

# D SPONSORS RECRUITING FUND

## 2021-2022 ANNUAL REPORT

### SPONSORS CONTINUE STRONG SUPPORT FOR BIG GREEN COACHES

With the return to a full complement of on and off-campus recruiting, our coaches navigated an evolving landscape of travel

rules and campus regulations to secure the next elite group of Big Green student-athletes. Thanks to the incredible generosity of our

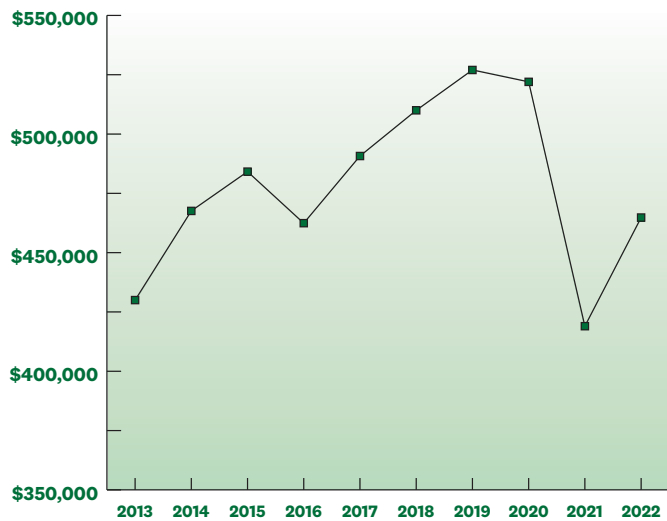
Sponsors, we were able to meet these unique challenges and continue to fund the recruiting needs of our programs.

During the 2021-22 academic year, our members contributed **\$464,806** which funded the campus visits of **308** outstanding prospects, regardless of their financial means.

Joining the Dartmouth Class of 2026 in Hanover this fall are **139** recruits whose official visits were made possible by the Sponsors. These student-athletes hail from **38 states and 13 countries!**

While competition returned last year, our ability to host recruits in dormitories on their official visits did not. Recruits on overnight trips were housed in local hotels for the first time, and the incredible generosity of the Sponsors funded that extra expense. **The average cost of an official visit last year was \$1,053 vs. \$546 before the pandemic.** Thankfully, the dormitories are once again open to house these recruits, but we are grateful to the Sponsors for giving our coaches the ability to adapt and meet the financial needs of the 2021-22 academic year.

10 Years of Giving to the Sponsors Recruiting Fund



### THE NEXT PHASE OF ATHLETIC SPONSORS

As the recruiting landscape continues to evolve and attracting talented student-athletes becomes increasingly competitive (and expensive), the Sponsors are launching three initiatives to grow the program and support the recruiting needs of our teams.

#### 1. Update Name and Branding

Sponsoring recruits' visits to Hanover and sending coaches to their homes is the core of what we do. By updating the name from Dartmouth Athletic Sponsors to **Sponsors Recruiting Fund** we can ensure that new members to our community will understand exactly

what we do. We will always be Sponsors, but ensuring our mission is embedded in our name will help grow what is a critical function of our competitive success.

#### 2. New Giving Levels

In January, Dartmouth announced it expanded its need blind policy for admissions to international students. This incredible development combined with increased cost of all travel due to the global economy have contributed to the average cost of an official visit rising drastically since 2019. In response, the Sponsors will be adjusting the

giving levels to match those of other athletics Friends groups to create consistency while helping meet the financial needs of our coaches.

#### 3. Improved Stewardship

Pairing donors with individual student-athletes is what makes this program so special. Our Sponsors get to follow the progress of their student-athletes as they compete for Dartmouth and grow into the leaders of tomorrow.

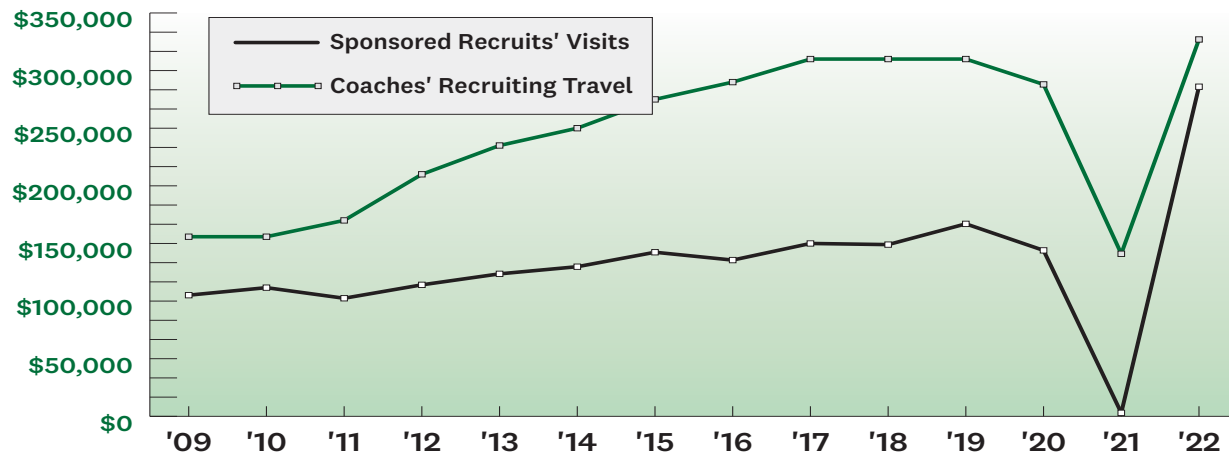
Our plan is to use technology to enhance that connection throughout the athlete's Dartmouth career.

# EXPENSES

## 2021-22 FINANCIAL SUMMARY

Carry-over from 2020-21		\$232,000
2021-22 Income	Contributions from Sponsors	\$464,806
	Endowment fund income	\$72,419
	<b>Income</b>	<b>\$537,225</b>
2021-22 Expenditures	Transportation of recruits	(\$286,034)
	Coaches' recruiting cars	(\$33,264)
	Coaches' recruiting trips	(\$327,268)
	On-campus recruiting expenses	(\$22,173)
	Coaches' cell phones	(\$25,000)
	Transfer to endowment	\$0
	<b>Expenditures</b>	<b>(\$693,739)</b>
Carry-over to 2022-23 (essential to cover costs early in fiscal year)		\$75,486

### Recruiting Travel Trends



Comparative Analysis	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-21
<b>Total Membership</b>	1066	949	952	951	951	944	948	967
<b>Contributions</b>	\$484,152	\$462,423	\$490,737	\$511,903	\$527,130	\$522,005	\$418,732	\$464,806
<b>Total Income</b>	\$525,338	\$517,144	\$541,533	\$564,979	\$582,638	\$580,742	\$485,970	\$537,225
<b>Total Trip Expense</b>	(\$142,373)	(\$135,569)	(\$149,804)	(\$148,637)	(\$166,917)	(\$144,180)	(\$2,988)	(\$286,034)
<b>Average Trip Expense</b>	(\$585)	(\$551)	(\$527)	(\$523)	(\$520)	(\$546)	(\$699)	(\$1,053)
<b>Total Trips</b>	243	251	284	284	321	258	3	308
<b>by High School Juniors</b>	0	0	0	0	73	44	3	95
<b>by High School Seniors</b>	243	251	284	284	248	214	0	213
<b>Tripees Enrolling</b>	118	124	141	146	143	117	0	139
<b>Coach Travel Expense</b>	(\$275,000)	(\$290,000)	(\$310,000)	(\$310,000)	(\$310,000)	(\$288,156)	(\$141,032)	(\$349,000)

# MEMBERSHIP DONATIONS

By Class — Dartmouth Athletic Sponsors 2021-22

Class Year	# of Sponsors	Leadership Donors	Individual Gifts Total	Class Gift
1940	1	1	\$1,000	
1941	1	0	\$0	
1942	1	0	\$0	
1944	1	0	\$0	\$1,033
1945	1	0	\$0	
1946	2	0	\$40	
1947	5	0	\$350	
1948	2	0	\$0	
1949	7	1	\$5,200	
1950	9	0	\$350	
1951	13	0	\$1,300	
1952	20 (7)	2	\$2,400	
1953	13	1	\$1,750	\$1,500
1954	20 (7)	5	\$6,500	\$4,482*
1955	22 (5)	0	\$2,175	\$2,000
1956	10	3	\$3,950	
1957	13	2	\$16,750 (6)	\$3,000
1958	20 (7)	4	\$10,200	\$5,500
1959	45 (1)	6	\$11,264 (10)	\$3,754
1960	21 (6)	2	\$5,550	\$3,000
1961	18 (8)	7	\$18,565 (4)	\$2,500
1962	20 (7)	4	\$12,674 (9)	\$3,000
1963	29 (4)	6	\$9,375	\$10,989
1964	29 (4)	4	\$17,500 (5)	\$1,000
1965	15	5	\$10,200	\$1,200
1966	12	1	\$2,365	\$2,400
1967	12	1	\$3,500	
1968	18 (8)	6	\$39,300 (1)	\$1,200
1969	11	1	\$2,600	\$1,200
1970	9	2	\$1,600	
1971	13	5	\$7,650	
1972	16 (10)	3	\$7,910	\$2,000
1973	17 (9)	2	\$5,000	
1974	12	2	\$4,374	\$1,500
1975	15	2	\$4,450	
1976	9	3	\$6,125	\$1,976
1977	11	2	\$6,525	\$1,200
1978	34 (2)	5	\$10,353	\$7,800
1979	32 (3)	4	\$8,543	
1980	29 (4)	7	\$28,758 (2)	
1981	15	2	\$5,262	
1982	16 (10)	2	\$16,250 (7)	
1983	14	2	\$4,000	

Class Year	# of Sponsors	Leadership Donors	Individual Gifts Total	Class Gift
1984	13	4	\$4,200	
1985	7	2	\$2,907	
1986	17 (9)	4	\$19,325 (3)	
1987	10	0	\$700	
1988	11	1	\$2,725	
1989	11	4	\$4,925	
1990	11	1	\$1,038	
1991	12	3	\$13,100 (8)	
1992	15	2	\$2,000	\$1,200
1993	13	1	\$1,600	
1994	10	0	\$500	
1995	4	1	\$600	
1996	7	0	\$850	
1997	7	1	\$5,150	
1998	5	1	\$6,100	
1999	5	1	\$800	
2000	4	0	\$600	
2001	6	2	\$1,920	
2002	5	0	\$0	
2003	3	1	\$4,994	
2004	2	0	\$0	
2005	4	0	\$120	
2006	5	1	\$2,156	
2007	1	1	\$1,000	
2008	1	0	\$0	
2010	3	0	\$0	
2011	2	0	\$0	
2012	6	0	\$255	
2013	1	0	\$100	
2014	2	0	\$0	
2016	2	0	\$0	
2017	2	0	\$0	
2018	1	0	\$0	
2019	1	0	\$0	
<b>Subtotal:</b>	<b>843</b>	<b>136</b>	<b>\$379,323</b>	<b>\$58,951</b>
Parents	61	5	\$21,630	
Others	24	1	\$2,335	
Classes	34	16	\$58,951	
Corporate Matching			\$2,576	
<b>TOTAL</b>	<b>967</b>	<b>162</b>	<b>\$464,806</b>	

The top ten classes in certain categories are noted by rank (#).

Individual Leadership donors gave \$600 or more; Class Leadership gifts are \$1,200 or more

\* Denotes gift distribution from Class endowment

# HONOR ROLL OF DONORS

2021-22 Donors

## \$5,000 or more

Anonymous  
Margaret Anne Leede W'49 DP  
Nancy Brown & Michael Brown '57 DP  
Susan O. Eichler & Eric Y. Eichler '57  
Dartmouth Class of 1958  
Nancy A. Downey & Robert N. Downey '58 DP  
James P. McElhinney '61  
Alexia Laris & Thomas C. Laris '62  
Dartmouth Class of 1963  
Glenda Corrigan & Fredric W. Corrigan '64 DP  
Barbara Evans & Bradford Evans '64 DP  
John S. Engelman '68  
Helen D. Fahey & Peter M. Fahey '68 DP  
Irving Oil Limited, The Arthur L. Irving Family Foundation,  
Sandra L. Irving '72a & Arthur L. Irving '72a DP,  
Sarah Jane Irving '10  
Andrea W. Jenny & Christopher T. Jenny '77 DP  
Dartmouth Class of 1978  
Susan Z. Mandel & Steve Mandel '78 DP  
Cecilia W. West & Stuart L. West '80  
Gail Koziara Boudreaux '82 & Terence Boudreaux DP  
Veronica Dowling & Vincent J. Dowling Jr. '82 DP  
Laurie H. Conroy & Brian B. Conroy '86  
Jeff Blackburn '91  
Cynthia G. Winship '97 & Christopher H. Winship '97  
Alexis Boyle Egan & J. Christopher Egan '98  
Elizabeth Dwyer & Matthew J. Dwyer '03  
The Jack and Dorothy Byrne Foundation DP  
Kathryn A. Flatley & John J. Flatley DP  
Karen Z. Gray-Krehbiel DP & John H. Krehbiel Jr. DP

## \$1,200 - \$4,999

Anonymous  
Dartmouth Class of 1953  
Dorothy Goldstein & Jerome R. Goldstein '54 DP  
Lynn Saidenberg Rauch & Arthur I. Rauch '54 DP  
Dartmouth Class of 1955  
Helen Leaman & J. Richard Leaman Jr. '56  
Dartmouth Class of 1957  
Gershen M. Abraham '58 DP  
Sandra Manne & Jerry Manne '58  
Barbara Colehower & William S. Colehower '59  
Dartmouth Class of 1959  
Virginia M. Giddens & James W. Giddens '59  
Sally O. Jaeger & Richard G. Jaeger\* '59 DP  
Dartmouth Class of 1960  
Mary T. Herrick & John F. Herrick '60 DP  
Robert Phillips '60  
Dartmouth Class of 1961  
Ellen Rittman & J. Arthur Johnson '61  
Dartmouth Class of 1962  
Grace R. den Hartog & William Haven King Jr. '63 DP  
Cheryl Rosen & Steven B. Rosen '63 DP  
Barbara J. Couch & Richard W. Couch Jr. '64  
Karen F. Kolodny & Hank Amon '65 DP  
Dartmouth Class of 1965  
Constance Hayes & Douglas M. Hayes '65  
Laura K. Karlen & Sven B. Karlen Jr. '65 DP  
Paul C. Pringle '65 DP  
Carolann O'Brien Storli & Peyton A. Storli '65

Dartmouth Class of 1966  
Jane Thiele Higgins & William M. Higgins '66 DP  
Christine Rath & Thomas D. Rath '67 DP  
Dartmouth Class of 1968  
Susan Kellett & Lael G. Kellett '68  
Deborah Patrick & Richard M. Patrick '68  
Jill Cranna Preotle & John J. Preotle Jr. '68 DP  
Dartmouth Class of 1969  
Ilene R. Greenberg & J. Michael Maynard '71 DP  
Marsha Queen Pratt & Peter S. Pratt '71 DP  
Dartmouth Class of 1972  
Marlene Ettari & Paul D. Ettari '72  
Susan H. Donahue & Douglas A. Donahue Jr. '73 DP  
Mary Christine Carpenter & William M. Carpenter '74 DP  
Dartmouth Class of 1974  
Linda Ellen Cummings & Daniel W. Cummings '75 DP  
Dartmouth Class of 1976  
Marianne Spalding & David P. Spalding '76 DP  
Dartmouth Class of 1977  
Amy Bassell Crowe & Jeffrey M. Crowe '78 DP  
Christine M. Paluf & William A. Petit Jr. '78 DP  
Nancy J. Murray & James M. P. Feuille '79 DP  
Charlotte M. McCarthy & Michael J. McCarthy '79 DP  
Kathy Alperin & Mark R. Alperin '80 DP  
Sharon Arnold & Lester J. Arnold III '80  
The Biondi Family  
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Debra L. Williamson '81  
Trisha L. Luing '86 & Kevin L. Luing '83  
Kass Webster & D. Reed Webster '83  
Judith D. Argentieri W'84  
Patricia Fadil & Michael W. Fadil '85  
Joseph Frankhouse '85  
Gloria M. Daly & William L. Daly III '86 DP  
JuliAnne McDowell & Derek A. McDowell '88 DP  
Catherine Griffiths Harrison '90 & Philip D. Harrison '89  
Rosemary M. Preisser & James S. Horvath '89 DP  
Judith Oberting '91 & Kernan V. Oberting '91  
Dartmouth Class of 1992  
Lacary E. Sharpe '01  
Sandra A. Paxton & Barry L. Paxton II DP

## \$600 - \$1,199

Anonymous  
Carla Manley-Russock W'40 & Robbie Russock  
Dartmouth Class of 1944  
Charles F. Curtis\* '52  
Sharon Smith & F. Alan Smith '52  
Richard T. Fleming '53  
Ronald W. Dougherty '54  
Jane O. Page & Richard M. Page '54 DP  
Patricia Billhardt & Jack L. Billhardt '56  
Henrietta S. Edison W'56  
Patricia J. McCree & Donald H. McCree Jr. '58  
Rosalind P. Gilman & Goodwin O. Gilman '59 DP  
Joan Jaffe & Peter Jaffe '59 DP  
Ruth Reeve & Barry D. Smith '59  
Marjorie B. Boss & Russell A. Boss '61 DP  
Kristin J. Chapman & Charles J. Chapman '61 DP, '98  
John A. Henry III '61 DP  
Elaine W. Kelton & Arthur M. Kelton Jr. '61

Eleanor Bell O'Neill & Donald F. O'Neill '61  
Tara Shannon & Hugh A. Johnson Jr. '62  
Frank R. Mori '62  
Nancy M. Walters & John C. Walters '62 DP  
Holly Gathright & Joseph R. Gathright Jr. '63  
Mary T. Sullivan & George S. Sullivan Jr. '63 DP  
Mary Ellen Sullivan & Charles K. Wessendorf '63  
Anne I. Wiedenmayer & Christopher M. Wiedenmayer '63  
Dartmouth Class of 1964  
Maryellen Cattani Herringer & Frank C. Herringer '64 DP  
Christine Blair & John J. Blair '68  
Sue H. Heald & Edward S. Heald '68  
Anne H. Kneisel & William J. Kneisel '69  
Melissa Jane Wagner & Robert W. Wagner '69  
Andrea Rose Rousseaux & Charles E. Dorkey III '70 DP  
Sara Stashower & Mark E. Heller '70  
Kathleen Hill & David G. Hill '71  
Becky S. Jones & S. Foss Jones '71 DP  
Lisa Lider & Robert Y. Lider\* '71  
Karen Nearburg & Charles E. Nearburg '72 DP  
Susie Fowls & Don J. Fowls '73  
Sara Pfaff & Christopher S. Pfaff '74  
Barbara Reed & Glenn W. Reed '75 DP  
Dorothy Brait & Michael L. Brait '76 DP  
Sara Mullan & Mark J. Mullan '76  
Ann M. Beams '77 & Mark K. Beams '77 DP  
Claire E. Toth & David G. Dietze '78  
Leslie B. Moriarty & John M. Moriarty Jr. '78 DP  
Lisa Mendelson Friel '79  
Shelby Saer & John K. Saer Jr. '79 DP  
Nicole Sheehan & Andrew T. Sheehan '80 DP  
Pamela Casaudoumeq & John R. Casaudoumeq '81  
Elizabeth Carroll Goss & Charles L. Goss II '84  
Linda Cooper Marshall '85 & Jenkins C. Marshall '84 DP  
Adelaide D. Hulbert '86 & Greg T. Hulbert '86 DP  
Caitlin Field & Bret E. Field '89 DP  
Andrea Kinsley & David W. Kinsley '89  
Lizabeth Huff Henrich '92 & Christian J. Henrich '90 DP  
Lauren Lazar & Mike Lazar '91  
Sabrina R. LeBlanc & Matthew J. LeBlanc '92  
Carol R. Mullins W'54 DP  
Cristen A. H. Tabors & R. David Tabors '93 DP  
Cara Richman & Daniel S. Richman '95  
Curtis R. Wilgosh '99  
Katherine Moody Bialas & Edward T. Bialas '01  
Kathleen E. Pratt '10 & Justin E. Pratt '06  
Kendall Handler & Wilson B. Handler '07  
Juliann A. Cronin & Daniel J. Cronin Sr. DP  
Joan M. Grant & Andrew D. Grant DP  
Susan P. Winstanley & Adam D. Winstanley DP

## \$300 - \$599

Anonymous  
Carole P. Bailey French & John French III '55 DP  
JoAnn Harper '47a  
Ann R. McDonald & John M. McDonald Jr. '51 DP  
Jo Ann McKee & Peirce McKee '51 DP  
Amy & Henry Nachman, Jr. '51 DP  
Ruth Churchill & James G. Churchill '52  
Jane Unkles & John J. Unkles Jr. '52 DP  
Granthia Preston & Harlan W. Fair '53

# HONOR ROLL OF DONORS

2021-22 Donors

Patricia A. Gieg & L. Frederick Gieg Jr. '53 DP  
Jean A. Adnopoz & Robert Adnopoz '54 DP  
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Richard D. Lewis '54  
Karen Gorton & Michael C. Gorton '55  
Elizabeth Nelsen & James R. Nelsen '55 DP  
Lois Scammon & Lawrence W. Scammon Jr. '56 DP  
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Ann D. Bradley & David H. Bradley '58 DP  
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Janice Arleen Cundey & Stanley I. Cundey Jr. '59  
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Vicki J. Lust & James K. Lust '59 DP TU  
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Claire Senecal Cabot & Samuel Cabot III '63 DP  
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Caroline Swett & Richard B. Swett '63  
Judith R. Derasse & William R. Wellstead '63  
Patricia Jane Camp & Ehney A. Camp III '64  
Amy Dennison DuRei & Carl S. DuRei '64 DP  
Katharine Hewitt & David C. Hewitt '64  
Kenneth M. Lapine '64  
Louise H. McGinnes & Arthur McGinnes '64 DP  
Emily A. Fine & Stephen A. Stein '64 DP  
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Valerie J. Armento '73  
Brenda C. Haynes & Robert E. Haynes Jr. '73  
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Sarah A. Kahn & Richard Routhier '73 DP  
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Michael R. Draznik '74 DP  
Mary Escherich & Frederic A. Escherich '74 DP  
Linda Hinman & Kirk B. Hinman '74 DP  
Barbara Carey Ransom '75 & Mark E. Ransom '74  
Marjorie D. Dwyer & Matthew P. Dwyer Jr. '75 DP  
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Martha Johnson Beattie '76 & James L. Beattie '76 DP  
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Edward Laux '80  
Jeanne Weis Lynch & Michael M. Lynch '80 DP  
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Michele Zenkel & Daniel R. Zenkel '80  
Leslie Maglathlin Shula '81 & David D. Shula '81 DP  
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Dona Monteith & Richard S. Monteith '82  
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Elizabeth Allen & Gary G. Allen '83  
Maren J. Christensen '83 & William J. Welch  
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Lynda F. Sullivan & Mark J. Sachleben '86 DP  
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Helen Milne & John E. Milne '92  
Julie K. Alpert & Seth A. Alpert '93  
Jennifer E. Goff '93 & John W. Goff '93  
Stephanie Eller & Brian P. Eller '94  
Kathryn T. Dines & Joshua S. Dines '96  
Laura A. Grattan '03 & Brendan J. Grattan '96  
Jessica Isler & Jacob M. Isler '96  
Keri H. Ellis & Zachary K. Ellis '98  
Erin Rath Moos '98  
Antonia Zaborian & Keith E. Zaborian '98  
Lindsay B. Coe '00 & Marcus P. Coe '00  
Joelle Sandra Khoury & Curtis A. Peele '00  
Merrill Chester Gregg & Joshua A. Gregg '06  
Alec J. Hufnagel '06  
Marion C. Alexander & William H. Alexander DP  
Linda A. Cleveland DP

Margaret T. Dooley DP  
Bruce M. Dresner  
Mary R. Lincoln  
Neil B. Marks  
Rose M. Mozer & Ernest J. Mozer Jr. DP  
Kristen S. Murray & Todd A. Murray DP  
Cornelia B. Wallin & Carl J. Wallin

## Up to \$299

Anonymous  
Virginia S. Allison W'42 DP  
Mrs. John A. Ulrich W'46 DP  
Anne Hartmann W'49 DP  
Agnes Carpenter & William H. Carpenter '50 DP  
Joel A. Leavitt '50 DP  
Michael Choukas Jr. '51 DP  
Nancy J. Mullen W'51  
John G. Skewes '51  
Margaret Carpenter Montgomery & William J. Montgomery '52  
Judith Hyde North W'52 DP  
Charles J. Queenan Jr. '52 DP ,79  
Ronald H. Lazar '53 DP  
Anne P. Simpson & Robert C. Simpson '53 DP  
Barbaraellen Smoller & Mark H. Smoller '53 DP  
Barbara Berlin & Donald L. Berlin '54 DP  
Elizabeth Heston W'54 DP  
Frances H. Morrison & Charles A. Morrison '54 DP  
Lucia Roraback Putnam W'54 DP  
Leah Aronowitz & Milton Aronowitz Jr. '55  
E. Ann Henderson & Lester K. Henderson Jr. '55  
Allen P. Keith '55  
Kathryn LeGrande Lundstrom & Kenneth W. Lundstrom '55  
Diana Melville & Douglas F. Melville Sr. '55 DP  
Allen W. Root '55 DP  
Margaret Storrs W'55  
Patricia A. Veator W'55 DP  
Janis Bridge & Kendall G. Bridge '56  
Judith Fellingham & Warren L. Fellingham Jr. '56  
Virginia Ann Keare & Douglas H. Keare\* '56 DP  
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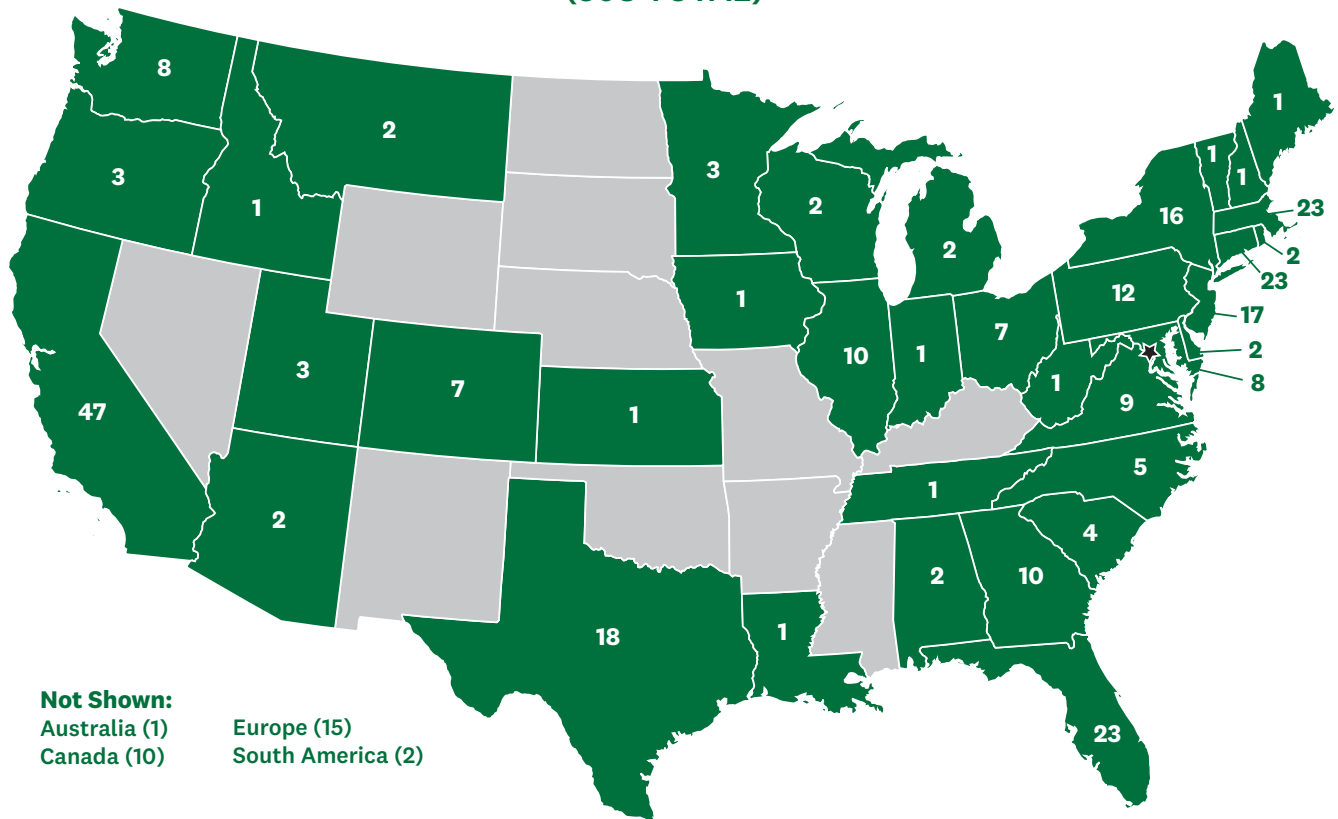
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