



14 May 2023

Wonderful, Generous, Responsive Classmates:

Thank you, Thank you, Thank you for responding to and participating in the Great Class Challenge with GUSTO (aplomb and zeal, too)!

We absolutely CRUSHED our previous records with **357 donors, which equates to 38% Class participation!** For reference, we've been on a steep, positive trend in this Challenge with 87-1 donors in 2021, 150 donors in 2022, and now **357 in 2023. Absolutely MAGNIFICENT!**

As highlights among the alumni classes, the Great Class of 1987 finished:

- 2nd in total number of donors ('84 had 465 donors – a lofty goal for next year);
- 4th in Class Participation % (we had the highest denominator in the pack); and
- 7th in YoY improvement (note: we are the most *established* Class in that list –as **Lisa Avila** noted, '87 had more donors in 2022 than ALL the other junior classes in the top ten combined).

Aside from all the competitive juices stirred, it was inspiring to see so many classmates rally, reach out to company-mates and pass along the challenge baton; this esprit de corps defines the character of the Class. The real winners are the Brigade and the Academy. The total philanthropic investment – \$2.3MM from over 6,200 alumni donors – will continue to push the boundaries of the “margin of excellence” used to fund all form of initiatives that directly benefit the Mids and the mission.

This was also a terrific warm-up for our 40th Reunion Class Gift Project. The ESC will use the Challenge data, particularly regarding the initiatives you selected to support, to better inform the focus of our Class Project. More information on those efforts will be forthcoming.

For the moment, please accept my most heartfelt thanks and enjoy **Chris Dunphy's** gallery of wit and parody during the week (linked [here](#) [here](#) [here](#) [here](#) [here](#) [here](#) [here](#) [here](#) [here](#) and [here](#)) with a smile.

Go '87 and Go Navy!

Scott Herbener
President, USNA Class of 1987
410.703.3519
president@usna87.net

p.s. **Rob Pinataro** would love your *Shipmate* talking points by **COB Tuesday, 5/23**. Send your pictures and words to Rob at rpinataro87@gmail.com and include *Shipmate* in the subject line.

YOUR LEADERSHIP TEAM: Reach out to any of us with your recommendations or concerns at:

- Scott Herbener, 410.703.3519, president@usna87.net
- Tim Wolf, 612.655.9823, vp@usna87.net
- Chris Dunphy, 617.750.9953, finance@usna87.net
- Steve Rowe, 757.676.9159, comms@usna87.net
- Jason Hardebeck, 410.417.8787, tech@usna87.net