

COLBURN



SCHOOL

Office of the President

March 16, 2016

To Whom It May Concern:

During the first three months of my presidency at the Colburn School, Allison Sampson was hired to join our senior leadership team to build Colburn's fundraising capacity. Allison's reputation for effectiveness and high ethical standards was brought to my attention upon my arrival to Los Angeles. Allison has never disappointed and has given her total support to my presidency. Allison's leadership and partnership has been extraordinarily beneficial to me, our Trustees, and to the whole Colburn community.

In addition to partnering with our Board for an improved governance structure and successfully building a robust fundraising function, Allison tackled issues and projects outside the traditional scope of her Advancement position: street naming, creative economy conference host, Pacific Standard Time participant, complex government affairs, and opened the door to new institutional and artistic partnerships that will have a long lasting effect on the Colburn School. Allison hired and mentored a new team in fundraising for Colburn: grant writers, major gifts officer, planned giving officer and special events management. We launched and led several successful patron tours together. As a result, our grant awards and overall funds raised increased 500% and have exceeded our projections. Our Gala has broken records that we never imagined. With Allison's oversight, Colburn won national grants and multi-year funding commitments for new programs. Restricted, unrestricted, endowment, events and individual and corporate sponsorship have all increased substantially. Allison's philosophy of service towards all donors is creative and unsurpassed.

Although there were those who doubted Allison's wisdom and timing in pressing the launch of an endowment campaign, she prevailed. Over a three year period, we now have a campaign structure in place, Board involvement, and more than \$30 million in commitments. Allison was one of our first endowment and planned giving donors to serve as a role model for others to follow. Allison and I have worked together on a daily basis to help develop our Board and raise funds for the Colburn School. Allison's discretion, accessibility, deep moral compass and honesty, empathy, and her overall competencies and participation in many areas, have allowed me to rely on her accurate forecasts and solid decision-making. When Allison is leading a project, it will result in a better-than-imagined outcome. Although Allison will be missed by Colburn, we hope to see her on campus often.

I would be delighted to offer a stellar reference for Allison and wish her every success in her future endeavors.

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