

## Private Gifts Power the College's Entrepreneurial Leadership

The College of Pharmacy is ranked in the top three in the nation in *U.S. News and World Report's* ranking of pharmacy programs, and private gifts play a critical role in supporting the work of the college.

**Left:** U of M President Eric Kaler (center) presented a thank you memento to 1943 alumni Glenn (left) and Duane Engebretson, at their home. Glenn and Duane provide leadership funding in support of the college's development of new and improved medicines.

**Right:** Renowned epilepsy researcher and clinician Ilo Leppik (second from left) was honored for 35 years of service at a community appreciation event in May. Others pictured include U of M President Eric Kaler and event hosts Betty and Whitney MacMillan.

Each year nearly 1,000 friends and alumni make annual gifts in support of the college's leadership in pharmacy education, pharmacist practice and pharmaceutical science.

"We have many loyal givers who have invested in the college for decades — 10, 20, 30 or even 40 or more years," said Dean Marilyn Speedie. "Our college has a 120-year history of loyal alumni support — graduates who have benefitted from those who came before are now paying it forward to the next generation of pharmacists."

Faculty and students are also loyal supporters. Over the past decade, faculty members have invested more than \$1 million in support of advancing the college. Donor gifts also benefit students through more than \$400,000 in scholarships awarded each year to more than 100 students, and each year graduating students make an annual class gift.

Private support of the college has increased three-fold over the past decade, and in part through generous donor support, the college has achieved the number one endowment among the top tier research pharmacy schools.

"We're very proud of our top ranked endowment," said Speedie. "This is especially important because we have found that there is a direct correlation between the strength of our endowment and the ranking of our educational program. For instance, four of the top five endowed pharmacy schools — including the University of Minnesota — are also among the top five ranked pharmacy schools by *U.S. News*."



Photo by Deb Noll

Bob Busch, director of development, credits the college's culture as well as its record of accomplishments.

"There's a strong culture of support across pharmacists, alumni and friends," said Busch. "It's an unbroken chain of loyalty, with each generation paying it forward."

According to Busch, donors also like the college's entrepreneurial leadership.

"Donors like that we're leading on pharmacy's big issues, from new-era pharmacist practice and a cutting-edge curriculum, to developing better medicines," he said. "Donors especially like our entrepreneurship, from commercializing practice networks and online pharmacy education, to our drug-development pipeline."

Speedie said donors can also see the impact of their gifts. "For example, the college's leadership in advancing profitable pharmacy practice translates to thriving, sustainable careers for pharmacists in Minnesota and nationwide," explained Speedie. In particular, the college excels in the areas of commercializing new benefit design and new practice models, as well as the role of pharmacy in health care policy and reform.

Additionally, with its pacesetter curriculum and online education offerings, donors see the college is developing the next generation of pharmacy leaders.

"Gifts also help make it possible for the college to lead the way in the development of new medicines for many diseases, from neurological disorders and cancer, to cardiovascular and infectious diseases, and more," said Speedie.

Over the past decade, patent revenues from drug discovery research performed in the college have generated millions for the University, helping the University earn a number six ranking in the country for patent and licensing revenues.

"It really comes down to wonderful administrative leadership and a donor-centered culture," said Busch. "Our donors love the college!"

*To learn more about giving to the college or to schedule a tour of the college's facilities, contact Bob Busch at 1-866-437-0012 or busch110@umn.edu.*

**Left:** Friends of Pharmacy at a lawn party for Presidents Club members at the U of M president's home. Left to right: Joyce and Conrad Thompson, Tasso Coin and Marnie Peterson, Marilyn Speedie, Rod Johnson and Kathleen Hollander, and John and Wendy St. Peter.

**Right:** Director of Development Bob Busch (right) receives a plaque for chairing the national AACP Development Officers group for 2010 – 2012.

