Class of 1957
Business Meeting
May 21, 2012
Agenda

- Election of Officers (Vote)
- West Point Today - COL Steve Ressler
- Update on Class Business - Gerry Galloway
- Treasurer's Report - Larry McNeil
- Reunion Admin - Gerry Galloway
- Announcement of Election Results - Ted Voorhees
- Introduction of President-Elect and new board
- Q&A - Open Discussion
The Reunion

• The Theme - Time with Classmates/Options
• Change - Dealing with change - drop in attendance and consequences
• Costs
• Use of facilitator
• Other options for Reunions - mini reunions; move from May; other locations
Windmills, Vineyards & Paris Themed Wine Cruise

- Oct. 25th – Nov. 3rd, 2013
- 11 days including air / 10 days Paris / Amsterdam
- Avalon Luminary
- Wine Appreciation Cruise
HOT WASH

• Give Your Ideas for Next Time and About This Time to Current or New Board Members
'57 and Gifts

• Our gifts - Fountain; Tree; Arvin Gym Hall; Honor Plaza and Thayer Walk(with '61); New Library ($600,000 - coffee shop; Honor Kiosk); Arvin Gym Hallway Rehab.

• Loose ends - coffee shop plaque; Kiosk - mini-plaques, headphones, memorabilia

(During library visit go to top floor balcony)

• Maintenance of Gifts - Academy facing serious challenges for infrastructure

• Class of '57 Maintenance Endowments; 10k Honor Kiosk - Dean and Simon Center maintain; 50k to remaining gifts.

• Thanks to Ray Bell and Bob Stevens
Legacy Class of 2007

- Link established on arrival at West Point
- Gave LT bars at graduation
- Maintained loose contact
- First reunion 2007 in Fall 2012
- Long term plans - take over from '57; manage gifts
- Bob Stevens appointed LNO
Class of 1957 Treasurer’s Report

Larry McNeil
Class Treasurer
Class Financial Structure

• There are two Major Funds the Class Uses to Conduct Business, Namely, the Gift Fund and the Operations Fund

• Gift Fund Used for Major Gifts to USMA, e.g., the Honor Plaza

• Operations Fund Used for Day to Day Activities and to Provide Seed Money for Reunions and Other Activities as Needed
Class of 1957 Gift Fund

• Fund is managed for the Class by the President Working with the Executive Committee
  • Contributions to Gift Fund Since 2000: $618,914.93
  • Transfers In/Out Including Library: $536,672.00
    • Grants of $300,000 and $260,000 to Jefferson Hall Project during 2006 and 2007 respectively
  • $23,835 Grant for Library Honor Kiosk; $34,131 Provided for Arvin Gym Hall Refurbishment
  • Class has agreed to Provide $60,000 Endowment for Maintenance of the Class Gifts (Honor Plaza, Fountain, Gym Hallway, Honor Kiosk, Tree by Marty Maher House)

• The Balance Remaining in Gift Fund will be approximately $112,604.98, Going Forward
• Future Gift Activity to be at the Discretion of the Class and the Newly Elected Executive Committee
Class of 1957 Operations Fund

• Class Used Three Accounts to Manage Operations Fund
  • Now down to Two due to low return on CDs and MMs:
  • Regular Checking:  USMA 1957 Reunion Fund
    • Day to Day Activities
    • Clearing House for Other Funds
  • Admin Acct at AOG:  Used as Investment Account and to Pay Bills when Taxes are a Concern
    • AOG has Tax Exempt Status
    • Residual Class Funds will ultimately Transfer to AOG
  • Money Market/CD Savings Account:  Augment Class Funds
    • Closed Account 12/07/2009 Due to Very Low Return on Investment
Current Financial Status

• Completed 50\textsuperscript{th} Reunion Activities in 2007 with $23,000 in Class Operations Fund
  • Sustained Ongoing Class Activities
  • Provided Seed Money for 55\textsuperscript{th} Reunion Deposits/Expenses

• Income from 50\textsuperscript{th} Yearbook Surplus, Investments, Murals, etc, has Resulted in the Following Balances:
  • Admin Account at AOG: $14,183.64
  • USMA 1957 Reunion Fund (Check Acct) $3,964.73
    • Already Paid $8131.31 Reunion Expenses

• Projections are that after all Reunion Expenses are Paid, $15 -20,000 will Remain in Class Operations Account
Summary

- Class of 1957 Accounts will Continue to be Managed as Class Members Deem Appropriate
  - Enlightened Guidance Provided by the new Treasurer, Walt Rabe, and the rest of the new Executive Committee
- The Operations Account has been Audited Periodically
  - Last Audit Completed on 2 September, 2010
  - Should Conduct New Audit after Reunion Transactions are Completed
- Believe the Class Continues to have Adequate Funds to Defray Routine Expenses and Provide Seed Money for Worthwhile Projects including the Next Reunion
Welcome
West Point Class of 1957!

West Point Association of Graduates
Planned Giving Department
845-446-1547
What is Planned Giving?

Planned Giving is a term commonly used to describe a wide variety of giving vehicles that allow you to give to charity during your lifetime and/or after your death, while meeting your current income needs and providing for your heirs. Planned giving is typically done in conjunction with estate planning, and is a viable option for donors of all income levels.
... or simply put

“Charitable gifts that require some planning before they are made.”
The most common types of planned giving vehicles:

- Charitable Gift Annuities
- Charitable Remainder Trusts
- Charitable Lead Trusts
- Charitable Bequests
- Beneficiary Designations (Life Insurance Policies; Retirement Assets)
Benefits of Planned Gifts:

• Make significant donation to support West Point
• Increase current income stream for yourself or others
• Reduce income tax
• Avoid some or all capital gains tax
• Pass assets to family at reduced tax cost
• Reduce estate tax upon death
Planned Giving in 2011 (realized)

- Total cash received in 2011: $1,076,256
- West Point graduates make up 62% of these donors
- 29% of the cash received came from graduates

What about the rest?
Planned Giving in 2011 (realized)

• Total cash received in 2011: $1,076,256
• West Point graduates make up 62% of these donors
• 29% of the cash received came from graduates

What about the rest?
• 35% of these donors were widows, meaning that . . .
• 69% of cash total was from widows of West Point graduates
Planned Giving in 2011 (unrealized)

• Total amount of new planned gift commitments: $64,099,757.12

• 74% West Point graduates
Planned Giving in the Class of ’57

• Through bequests, trusts, gift annuities, pooled income funds and life insurance, the Class of 1957 has made Planned Gifts in excess of $4.9 M, of which almost $150,000 has been realized.

• Gift Designations: Superintendent’s Annual Fund, Long Gray Line Endowment, DFL Loeffke Friendship Fund, Chair in Professional Military Ethics, and the Class of 1957 Fund.
Cullum Society

• Named for Brevet Major General George Washington Cullum, USMA Class of 1833, the Cullum Society was founded to honor the thousands of graduates and friends who have made provisions of $25,000 or greater to the West Point Association of Graduates.

• Cullum Society Members are honored with a lapel pin, certificate, and listing in the WPAOG Annual Report of Gifts.

• Cullum Society Members are invited back to West Point for special events.
Is Planned Giving For You?

- Talk with your family
- Talk with your attorney, CPA, and/or financial advisor
- Let your WPAOG Planned Giving Department provide you with additional information
- Create your legacy for West Point
- Ensure the future of West Point for generations to come
Alumni Review

• March and line up for review by company

Field

| A1 | M2 |

• At first note of honors and National Anthem - hand salute
• During review, as Colors approach, A1 orders 'Class of 57, Present Arms' - all salute; M2 orders .'Order arms'
• If it rains, we lounge at Hotel, then Lunch, Memorial Service, Tours. Decision 0700
Tuesday Post-Memorial Service Tours

- Cemetery
- Central area
- Hotel Direct (if enough)
- All - USMAPS
- Select - Buckner
Election of Officers
Q&A
Comments
Windmills, Vineyards & Paris Themed Wine Cruise

- Oct. 25th – Nov. 3rd, 2013
- 11 days including air / 10 days Paris / Amsterdam
- Avalon Luminary
- Wine Appreciation Cruise
Wine Themed Cruises

- Windmills, Vineyards & Paris
  - 10/25/13
  - Vineyard Visits
  - Special Lectures on Moselle and France Wines
  - Wine Tasting
  - Food & Wine Pairing
  - Dinner on Board
- No Additional Charge
Avalon Luminary (Cat A, B, P 172 sq. ft.)
# Cabin Prices

<table>
<thead>
<tr>
<th>Type</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>E</td>
<td>$2679</td>
</tr>
<tr>
<td>B</td>
<td>3228</td>
</tr>
<tr>
<td>A</td>
<td>3278</td>
</tr>
<tr>
<td>P</td>
<td>3428</td>
</tr>
</tbody>
</table>

Air ranges from $1230 on the East Coast to $1630-1890 on the West Coast (with $500 discount possible)

- By comparison, similar price on the initial 25 Sept cruise would have been ~$400/pp higher and without the wine theme.
- Travel Guard @~450/pp
Highlights & Sightseeing

• PARIS:
  Guided sightseeing

PARIS–METZ:
By high-speed train

REMICH:
Welcome reception

TRIER:
Guided sightseeing, see the Porta Nigra

BERNKASTEL:
Guided walk, local marketplace; visit a wine cellar

• COCHEM:
  Visit Reichsburg Castle

RÜDESHEIM:
Siegfried’s Mechanical Musical Instrument Museum; special treat

RHINE GORGE:
Cruise through the gorge

COLOGNE:
Guided sightseeing

AMSTERDAM:
Canal cruise
SUMMARY

• There are Order Forms and an Avalon Brochure on the tables behind us— or see Me to discuss
• We have to purchase 36 cabins to get the charter price
• I hope to place our order by July 1st, so need your orders to me by June 15th.
• I will hold your checks and credit card info until we have enough orders to buy the charter.
• Hope to see you on board! Please sign the attendance forms to indicate your interest.