

ST. JOHN'S PREP

# TOMORROW

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*Dear Friends,*

**W**e all know St. John's as a school built on the legacy of the Xaverian Brothers. It is a place committed to educating the mind, body and spirit of young men. We are hopeful that these young men will be armed with the knowledge and the courage to leave a lasting impact on the world.

When the Brothers embarked upon the goal of building a preparatory school for boys, they knew they would need support from alumni, parents and friends. The school's first fundraiser was our first headmaster, Brother Benjamin himself. He introduced a field day in 1909 and sold advertisements in a thirty-eight page sponsorship book to raise funds for the "new" chapel. Field days in later years raised funds for Xavier and Ryken halls. The Alumni Association was established in 1913, also by Brother Benjamin. He was a leader and a visionary. He understood the importance of building community and rallying around a common cause.

As we look to creative ways to support St. John's, I encourage you – a member of the St. John's Prep community – to consider a planned gift. To date, more than one hundred people have shared their commitment to St. John's by establishing a planned gift or by including the Prep in their estate plans.

For those of you who have already made St. John's Prep a philanthropic priority, I thank you. To the members of our community who have not yet done so, I encourage you to help preserve the legacy of the Brothers and make St. John's an even better school for the future.

*Warm regards,  
Tom Leonard '54*



## Finding the Right Path at the Prep

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For **Bob Crosby '58**, the Thanksgiving Day football game in his senior year will always be fresh in his mind. The game against Malden Catholic ended in a tie, a far cry from being down 21 points entering the fourth quarter. Bob credits his coaches Fred Mastrolia '33 and Paul "Buster" DiVincenzo '50 for teaching him never to give up, no matter how many points you are down.

Besides football, the Prep taught Bob many things and he feels very fortunate to have attended St. John's. In the fall of 1954 when he came to the Prep as a dayhop, his own perspective on life changed. Up until then his view of the world ran from Gallows Hill to downtown Salem. Once at the Prep Bob played freshman football and baseball and he never looked back.

His education came with sacrifice on his part and that of his parents, a lesson he will always remember. Bob's parents agreed to pay half of his tuition, and Bob had to earn the other half, which he did by caddying at Salem Country Club from April to November. When he was in high school and big enough to carry two golf bags he earned \$5 for every round. After putting \$4 away for tuition, he was allowed to keep \$1 for trips to the movies. This made an enormous impact on young Bob.

Still energized from being named the Most Spirited Athlete of 1958, Bob headed off to Massachusetts Maritime Academy where he earned a bachelor's of science in marine and electrical engineering. He continued his football and baseball career while he was in school in Buzzards Bay. After graduation, he worked as an engineer and attended George Washington University earning a master's in engineering administration. Bob has spent

"The Prep got me off a track of truancy and on the right path to attend college. I never thought I could do that myself."

*Finding the Right Path, continues*

Above: Bob Crosby shows perfect bunting form at St. John's Prep in 1958, and even better than perfect bunting form at Red Sox Fantasy Camp in 2008.

# Charitable Gift Annuities: Gifts that Provide Income for You

You can establish a charitable gift annuity with St. John's by making a gift (a minimum of \$10,000) which then will provide you with a fixed income quarterly for the remainder of your lifetime. These fixed payments do not fluctuate based on market performance. You receive a charitable tax deduction and may qualify for tax-free income as well.

Age	Payout Rate	Annual Income*	Charitable Deduction*
65	4.7%	\$470	\$2,661
70	5.1%	\$510	\$3,469
75	5.8%	\$580	\$4,102
80	6.8%	\$680	\$4,669
85	7.8%	\$780	\$5,419

To determine whether a charitable gift annuity makes sense for you, compare these great rates to what commercial annuities are paying now. Rates are determined based upon the date of birth of the annuitant. You must be 65 at the time payout begins. If you are not yet 65, a deferred gift annuity is an option.

\* Calculations are based upon a \$10,000 gift of cash and 1.2% IRS discount rate. Gifts of appreciated securities are accepted and encouraged for even greater tax benefits.

## *Finding the Right Path, continued*

the majority of his career as president of his own company, Non-Public Educational Services, Inc. Based in his native Salem, the company provides tutoring services for school age children as well as post-secondary services to members of the United States military. Bob sold this successful company of more than 1,200 employees in 2012. He now has a new venture with Lumina Education and Training Systems, Inc. Bob is also the proud father of Erin, Ken, Scott and Chris '10.

Bob credits the Prep for instilling a sense of self-confidence and for helping him discover the importance of religion in his life. He recalls being surrounded by many smart classmates and feels that it prompted him to rise to their level. He fondly recalls many of his teachers including Brother Rudolf, who required his pupils to memorize Elizabeth Barrett Browning's "How Do I Love Thee, Let Me Count the Ways." Bob jokes that he owes Brother Rudolf a great deal of gratitude for making that a requirement as he has used lines from that poem many times in his life.

Bob has always felt it is important to support St. John's and recently created an irrevocable charitable trust to provide tuition assistance for students. He hopes it will make a difference and help set someone on the right path to obtain a college degree.

"The Prep got me off a track of truancy and on the right path to attend college. I never thought I could do that myself," says Bob. He has big dreams for his grandsons, Camden and Flynn, and hopes they will also attend St. John's. Bob believes in giving back to St. John's and adding to the endowment. "I want the Prep to grow and be financially strong well into the future."



**Q** What do I need to do to name St. John's Prep in my will?

**A** It's easy! All you need to do is specify a certain dollar amount or a percentage of an asset for St. John's Preparatory School in Danvers, Massachusetts. It is important to write out the full legal name of the school, and it is helpful to identify the school as being in Danvers so there is never any confusion with any other school named St. John's.

**Q** Should I specify a set amount or a percentage of my estate?

**A** Unless you know for certain that you want to donate a specific amount to St. John's, naming a percentage allows for variation depending upon how much you have for assets. For example, suppose you have an estate worth \$500,000 and you name St. John's as a beneficiary of \$100,000 with the remainder – in this case, \$400,000 – going to your spouse. If your estate drops to \$300,000 with that same directive, your spouse will be left with \$200,000. If instead you had named St. John's as a 20% beneficiary, and your estate decreased to \$300,000, \$60,000 would go to St. John's and \$240,000 would go to your spouse. This is \$40,000 more than the scenario of a set amount. Specifying a percentage allows for increases and decreases in proportion to your estate.

**Q** Can I influence how my gift is used at St. John's?

**A** Absolutely! Managing Director of Planned and Major Gifts, Deb Marino, is happy to talk with you about how you would like to direct your donation. There are many options including adding your gift to endowment, using it for tuition assistance, or directing it for faculty support, to name a few.

**Q** Once my will is written, do I need to do anything else?

**A** If you have included St. John's in your will please let us know so we can include you in the 1907 Society, the Prep's planned giving recognition society. Also, remember that a will should be reviewed every few years or after a major life event, such as the birth of a new child, to ensure that it is up to date.

For more information please contact Debra Marino, Managing Director of Planned and Major Gifts, at [dmarino@stjohnsprep.org](mailto:dmarino@stjohnsprep.org) or 978.774.6727 x358.

# 1907 Society

Named in recognition of our founding year, the 1907 Society is made up of members of the Prep community who have included St. John's in their estate plans. In the spirit of the Xaverian Brothers, whose courage and foresight led St. John's to flourish, members of the 1907 Society play a significant role today by providing resources for a vigorous and secure future.

Mr. & Mrs. Paul B. Ahern '58  
Dr. & Mrs. Paul B. Alper  
Col Harold H. Audet  
Capt. & Mrs. Robert M. Barr, Jr.,  
USN (Ret.)  
Mr. Peter A. Beekman '72  
Mr. & Mrs. Donald Bernstein  
Mr. & Mrs. Richard P. Biagiotti '71  
Mr. Shawn P. Buckless '78  
Mr. Paul G. Burda '55  
Mr. Christopher J. Burns '64  
Mr. Paul G. Butler, Jr. '77  
Mr. & Mrs. Samuel T. Byrne '83  
Mr. Edward L. Cahill '71  
Mr. John F. Callahan '68  
Mr. & Mrs. Joseph A. Carlucci  
Mr. Stephen F. Coady '73 &  
Ms. Linda Heasley  
Mr. & Mrs. George Coleman  
Mr. John J. Connolly '39  
Mr. & Mrs. Richard T. Connors  
Mr. John J. Costello '34  
Benjamin G. Cox, M.D. '51  
Mr. Barry F. Cronin '80  
Mr. Robert H. Crosby '58  
Miss Marion L. Crowley  
Mr. & Mrs. Thomas J. DeSimone '68  
Mrs. Amy R. Dittrich  
Mr. & Mrs. Edward F. Donahue  
Ms. Sunny Dupuis  
Mr. Rene A. Durand '65  
Mrs. Marianne Ferry  
Mr. Edward J. Fleming, III '48  
Mr. & Mrs. John D. Galaris  
Mrs. Elaine Gianino  
Mr. Michael G. Goggin '85  
Mr. Robert A. Greenberg '74  
Mr. Mark R. Gudaitis '84  
Mr. W. Brian Harrigan '72  
Mr. & Mrs. John S. Hart '61  
Mr. & Mrs. Thomas H. Hoare, Jr.  
Dr. & Mrs. Richard Iorio '77  
Mr. David W. Ives '75 &  
Ms. Pamela Burch  
Mr. William A. Killen '59  
Mr. John G. King '60  
Mr. Paul E. Laski '55  
Mr. & Mrs. Thomas M. Leonard '54  
Mr. John J. Leone '83  
Mr. William J. Lundregan, III '58  
Mrs. Eileen M. MacDonald  
Mr. Jeffrey M. H. Maciak '04  
Mrs. Phyllis McGauley  
Mr. & Mrs. David S. McKechnie  
Mrs. Margaret McNamara  
Mr. Ronald W. Michaud '61  
Mr. Walter V. Mitchell '25  
Mr. Jeremiah F. Morris '67  
Mr. Thomas H. Needham '60  
Mr. & Mrs. Michael C. Newhall '80  
Mr. Mark A. Occhipinti '71  
Dr. & Mrs. Frank A. Odum  
Reverend John F. O'Donnell '55  
Mr. & Mrs. J. Barry O'Hagan  
Mr. & Mrs. Daniel T. O'Sullivan  
Dr. Louis A. Pocharski '50  
Mr. & Mrs. Lawrence A. Polimeno  
Mr. John P. Reid '48  
Mr. Larry E. Richard '73  
Mr. & Mrs. Thomas P. Riley '75  
Mr. John A. Roberts, Jr. '56  
Mrs. Donna Rourke  
Rev. Leo B. Shea '56  
Mr. Paul V. Short '51  
Edward P. Sirois, MD '50  
Mr. Robert L. Smith '69  
Mr. James J. Sullivan '56  
Dr. & Mrs. John D. Sullivan '84  
Mr. Russell E. Taskey, Jr.  
Mr. John C. Toto '83  
Richard E. Vincent, D.C. '47  
Mr. Michael G. Waldron '73  
Richard M. Warren, M.D. '61  
Mr. Joseph E. White '60  
Mr. Hugh E. Williams '67  
Mr. Alexander P. Ziolkowski '58  
Anonymous (2)

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If you have made estate plans that include St. John's, we hope you will let us know so that we can add your name to this list. Please contact Debra Marino at 978.774.6727 x358 or [dmarino@stjohnsprep.org](mailto:dmarino@stjohnsprep.org).

# All for Thee Saint John's Reaching for 200!



**Great news!** The 1907 Society, the Prep's planned giving recognition society, has surpassed the 100 member mark. We hope to double that number in the next five years in an initiative we are calling All for Thee Saint John's. Debra Marino, Managing Director of Planned and Major Gifts, and the Planned Giving Advisory Committee will strive to reach as many alumni, parents and friends as possible to encourage them to include St. John's in their estate plans. Become a part of the 1907 Society, a group committed to making a difference and leaving a lasting legacy at the Prep.

If you are interested in learning more, or if you have already included St. John's in your estate plans, please contact Debra Marino at 978.774.6727 x358 or [dmarino@stjohnsprep.org](mailto:dmarino@stjohnsprep.org).



ST. JOHN'S PREP

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