• Anne and I are pleased to welcome you to our home to express our appreciation for
  your efforts:
  - Some of you are veterans who were here for the entire five-and-a-half years of
    the campaign – grateful for your leadership and long-term relationships with
    many Georgia Tech alumni and friends.
  - Others came during the campaign – appreciate the way you pitched in to help
    make the campaign a rousing success.
  - Still others have arrived this year – glad to have your fresh perspective and
    energy to invigorate us all for the work ahead.

• Recognize these groups:
  - Development staff, both in the central office and out in the schools and colleges
  - Roll Call staff
  - Alexander Tharpe Fund staff
  - Institute Communications and Public Affairs (ICPA) staff

• Campaign laid the foundation for the next stage of philanthropy:
  - We need a higher level of ongoing annual giving to sustain the higher level of
    operations the campaign enabled us to reach.
  - We made many new friends during the campaign, and we need to work on
    keeping them.
  - We need to be deliberate about widening our circle and identifying new donors
    to cultivate in preparation for the next campaign.

• But before we get started on all the work ahead, Anne and I just wanted to take this
  opportunity to say thank you for all you have done to make Georgia Tech’s fund-
  raising efforts so incredibly successful.

• Introduce Barrett Carson.