NEW IN BERT

You may have noticed under the “Tracking” section of the BERT profile, that you are now able to see the wealth assessment (WA) and date completed.

![BERT Profile Example](image)

In addition, the family rating (FR) is now visible under “Tracking” as well. A family rating of “A” indicates that the prospect’s parent (or, in some cases, grandparent) is a billionaire, while a family rating of “B” indicates that the prospect’s parent (or grandparent) is one of our other 1- or 2-rated prospects.

As before, please detail in to “Major Prospect Financials” for additional information on the case.

TRAININGS OFFERED

This spring, Prospect Research will offer training sessions on the following topics. We hope that you can join us! Details to come.

- News Searches & Search Engines
- Biographical Research
- Foundations

Plus: World Markets: Where We Are and Where We’re Going, April 7, 12pm, room 840 (see page 2).

OLD BLUE GOES GREEN!

Learn about the University’s green efforts and ways to incorporate sustainability into your life at Yale’s Sustainability Summit. This year’s theme is Efficiency, Innovation, Balance. Check out the calendar of events, which includes films, panel discussions, a better buying bazaar, a session on alternative transportation options, and even a bike ride and pizza dinner: http://www.yale.edu/sustainability/summit/.
**Yale Trivia!**

On October 10, 1965 (significantly, two days before Columbus Day), the University announced "the most exciting single acquisition of the Yale library in modern times."*

- What is the name of this controversial object, and why was it thought to be of historical importance?
- BONUS: Who donated it to Yale?

Please email answers to: prospectresearch@yale.edu.
One correct respondent will win a prize!

*Yale librarian, quoted in the NYTimes

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**Farwell to Nancy Lowers**

After 20+ years of service, Nancy Lowers recently retired from Yale. In 1984, Nancy started her career at the University working for the anthropology curators of the Peabody museum but quickly moved to the Office of Development. Working for Prospect Research, she served as a research analyst and later as a department librarian and subscription manager. We wish Nancy all the best and hope that she finds plenty of time for gardening!

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**Source Tip / Did You Know?**

- Here’s a great source just added to the Prospect Research website: Alpha magazine’s [2009 Hedge Fund Compensation Report](#). It won’t be much of a surprise that “hedge fund professionals are feeling the pain like everyone else.”

- According to the [2007 Grant Thornton Governance Survey](#) for Not-for-Profit Organizations, 56% of respondents said their board members are required to make financial contributions, though gifts are not necessarily required to be in the capital range. For example, 60% of organizations with budgets of $100M-$500M said they expected annual contributions of at least $5,000.

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Last issue’s trivia section asked about Mory’s, that venerable Yale institution now (temporarily?) closed.

- While some claim that Mory’s was founded in 1861, the club itself and others stick with 1849.
- “The Widow” was Mrs. Frank Moriarity, wife of the founder.
- Women were first admitted to Mory’s as members in 1972.
- Rarebit is toast with a savory cheese sauce poured over it.

Congratulations to our winner, Karreem Mebane. We especially appreciate the photo he supplied of rarebit.

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The markets, the crisis, and the (near) future. . . .

What do the financial markets, AIG, ping pong balls, mouse traps, and a nuclear reaction have in common? Attendees at a presentation on the financial crisis and university philanthropy at the recent CASE District 1 conference found out.

Thanks to Major Gifts officer Megan Granson, a coordinator for the conference this year, assistant director Rich Horne and senior research analyst Steven Towns had a chance to share thoughts and research with development personnel from schools and nonprofits in the New England area. They discussed the history of market crises dating back to the early 17th century, provided an “up-to-yesterday” overview, and introduced a recent Moody’s higher-ed outlook for 2009.

We hope you will join us on April 7 at noon in room 840, when Rich and Steven will discuss much of the same material. No Jim Cramer - they promise.