



Taking the *Lead*

“Leadership through charitable giving at the University of South Alabama”

Letter from the *President*

Dear Friends,

As most of you know, the University of South Alabama announced its first comprehensive fundraising campaign this past spring. “Campaign USA” aspires to generate the long-term private support the University needs to sustain and expand its leadership in service to our community through excellence in teaching, research, health care, and public service.

In fact, Campaign USA’s one-word motto, “Leadership,” captures the essence of this effort. As the University continues to provide leadership through its vast array of outstanding programs, we will in turn depend on the leadership of our supporters to enable us to offer a margin of excellence only possible through private giving.

Campaign USA is providing widely expanded opportunities for our faculty, staff, students, alumni and community through enhancements in scholarships, faculty support, improvements in our campus buildings and environment, advanced technology, enhanced cultural and athletic opportunities, and many others. Campaign USA is also serving as an important and visible public reminder of the leadership role USA plays in the quality of life for our state and beyond.

This publication, “Taking the Lead,” looks at some examples of leadership our supporters have demonstrated through gifts to Campaign USA. I thank everyone who has contributed thus far, and I hope the stories herein inspire us all to take a greater

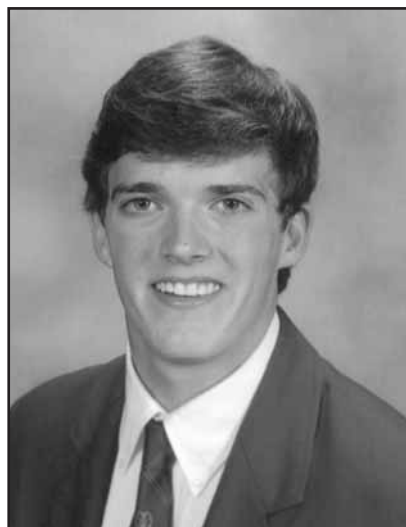


leadership role in helping the University of South Alabama Make a Difference.

Sincerely,
V. Gordon Moulton

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Creating a Legacy of Excellence in Trauma Care

William Alexander Lewis Mitchell was a special person. As a senior at UMS-Wright Preparatory School, William was an Advanced Placement Scholar and captain and four-year starter on the varsity basketball team. William’s boundless energy and gentle manner won him many friends and admirers.

Sadly, William died at age 18 from injuries sustained in an automobile accident. For nine days following the accident, he struggled valiantly along with physicians and staff who strove heroically to save his life. Because of the

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A Message from the Campaign Director

By Dr. Joseph F. Busta, Jr.
Vice President for Development and Alumni Relations

The most important factor in a successful campaign is the quality and ability of the volunteers who lead the effort. The nearly 50 individuals on our Leadership Team truly represent the best of the best. Our goal in organizing this team was to create a diverse group of excited and dedicated business and community leaders. Our leaders come from the Mobile Bay area, around the state, and across the country; some are graduates of USA while others are not. Each one is making a lasting contribution to the University through their leadership and hard work in this inaugural comprehensive campaign.

Our Leadership Team is making great strides, soliciting key gifts for Campaign USA. As the highlights of their efforts listed here demonstrate, our campaign momentum continues to grow.

We look forward to sharing more news of the Team's success in future editions of *Taking the Lead*.

Meisler Philosophy Impacts USA for Generations

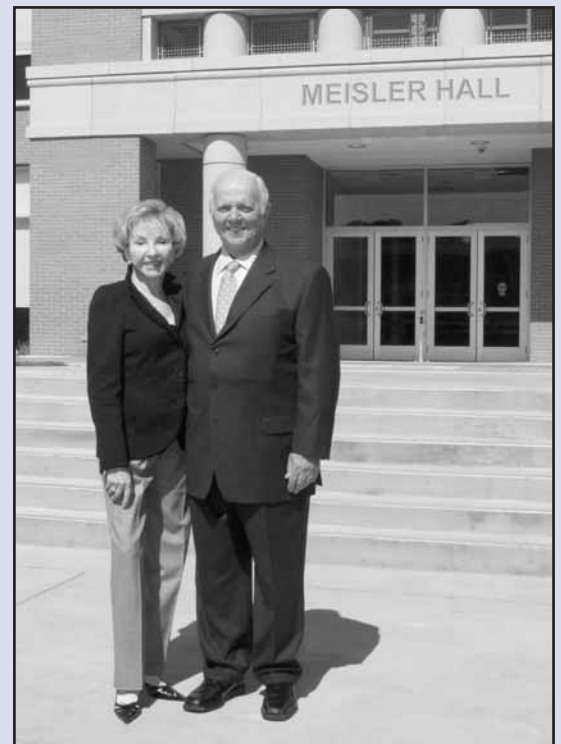
Herbert and Fannie Meisler of Mobile have donated \$2 million to endow the University of South Alabama's new student services building, which will be named Meisler Hall in their honor. "The University has done wonders for the city," Mr. Meisler said. "It's the best thing we have in Mobile. We are so fortunate to have it because it has had a tremendous economic impact through bringing people to the community and through its payroll - not to mention all the health care it has provided."

This gift will be the first endowment in the history of the University to be designated for the support of ongoing quality enhancement of a building. The endowment will

enhance the current and future quality of student services by helping to meet the special and emerging needs of the facility – to include future expansion, renovation, new equipment and special building enhancements.

The Meislers, whose total giving to USA is \$2.6 million, have said their commitment to philanthropy comes from the example of their families, who were always giving to others. Mrs. Meisler said of her husband, "His philosophy has always been, 'You cast your bread upon the water and it comes back two-fold.'"

Meisler Hall houses student services, including: Admissions, Financial Aid, Career Services, Enrollment Services, International Student Services, Registrar, New Student Orientation, Student Accounting, and Veterans Affairs.



Creating a Legacy of Excellence *continued from pg. 1*

incredible dedication, skill and care extended by the team of doctors, nurses, and staff, the Mitchell family requested that memorial contributions be directed to the USA Trauma Center.

William's parents, Rick and Barbara, in consultation with the Trauma Center's director, determined that these gifts should endow an annual lectureship by a distinguished trauma

physician. This annual lecture will serve as an ongoing educational resource for Trauma Center staff, residents and medical students studying trauma medicine at the USA College of Medicine. Through this endowment, William's legacy will extend to future patients who will benefit from exceptional care provided by the USA Trauma Center.

Kicking Off Campaign USA: *Leadership*

On March 9, 2006, the University of South Alabama launched its first-ever comprehensive fund-raising campaign with the goal of raising \$75 million to further its missions of teaching, research, service, and health care. The three-year public phase of the campaign will conclude in 2009.



The inaugural celebration, which brought together more than 200 community and University leaders, was held at the Laidlaw Performing Arts Center. At the kick off event, University leaders announced a major leadership gift of a \$22 million to support the Mitchell Cancer Institute from the family of Arlene, Mayer, and Abraham Mitchell

and announced a total of \$36.6 million raised toward the Campaign USA goal during the two-year quiet phase of the campaign.

Present for the celebration were most members of the Leadership Team for Campaign USA. This outstanding group of community leaders and advocates turned out in force, demonstrating their

commitment to building a stronger university for the future.

Campaign USA will enrich all aspects of the University, from its academic colleges and schools to its hospitals, athletic programs, libraries, and campuses. The money raised will fund such items as undergraduate and graduate scholarships, professorships, classroom or laboratory equipment and health care innovations. Campaign goals also include capital enhancements to support USA's track, tennis, softball and soccer programs, the Mitchell College of Business, the Baldwin County campus, a University archives building and campus bell tower.

TOP TEN GIFTS to Campaign USA Since Kickoff

as of July 31, 2006

Mr. and Mrs. Herbert A. Meisler	\$2,000,000
Mr. and Mrs. Vincent F. Kilborn, III	\$1,000,000
Alabama Power Foundation, Inc.	\$ 500,000
Mr. and Mrs. Gregory B. Saad	\$ 250,000
Mr. and Mrs. W. Bradley Beard, Jr.	\$ 250,000
USA National Alumni Association	\$ 200,000
IPSCO Steel, Inc.	\$ 125,000
Dr. M. Gopal Nair	\$ 105,150
The John W. Laidlaw Foundation	\$ 105,000
The Robins & Morton Group	\$ 100,000

Our Campaign Chair

As the University embarked on its inaugural comprehensive campaign, it was important to have an exceptional leader and campaign chair. James A. Yance gladly accepted the invitation to serve in this position. After earning his undergraduate degree from USA in 1970, Jim went on to the University of Alabama School of Law and received his Juris Doctorate in 1973. He entered the private practice of law with the firm of Cunningham, Bounds, and Byrd, which later became Cunningham, Bounds, Yance, Crowder and Brown. Mr. Yance remained with the firm for the entire 30 years of his career. He assumed "of counsel" status with the firm in 2004.

Mr. Yance has served the community and state in many civic and charitable activities as a member of the Board of Directors for various organizations such as the Corporate Foundation for



Children, the Boys and Girls Clubs of Southwest Alabama, the Alabama Wildlife Federation, the Southwest Alabama Lung Association, and many more.

As a student at USA, Yance studied political science and was a member of the University's track team. He and his wife, Frances, live in Malbis. He has four adult children and five grandchildren and enjoys spending his leisure time outdoors.

Campaign USA *Leadership Team*

V. Gordon Moulton - *President*

Donald L. Langham - *Chair, Board of Trustees*

James A. Yance - *Campaign Chair*

Joseph F. Busta, Jr. - *Campaign Director;*

Vice President for Development and Alumni Relations

Alan Alexander

Neil Armentrout

Clarence Ball

Tom Bates

R. Preston Bolt

Ginni Boyd

JoAnn Broadus

J. Gary Cooper

Tom Corcoran

Camille Corte

Dan Corte

Sarah L. Damson

Michael C. Dow

Gilbert "Tup" Dukes

J. Cecil Gardner

Mike Granger

Sally L. Green

James M. Grodnick

Sheila Hodges

Mark Hoffman

Samuel L. Jones

Paul Kirkland

Michael Lee

Bruce McCrory

Don McCrory

Bert Meisler

John Mincy

Abraham Mitchell

Mayer Mitchell

Lee Moncrief

Geri Moulton

Anne Nix

James P. Nix

Henry Seawell

Irving Silver

Sandy Stimpson

Steven H. Stokes, M.D.

Larry D. Striplin, Jr.

Cheryl Thompson

Mike Thompson

C.L. "Skipper" Walters

Hank Wells

Robert Joseph Zarzour, M.D.

Ex Officio

Pat Hicks

National Alumni
Association

Ex Officio

Bobby Marks

Jaguar Athletic Club

Ex Officio

Will Jackson

Student Government
Association

Ex Officio

Irene McIntosh

Faculty Senate

Attorney Honors Father's Memory with Gift to MCI

Vince Kilborn, a local attorney with the firm of Kilborn Roebuck & McDonald, and his wife, Marcia, recently pledged \$1 million to the University of South Alabama Mitchell Cancer Institute. Established in memory of Kilborn's father, who died of cancer, the Vincent F. Kilborn, Jr. Cancer Research Fellowship Endowment Fund will support postdoctoral researchers and doctors who want to further their training at the Cancer Institute.

The late Kilborn was born in 1916 and raised in Mobile before attending law school at the University of Alabama. He served in the Alabama State Senate and as a 1st Lieutenant in the U.S. Army during World War II before joining the law firm of Outlaw,

Seale, and Kilborn. "Like his partner, Harry Seale, Daddy believed that everyone was entitled to good legal representation whether they could afford it or not," Kilborn said. In 1971, the elder Kilborn was diagnosed with pancreatic cancer and passed away four months later at the age of 54.

"My father gave me a love of the law, a fine education, and empathy for others," Kilborn said. "These 'gifts' have provided me the means for making this gift to the University of South Alabama." The Kilborn Fellowship will provide advanced training to researchers and cancer specialists and, through them, improve cancer treatment for patients near and far.



A Mother's Day Gift that Will Last A Lifetime

As a Mother's Day gift to his wife, during this year's 2005-2006 Faculty/Staff Annual Fund Campaign, Keith Ayers, Director of Public Relations at the University, made a pledge of \$5,000 to establish the Donna Ayers Scholarship in Elementary Education.

"One of the most important things we do at the University of South Alabama is to educate the teachers who will in turn educate our future generations. I wanted to support Campaign USA by providing a perpetual scholarship for an education student, and at the same time honor my wife

Donna for being a dedicated elementary school teacher for 25 years."

Mrs. Ayers is a second grade teacher at Mobile's E.R. Dickson Elementary School. The scholarship will be awarded annually to a USA student majoring in elementary education.



Alumni Couple Gives Back

Tom Corcoran, a member of the Campaign USA Leadership Team and 1970 graduate of the Mitchell College of Business, and his wife Dr. Barbara Corcoran a USA family medicine resident, recently made a gift of \$100,000 to USA. Their gift will create a book scholarship endowment in the College of Medicine, an endowment fund for the Mitchell Cancer Institute, and endowed scholarships in the Interdisciplinary Studies Adult Degree program and the Mitchell College of Business.

"Our giving represents our desire to give back to the institution that continues to be a significant part of our lives, Tom said.

Enthusiastic Support from Faculty and Staff

This year's Faculty Staff Annual Fund Campaign concluded with record breaking results! The Annual Fund Co-Chairs, Dr. Debra Davis, Dean of the College of Nursing, and Dr. Samuel Strata, Interim Dean of the College of Medicine, along with the many division representatives, were instrumental in the success of this year's campaign.

Highlights:

- \$293,659 raised, represents 57% increase over last year
- 57% of all employees contributed
- 14 Offices achieved 100% participation
- 11 Offices achieved a 10% participation increase



Retired Biochemist Supports Research in New MCI Facility

Former USA College of Medicine Biochemistry Professor Dr. M. Gopal Nair recently gave \$105,150 to the Mitchell Cancer Institute. The Proteomics and Mass Spectrometry Research Lab at the Institute will be named in his honor. Dr. Nair retired from the USA College of Medicine in May after more than 30 years. Nair plans to devote more time to his research endeavors in drug development.

Birmingham Firm Gives to Support Cancer Center

Birmingham-based health care construction firm Robins & Morton, the general contractor for the Mitchell Cancer Institute, has donated \$100,000 to the University of South Alabama Mitchell Cancer Institute. In honor of its gift, the

conference room in the executive suite on the second floor of the Institute will be named for the company. Robins & Morton is celebrating its 60th anniversary this year.

Children's Celebration Broadcast

The University of South Alabama Children's and Women's Hospital along with Fox 10 hosted the 21st Children's Miracle Network Celebration broadcast on June 4. The event was broadcast live on Fox 10 and featured "miracle children" stories and vignettes of the extensive pediatric care provided at USA Children's and Women's Hospital. "Supporting the Children's Miracle Network Celebration helps provide the best equipment and technology available," Dr. Becky DeVillier, USA CWH administrator, said. "We're very grateful for this level of support from our community and region." This year's event showcased \$616, 591 of gift support for the hospital.



USA Children's & Women's Hospital patients Sam Parker, Tamarlyn Hill, Destiny Adams and Gabrielle Chunn visited with, left to right, Fox 10's Eric Reynolds, Sarah Wall, John Edd Thompson, Adam Ghassemi and Anissa Centers in the hospital's Treehouse playroom prior to Fox 10's broadcast of the 2006 Children's Miracle Network Celebration.

Mitchell College of Business



The construction of the Mitchell College of Business Learning Resource Center continues to show progress with an estimated completion date of October 2006.



Gift Honors Founders of Saad Healthcare

Some people merely talk about improving the quality of life for others; true philanthropists provide generosity that literally changes people's lives. John Elias and Dorothy Sturges Saad discreetly but generously changed and enhanced many people's lives through countless acts of kindness. They led through example and devoted their lives to strong conviction, dedication to work ethic, sensitivity towards others less fortunate and sincere determination for improving humanity. "I have lost count as to how many laundry workers, nurse's aides, and housekeepers they put through LPN and RN school," said Jamie Saad in describing the actions of her now deceased in-laws.

Jamie and Greg Saad have pledged \$250,000 to name the main entranceway at the Mitchell Cancer Institute in memory of his parents, John and Dorothy Saad. "We think our gift to the Cancer Institute is a very appropriate way to honor them, their work ethic, their devotion to life-long learning, and their desire to help those in need," said Jamie and Greg Saad who, by example, are continuing their family's philanthropic practices.

Equipping *Future Engineers*

IPSCO Inc., a Canadian steelmaking and fabricating company with a facility in Axis, Alabama, has pledged \$125,000 to the University of South Alabama's College of Engineering to equip a high-tech computer teaching laboratory. The lab will be used to train engineering students in computer-aided design and the use of Internet resources in engineering processes.

"IPSCO believes the community will benefit by having a strong, well-equipped engineering school at USA," said Paul Wilson, works manager of IPSCO Steel (Alabama) Inc. "IPSCO and all of the other industries in the area need well-prepared engineers to operate facilities in the future. We believe the contribution is a win-win situation for the University and IPSCO."

Upcoming Events

Sunday, October 8, 2006, 10:00 a.m.

Point Clear Polo Classic 2006

Point Clear Polo continues the tradition of the popular fall polo event with the fifth annual Point Clear Polo Classic. The weekend will begin with a Players' Party on Friday, October 6 followed by the club polo match on Sunday, October 8. Proceeds will primarily benefit the Mitchell Cancer Institute. For ticket information call Marcella Franssen at (251) 517-4107.

Tuesday, October 24, 2006, 8:30 a.m.

Donor Appreciation Breakfast

Mark your calendars now for our 2nd annual Donor Appreciation Breakfast, held to honor those who give so generously to USA. More details will be mailed at a later date.

Friday, February 9, 2007

Distinguished Alumni and Service Awards Dinner

The Distinguished Alumni Award recognizes outstanding achievement and/or leadership demonstrated by individuals in their chosen fields of interest, or to the University of South

Alabama, while the Distinguished Service Award recognizes exceptional or continuing service to the University of South Alabama or the National Alumni Association. To purchase tickets, sponsor a table, or for more information on this 3rd annual black tie event, contact Carol Kittrell in the Office of Alumni Relations at (251) 460-7084.

Sunday, February 11, 2007

University of South Alabama Homecoming

Join us for a weekend filled with exciting festivities to celebrate Homecoming! More information will be available later this fall.

Second Annual Jaguar Golf Challenge

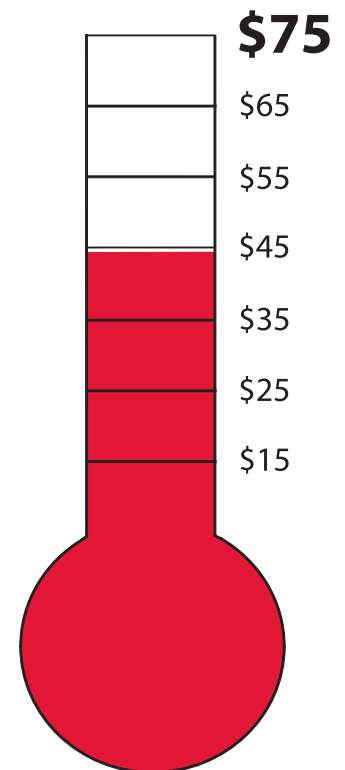
The second annual Jaguar Golf Challenge was held in May at the Country Club of Mobile. With over \$100,000 worth of prizes up for grabs and over \$100,000 raised for the University's athletic program, the tournament was definitely a success! Mike Granger, President of Compass Bank, said of this year's event, "This tournament has quickly established itself as 'the tournament' in this area. From local golf enthusiasts to regional sponsors who avidly support USA athletics, this event has clearly established itself as a marquee event. Keep up the good work, Jags!"



Congratulations to this year's first place team: Jim Laier, Laura Clarke, Mark Nix, and John Baker! All friends of the University are invited to participate and or sponsor next year's golf tournament. Contact John Goodroe at (251) 461-1366 for more information.

Campaign Progress

Gifts in Millions



Contacting Us

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Working with You

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University Development*

Tracy Coleman
Associate Director, Medical Affairs

Ann Cunningham
*Associate Director, Children's and
Women's Hospital Development*

Melissa Dickinson
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John Goodroe
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and Alumni Relations*

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Coordinator, Development Services

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Development*

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*Assistant Director, College of
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Kristyn Sifford
Development Specialist

Ginny Turner
Director, University Development

Opportunities to *Give*

Private support is critical to future success of the University of South Alabama (USA). There are many ways to make philanthropic gifts to USA. Gifts can be restricted to any department, college, or program or you can choose to make unrestricted gifts to the University to be used "Where the Need is Greatest" at the President's discretion.

A charitable gift to the University of South Alabama can take many forms:

- **Cash or securities**—make the most immediately useable gifts to the USA. All gifts of cash or securities can be designated for any purpose you choose.
- **Corporate matching gifts**—many companies encourage their employees' philanthropy by matching, doubling, or tripling the employee's gift. If you work for a matching gift company, just send your employer's matching gift form with your gift, and USA will take care of the details. Both you and your company will be recognized for the matching gift.
- **Bequest through a will or living trust**—many donors find a bequest the most convenient way to leave a legacy to USA.
- **Charitable trust or other life income plan**—various trust arrangements such as charitable remainder unitrusts, charitable remainder annuity trusts, and charitable lead trusts may enable you simultaneously to make a gift to the University, retain income from the assets, and secure a tax advantage.
- **Gifts of real and personal property**—your gift of real estate, works

of art, collectibles, rare books, copyrights, oil and gas interests may be sold and the proceeds endowed or used for capital or operating funds. Gifts of useable scientific equipment or computers may go immediately into the classroom or research laboratory.

- **Gift with funds that are returned to you or passed to your loved ones**—you can make a gift of cash or other assets through an arrangement that will provide USA with annual gifts over a specified period and then pass the gift principal to your heirs or have it returned to you. These creative gift plans offer valuable income, as well as gift and estate tax savings, depending upon which type you choose.
- **IRA's and qualified retirement plans**—because these assets may be subject to heavy taxation when passed to your heirs, they are wonderful assets to consider using for charitable giving. Your gift can be made simply by designating USA as a beneficiary of your retirement plan. If, however, you meet the minimum age for withdrawals and would benefit from a deduction to use against your current taxes, you might also consider a lifetime distribution to USA. Due to the dynamic nature of the law, you should consult your tax advisor prior to making such a gift.
- **Life insurance**—a life insurance policy that is no longer needed can be donated during your lifetime to support your favorite university program. Such a gift offers you income and estate tax savings. USA can also be named as a beneficiary of a new or existing policy.

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