



New Development Efforts Move Center Closer to Goal

by James E. Kostrava, Vice President for Development

The Mackinac Center for Public Policy is well on the way to raising its goal of \$1,100,000 in 1996 gift income. Since joining the Mackinac Center last summer, I have focused on making the Center's development efforts more effective so that the greatest number of people benefit from the Center's research, initiatives, and proposals for better government. The office of development has launched several new initiatives.

- ▶ Long-term funding proposals built around specific public policy initiatives have attracted large gifts. Benefactors with a deep concern in a particular policy area earmark the gifts to advance specific research and projects in their field of interest. Policy initiatives are multiple-year strategic plans for studies, events, and projects broken down by the cost and impact of each item. The Mackinac Center develops policy initiatives designed to advance the ideals of free market economics, limited government, and respect for private property. Current examples are labor, education, and privatization policy initiatives.
- ▶ Expanded membership and ambassador programs have been a success. Loyal contributors are renewing their support as "members" by giving at least \$100 annually. Motivated members are increasing their commitment to the Mackinac Center by becoming "ambassadors." Ambassador Rod Lockwood recently introduced many

new friends and potential members to the Mackinac Center by hosting a dinner and reception at Troy's Somerset Inn. Benton Harbor Ambassador Bill Griesinger helped Southeast Michigan civic groups and media learn about the reliability of Michigan history textbooks by arranging speeches and interviews for Dr. Burton Folsom, senior fellow in economic education. Ambassadors help make the most of contacts with people and groups who can do a great deal to advance the Mackinac Center.

- ▶ President's Council events have been expanded to reach larger and more influential audiences. A full year's worth of President's Council dinners and receptions has already been scheduled in the Detroit and Grand Rapids areas. The speakers' roster includes such dignitaries as Michigan Lieutenant Governor Connie Binsfeld, former U.S. Ambassador to Italy Peter Secchia, and former U.S. Attorney General Edwin Meese. The fact that each 1996 President's Council speaker has waived his or her normal honorarium shows how strongly they support the work of the Mackinac Center.
- ▶ Catherine A. Martin has been added as the Mackinac Center's new development assistant. She has already successfully recruited new individual members as well as developed key foundation grant proposals. (See story about Catherine on page 12.) These successful efforts are

some of the reasons the Mackinac Center is attracting larger and longer-term grants than ever before. The \$250,000 grant recently given by the Herbert H. and Grace A. Dow Foundation will have impact far beyond its dollar amount. (See story on page 3.) A high level of support from such a respected foundation is a "stamp of approval" that will inspire other foundations and friends to support the Center in improving the quality of life for Michigan citizens.

If you would like to be a Mackinac Center ambassador, or if you would like to introduce the Mackinac Center to a friend who shares our commitment to free markets, limited government, and respect for private property, please call the office of development at (517) 631-0900. ■