filley House project is not seen to impact the challenges in Bioomfield. One of the challenges which might impact the project is the excitement which has been generated by a proposed golf course at Reservoir 3. This may deflect attention and leadership away from the Filley House.

# Campaign Goal

# Strengths

The Wintonbury Historical Society has a history in town of taking on projects and getting them done. Most people felt that a goal of \$500,000 or even \$750,000 was attainable but that the money would need to be a combination of private and public

dollars and in- kind services. They suggested forming partnerships with the town, the schools and the Duncaster retirement community to make the campaign feasible.

# Challenges

Four (4) people interviewed did not think that amount of money could be raised for this project and four (4) did not know if it could be raised or not. Among the Board members, no gift of over \$10,000 was identified, although one Board member did say that he/she would contribute \$5,000 over 3 years. The only potential gifts over \$50,000 were from public sources; state bonding money, Community Development Block Grants funds and money from the Connecticut Historical Commission. The feasibility study did not identify any individual, corporate or foundation gifts of that magnitude.

Many of the Society members and the Board have already been asked for a gift and about \$40,000 has been raised through direct mail and fund raising events. The brochure that people were given did request gifts over \$1,000 but to date, no gifts over \$1,000 have been received. Although it is harder to solicit them again for an additional amount, some of the Board members and individuals interviewed did say that they would give another gift to the campaign. However, most people did not see their contribution on the Gift Table (Appendix IV) which began at \$2,500.

Many of the people who had been identified in the brainstorming sessions as people who could make a leadership gift to the campaign declined to be interviewed, or did not return phone calls. The people who declined an interview were: Tom Archibald, Dorothy Schiro, Bernard Kohn, Irving Bercowetz, Bennett Millstein, and Alvin Wood. The people who we were not able to contact were: Herman Bercowetz, Naomi Cohen, Oswald Camman, O.D. Filley West, Preston King, Lewis Rome, Elaine Savin, Edward Stockton, and David Tolly. A meeting was scheduled with Nat Schwartz which was cancelled.

Although foundation support was mentioned in several interviews and a list of foundations was researched by the Clemow Consulting Group, the only prospect of a leadership gift over \$10,000 was the Hartford Foundation for Public Giving. The other foundations would probably give smaller gifts up to \$10,000, although the Richard and Marian Keller Foundation was mentioned several times. (Appendix V)

The people interviewed did not see the potential for leadership gifts coming from corporations or businesses, although CIGNA and Kaman were mentioned as possibilities. Some of the companies that were described as doing well were: Jacobs Vehicle Equipment Company, Culbro Land Resources, Bercrose Associates, and Johnson Gage Company.

Prospective Gifts from Private Sources	Number of Prospects
\$25,000	1 = -
\$10,000	1
\$5,000	3
\$2,500	
\$1,000	1
Not on the Chart	6
Had already given but would give more	5
No gift	2
No comment	8

The number of prospects is an important consideration as it relates to the gift chart. Not only does an organization need a certain number of gifts at each level, the general rule of thumb is three prospects for every gift. Of those people who felt that they could make a gift to the campaign, most were only willing to consider a token gift.

There has not been enough information about the Filley House distributed either to the membership of the WHS or to the people in Bloomfield. Everyone wants to know what has happened to the project and when it will move forward.

#### Internal Assessment

## Strengths

The Wintonbury Historical Society has been able to accomplish a great deal over the years as a volunteer organization. The volunteers are committed, long time members who agree to take on a job and see that it is done. Fund raisers are organized and run by members, with Board direction. WHS depends on a small number of core volunteers to accomplish its goals.

The Board has nine (9) members and two committees, fund raising and building, which include ten (10) people who are not on the Board. Most of the Board and committee members are active.

The membership list is kept on computer, but there is no donor history as such. There have been 37 additional members who have joined the Society this year. All gifts to the capital campaign have been recorded and acknowledged thus far. Because so many people have had a lifetime association with WHS, and because it was in fact begun with a bequest, it is well positioned to begin a Bequest Society as a way to increase its endowment.

# Challenges

There is no central office from which communication is generated or records are kept.

Computer support is only available if Board members have them or have access to them. Record keeping and finances are only as good as the people that are responsible for maintaining them at the time.

Minimal needs for a campaign include a phone, a word processor, a printer and a copier and someone to work at least 20 hours a week to research prospects from the

individual, business and foundation community, to produce the case statement, brochure and other campaign material, to help schedule meetings and process, 1, record and acknowledge gifts.

There has not been a well thought out long range plan for the Wintonbury Historical Society which will integrate the Filley House into a broad vision which will take them into the 21st century and show the financial impact of this project on WHS. There is no development program or public relations plan in place from which to draw. Most of the money raised has come from individuals and other than thank you notes which have been sent, there is little stewardship which has been done.

#### Conclusion

There are no easy answers in fund raising- just hard work and 90% of that work is planning

The Wintonbury Historical Society is to be commended for making the decision to include a feasibility study in their campaign planning. At the August Fund Raising Committee meeting, the Clemow Consulting Group will present the findings and recommendations of the Study. At the September Board meeting, the Board will discuss what future steps to take.

# Potential Future Steps

The Clemow Consulting Group feels that the Wintonbury Historical Society will be able to restore the Filley House and achieve its goal in the future. In the meantime, it needs to concentrate on more immediate goals to reposition itself for the campaign. Potential gifts from interviewees are not sufficient to fund the project. There needs to be a period to strengthen the Board and form partnerships to cultivate large gifts from private or public sources. The internal structure of the Society, in terms of the Board, the long range plan, or the "office" system, is not capable of supporting a campaign of this magnitude at the present time.

Also, the effort is compounded by the fact that this is a stalled campaign to which many of the staunch supporters of the Society have already contributed. Therefore, it is necessary for the Society to step back, reassess the situation, and reposition itself for success. The project could be very timely for the town of Bloomfield if it is able to address the concerns and multifaceted interests of the community.

It is our recommendation that the Board consider the following steps:

# Preparation Steps

## September 1996:

\*Apply for a planning/implementation grant from the Town of Bloomfield, the Connecticut Humanities Council, or the Hartford Foundation to position the Filley House to be a major attraction for Bloomfield which represents and enhances all communities in town. (\$25,000)

\*Find an in kind contractor to live in the house and make improvements.

\*Enlarge the Board or create an advisory committee to include different constituencies in town, including representatives from the West Indian and Afro American communities, corporate representatives, representatives from Duncaster and Seabury, and philanthropic individuals in town. There is a need for at least 25 members.

#### October 1996:

\*Begin discussions with the Town of Bloomfield and Duncaster as potential partners for this project.

- \*Begin nominating and orienting new Board members.
- \* Establish a long range planning committee
  - ~decide on the vision for the WHS 2000
  - ~incorporate the Filley House project in that vision
    - -begin discussions with the town/the schools/open space committee/leisure services committee/Duncaster -provide a case statement for the Filley House project

#### November 1996:

\*Establish a public relations committee to formulate a marketing program ~speakers bureau ~cultivation committee to plan events or parties in all parts of town to talk about the project (begin in January 1997)

#### December 1997:

\*Begin Cultivation Parties-- hold at least six over the next six months

# Steps for the Campaign

# February 1997:

\*Decide on the Campaign Chair and Vice Chair

#### March 1997:

\*Create a steering committee from the Board and from the community who will coordinate the campaign

~the Steering Committee will approve the case statement, the campaign plan, timetable and individuals to lead and support the campaign

# April 1997:

\*Hire part time office support (20 hrs./wk.) to help coordinate the campaign

-begin research on individuals, foundations and corporations who will

contribute to the campaign

-establish a Bequest Society

# May 1997:

\*Access 80% of the goal from public (state bonding, town of Bloomfield, CDBG money Connecticut Historical Commission) because it will enhance what the Town of Bloomfield has to offer to two markets-the state tourism market and public schools. Begin to write the grants.

\*Involve the town, the schools, Duncaster and the different ethnic communities in Bloomfield in this project

There could be a broader range of interest among people in town if:

~The land were to provide hiking, biking and horseback trails

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- ~The schools would use it in their vocational agriculture program or with a magnet school for distance learning or just for field trips.
- ~The Farm Museum could be associated with the project
- ~The Museum were reflective of the history of all ethnic and racial groups and a way for the community to "understand its evolution."

# September 1997:

\*After the public money has been raised, look for 20% of the campaign goal from private sources, foundations which support capital projects, corporations and businesses

Based on the answers to the questions and recommended future steps, Clemow Consulting Group will provide a pre-campaign plan which will include a time line and assignment of responsibilities for future tasks. CCG will provide a draft campaign budget as well. Any further involvement by the Clemow Consulting Group will be determined by WHS. A separate proposal would be submitted outlining the cost, the time and the work.

The Clemow Consulting Group has been fortunate to work on the Feasibility Study for the Wintonbury Historical Society. We wish to thank members of the Board and from the Society who have helped us in our work and all the people who agreed to be interviewed and gave so generously of their time and ideas. We know you will make this project happen and we hope that our input has helped you in establishing a time line and a plan.

Appendix I

# Wintonbury Historical Society Feasibility Interviews

## Board Members

Martin Bush, past president Lee Comar, past president Louis Chapman, town manager Fannie Gabriel, vice president Roberta Kania, past historian Jerry Wagner, president

## Community Representatives

Carrie Allison (Community Activist)

Dr. Ralph Schmoll (retired Doctor)

Dr. Richard and Barbara Bagnall

Philip Schoenberger (neighbor)

David Baram (Chamber of Commerce) John Stout (neighbor)

Alred Dyce (Town Council Member)

Walter Stroly (Ex. Dir. of Duncaster)

Mary Eberle(State Representative)

George Vandermuhl (Duncaster Resident)

Bruce Fraser (CT Humanities Council) Ruth and Myron Weiner (Community Activists)

O.D. Filley (descendant)

Lois Hager (neighbor)

Jeanne Hunciker (past board president)

John Leavitt (retired businessman)

Russell Jones (Kaman)

Peter Marsele(Town of Bloomfield)

James Mason (CIGNA)

Faith McMahon (Mayor of Bloomfield)

Marge Pinney (WHS member and neighbor)

Harlow and Ruth Savage (Duncaster)

# CONFIDENTIAL QUESTIONNAIRE

Feasibility Study Wintonbury Historical Society May, 1996

## Draft questions

 What is your relationship with the the Wintonbury Historical Society (WHS) (Board: How did you first become involved with WHS?)

Has your company or organization been involved with the WHS and in what ways? (Board: What aspects of the program do you know best and what interests you the most?, especially as relates to the Filley House?)

- 2. What do you perceive to be the major focus of the Filley House project?
- 3. What are the two biggest challenges facing Bloomfield (the Hartford region) today?

Do you feel the Wintonbury Historical Society addresses these challenges? Does the Filley House project address them?

4. (External Only) (Board List) Are you familiar with any of the members of the WHS Board?

Of those known to you, who would be most effective in a leadership role on the Campaign Steering Committee?

Who would be most effective in a leadership role by making a leadership gift?

Who would be the most effective solicitor?

5. The information we receive from these interviews will help the board set a realistic dollar goal. Ideally, WHS would like to raise up to \$ \_\_\_\_\_ to be allocated in the following way. Please rank these two elements according to your interest:

High Medium Low

Renovation \$500,000 Endowment \$250,000

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What is your personal feeling about including endowment in a capital campaign?

- 6. Do you think a campaign goal of \$500,000 is attainable? Why or why not?
- 7. If asked would you personally accept a leadership role in the campaign? (Board): Have you had the opportunity to raise money for either WHS or another organization?
- 8. Can you suggest any individuals who might be interested in leading a campaign of this importance? From the Business Community? Volunteer Community?
- 9. (Gift Pyramid) To succeed, a \$500,000 campaign would need to obtain the following levels of giving, pledged over a 2-3 year period. Where do you think you would fit in this chart?
- 10. (For corporate prospects): What other corporations or businesses do you feel would support this campaign with a major gift? (Board) Do you have a contact with a corporation, foundation or individual whom you feel would support this campaign with a major gift?
- 11. Who else should we talk to about this project?
- 12. Who needs to make a gift in order for this campaign to be a success?
- 13. Who needs to be involved in a leadership role to make the campaign a success
- 14. Is there any other advice or anything you think would be helpful for us to know that we have not covered?

Appendix III

# Wintonbury Historical Society Potential Campaign Leaders

The following names should be considered for membership on or leadership of the Steering Committee. The names are listed because of someone's suggestion or someone's own interest in participating.

Carrie Allison David Baram Berkenstein

Irving Bercowetz

Jesse Branch Marty Bush

John Carson

Barbara Clark Tom Ciccarillo

Dick Corr Peg Curtis Alfred Dyce

Al Green

David and Lois Hager

Fred Hamilton

Jeanne Hunciker

Effie Johnson Preston King

Jack London

Jim Mason

Joe Merritt

Ruth Nelson Paul Pelletier

Lewis Rome

John Savin

Ralph and Lois Schmoll

Phil Schoenberger

Ed and Marilyn Stockton

John Stout David Tolly

George Vandermuhl William Washington

Jerry Wagner

Penny and Robert Whalen

	*		Appendix IV
	Wintonbury Historica	al Society	
Gift Charts for a \$500,000 Campaign			
	March 13, 19	96	
	\$500,000 Capital C	ampaign	
# of gifts	Gift Level	Total	
1	\$100,000	\$100,000	
1.	\$ 75,000	\$175,000	
2	\$ 50,000	\$275,000	
4	\$ 25,000	\$375,000	
6	\$ 10,000	\$435,000	
8	\$ 5,000	\$475,000	
10	\$ 2,500	\$500,000	