

DEVELOPMENT

- Encourages contributions from members, foundations, and other donors for the Council's programs, enabling the Council to tackle the tough problems described elsewhere in this report; to engage members and others concerned with American foreign policy in study, debate, and writing on these issues; and, equally important, to do so in a timely fashion.
 - Raises more than one-third of the Council's operating budget each year.
 - Expresses gratitude, on behalf of the Board and staff, to every donor and volunteer who assisted in this year's efforts. Such support is a testament to their belief in the Council.
-

Much of the substantive work of the Council is made possible through grants and gifts from individuals, foundations, and corporations. The Council is deeply grateful to the many generous donors whose contributions made this another extremely successful year. We also thank the loyal members who volunteered their fund-raising efforts on the Council's behalf. Their dedication makes the Council a stronger organization. This year's development activities are described in the following pages. All donors are listed on pages 105–112.

The Annual Fund

Annual Giving—an “independence fund”—helps keep the Council what it must be: independent of outside monies, if need be; independent of political pressure; and able to act quickly and be relevant.

This year Annual Giving grew both in dollars and number of donors to a record high of \$2,348,230 from 1,603 donors, representing approximately 44 percent of the membership. Forty-two additional gifts were received through corporate and foundation matching gifts programs.

Harold Pratt Associates, who contribute \$10,000 or more, continue to be crucial to the success of the Annual Fund. Among this group are a number of members and friends who give \$25,000 or more. To recognize their

generosity, a new category of Annual Fund donors was added this year—the Chairman's Circle. Chairman's Circle and Harold Pratt Associate gifts accounted for the lion's share of revenue to the Annual Fund this year.

Term member participation in Annual Giving, helped by Camille Caesar and Raffiq Nathoo, who wrote letters to their colleagues, with follow up by David Altshuler, Lisa Shields, and Clint Smith, grew to 38 percent.

Grants and Gifts from Foundations and Individual Donors

During the year, new term grants from foundations and other special contributions helped launch several major initiatives aimed at nurturing the next generation of leaders and fostering a national debate on foreign policy. The Council's Economics and National Security Fellows Program—a key initiative to create a new kind of foreign policy expert—received generous support from the Olin Foundation, the Carnegie Corporation of New York, and the Smith Richardson Foundation. The Council also extends special thanks to the Bernard Bergreen Foundation for its contribution to the Council's Campaign 2000 Initiative, and to the Jacob K. Javits Foundation for the Jacob K. Javits Memorial Lecture Series, both designed to drive the national debate on foreign policy during the presidential campaign. The Patrick A. Gerschel Foundation

DEVELOPMENT

made a generous pledge to establish the André Meyer Senior Fellowships in international economics.

New support was also received from the Starr Foundation, for the Geoeconomics Center; the Open Society Institute for a multiyear study on refugees and the displaced; the Ford Foundation for the Latin America program; McKinsey and Co., the Xerox Foundation, and Peter J. Solomon, for the technological innovation and economic performance project; Maurice Tempelman for the Africa Program; and Julie Finley for the project on NATO enlargement.

The Council continued to receive vital support for its programs and activities from a number of foundations, including the Arca Foundation, the Carnegie Corporation of New York, the Ford Foundation, the German Marshall Fund, the John D. and Catherine T. MacArthur Foundation, the John M. Olin Foundation, the Pew Charitable Trusts, the Christopher Reynolds Foundation, the Smith Richardson Foundation, the Starr Foundation, the Henry and Elaine Kaufman Foundation, the Xerox Foundation, and the Freedom Forum.

The Council acknowledges with gratitude the following individuals for their ongoing generosity: Maurice R. Greenberg for the Next Generation Fund, Mimi and Peter Haas for the National Program, Stephen M. Kellen for Term and Younger Members Programs, Washington SyCip for the Southeast Asia Program, Arthur Ross for the Rapid Response Program, Linda J.

Wachner for the Wachner Senior Fellowship in Foreign Economic Policy, Helena Franklin for the Franklin International Affairs Fellow, and Ronnie C. Chan, Victor K. Fung, and C.C. Tung for the Council's China Program.

Gifts-in-Kind

Council member Pranay Gupte and his colleague Louis Silverstein generously redesigned the monthly members' newsletter, *The Calendar & Chronicle*, and the general information brochure. The Earth Times Foundation assists with design and production of each month's newsletter, and BP Amoco provides support for its publication. IBM provided support for the Council's computer systems.

Council member Robert C. Waggoner contributed Burrelle's Information Office, an electronic clipping service, for the benefit of Council members and staff, and its broadcast database for the Council's Library.

Edward Auchincloss gave the Council a bust of Colonel Edward M. House, one of Woodrow Wilson's leading aides.

The Council was able to upgrade its videoconferencing capabilities through the generosity of Joachim Gfoeller Jr. and his colleague Jeffrey Gilfix at GMS Capital Partners.

Janice L. Murray
Vice President and Treasurer