



LAURA A. SOLLA

PROSPECT RESEARCH &
DEVELOPMENT STRATEGIES

The following confidential profile is provided to show a representation of the type of data sought during research, and how the data is presented. Because each prospect possesses different and variable characteristics, every profile will vary in terms of available information. The prospect name and certain content has been changed or removed to protect confidentiality.

Sample Prospect Profile #1

<i>Personal Summary</i>	
Primary Residence	----- S. County Road, Palm Beach, FL 33480-4826 Phone: 561- 547-----
Second Homes	----- Fifth Avenue, New York, NY 10065-7073 ----- Pine Street Nantucket, MA 02554-3770 ----- Meetinghouse Road, Jenkintown, PA 19046-2422
Family	Spouse: Roberta Sanderson Scarp Parents: Bruce is the son of Albert A. and Sylvia Marpel Scarp (both deceased; Philadelphia, PA). Roberta is the daughter of Lowell E. and Barbara M. MacBeth; both deceased; Baltimore, MD). Children: <ul style="list-style-type: none"> ▪ Barbara Lee Schulman (b. 1966; m. Brian; resides in Columbia, SC) ▪ Susan Lorraine Feuer (b. 1968; m. David; resides in New York, NY) ▪ Jillian Carol Topkis (b. 1971; m. Eric; resides in Englewood, NJ) ▪ Shannon Marie Lanagan (b. 1973; m. Dillon; resides in Bethesda, MD)
Birthdate	Bruce, b. April 1943 PA Robbi, b. March 1947 MD
Education	Bruce, B.A., University of Miami, 1965 Roberta, B.A., Swarthmore College, 1969
Nickname	Bruce and Robbi
Personal Interests	Mr. and Mrs. Scarp are collections of Impressionist and Post-Impressionist art.
Political Affiliation	Republican

Family Notes	Bruce's father, Albert Scarp, emigrated from Ukraine and was a millionaire investor who lost everything in the Wall Street Crash of 1929. He went on to acquire land in Chester County, PA and became a home builder.
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Professional/Company Summary

Bruce Scarp

Scarp Investors - Principal

Confidential Address

Confidential Phone

Bruce Scarp is a private investor and second largest individual investor in luxury home builder, Scarp Investors.

In 1967, Bruce and Robert Scarp founded Scarp Family Builders, a luxury home builder, starting with a plot of land in Chester County, PA given to them by their father. Bruce was responsible for the books and Robert managed the legal side of the business. In the late 1980s, they expanded out of the Northeast to Washington, D.C. and in the mid-1990s, to California. Scarp Brothers later expanded into building "active-adult" communities for the elderly affluent and urban high-rises for the newly affluent. Bruce Scarp served as President of the Company from 1967 until 1998, at which time he became Vice Chairman. Mr. Scarp continues to hold a board seat.

Also in 1998, Bruce Scarp sold a portion of his Scarp stock and diversified his investments. Through FET Investments, Mr. Scarp invests in and develops real estate, and has large investments in several healthcare and IT companies. In addition, he owns one of the largest multi-line auto dealerships in the nation.

Business Ventures

- Scarp Investments owns, develops, and manages over 6.0 million square feet of office, commercial, and industrial properties from Arizona to New York and over 3,000 apartments.
- Mr. Scarp co-founded and was the largest shareholder of TollTel, Inc., a publicly traded company which provided Sprint PCS digital communication services to mid-size markets in the western and mid-western United States, until it was acquired by Sprint in 2006.
- He was also the largest investor in Fourth Street Capital, a business development and private equity company founded in 2000.
- He served as Chairman of Pennsylvania Media Holdings, which owns The Inquirer and The Daily News. Mr. Scarp made a \$25.0 million investment in PMH.

- He is the owner and operator of four automobile dealerships –
 - Farleigh-Scarp Auto World in -----, Pennsylvania, the largest automobile dealer in the country that sells Chrysler/Dodge/Jeep, Chevrolet, Jaguar, Fiat, Subaru, and Lincoln products;
 - Phillips Auto Mall in -----, Pennsylvania which sells Chevrolet, Honda, and Subaru products;
 - Roberts Chevrolet in -----;
 - Caitlin Auto World in -----, which sells Chrysler/Dodge/Jeep/Ram products.
- He is the owner and Chairman of Mosaic Corp., a biotech company located in Malvern, Pennsylvania.
- Mr. Scarp is the owner of FET Associates, a mezzanine lender for various types of businesses.
- Mr. Scarp has been a is lead investor in many private companies; including,
 - Aquilent, a leading provider of web development and IT services to the federal government;
 - Premier Kids Care, a provider of specialized pharmacy services pursuant to agreements with biotechnology drug manufacturers relating to the treatment of pediatric growth hormone deficiency;
 - Colonial Management Group, the second largest chain of outpatient substance abuse treatment centers in the U.S. (methadone).
- Mr. Scarp is also the Chairman of Pennsylvania Natural Resources, the largest anthracite coal mine in Pennsylvania.
- Mr. Scarp is a partner in Robert Rothchild Entertainment, which produces movies.

Robbi Scarp

Mrs. Scarp is retired interior designer. She is active in several community organizations related to the arts and economic development.

Board Affiliations/Charitable Giving

Affiliations	<p><u><i>Bruce Scarp</i></u></p> <ul style="list-style-type: none"> ▪ President, Abington Township Industrial and Commercial Development Authority ▪ Member, Board of Trustees, ----- Memorial Hospital ▪ Member, Board of Trustees, ----- Museum of Art ▪ Member, Board of Trustees, University of -----; chairman, capital campaign
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	<ul style="list-style-type: none"> ▪ Past member, Board of Directors, ----- Technology Center of Southeastern Pennsylvania ▪ Past member, Board of Directors, Foundation of the ----- Heart Institute <p><u>Robbi Scarp</u></p> <ul style="list-style-type: none"> ▪ Member, Board of Directors, American Friends of the ----- Museum ▪ Member, Board of Directors, American ----- Festival Inc. ▪ Member, Board of Trustees, National Museum of ----- ▪ Member, Board of Directors, Town of ----- United Way
<p>Major Philanthropic Interests and Gifts</p>	<ul style="list-style-type: none"> ▪ The Scarp's charitable giving primarily directed to arts and cultural organizations, education, and hospital and nonprofit healthcare. ▪ Namesakes of the Bruce and Robbi Scarp University of ----- Charitable Fund established in 2014. (Asset value not published.) The Fund provides scholarships and emergency funding for students in distress. ▪ Bruce and Robbi are credited with a \$1.0 million gift to Central Park Conservancy in 2014. ▪ Mr. and Mrs. Scarp are founding donors to The Barnes Foundation (post impressionist art) with a \$1.0+ million capital gift commitment in 2012. ▪ The couple is credited with over \$3.0 million in total cumulative giving to The Lincoln Center of Performing Art.
<p>Foundation Summary The Bruce E. and Robbi Scarp Foundation <i>Confidential Address</i> Trustees: Bruce and Robbi Scarp Fiscal year end: December 31 Established: 2001</p>	<ul style="list-style-type: none"> ▪ 2015 Assets: \$24.67 million ▪ 2015 Grants: \$742,123 ▪ Top 2015 Grants (over \$25,000): \$261,000 to The Barnes Foundation; \$120,000 to Philadelphia Museum of Art; \$31,000 to Lincoln Center for the Performing Arts; \$27,500 to University of Pennsylvania; \$25,000 to The Linwood School; \$25,000 to The Franklin School; \$25,000 to Nantucket Boys & Girls Club ▪ 2014 Assets: \$22.43 million ▪ 2014 Grants: \$1.26 million ▪ Top 2012 Grants (over \$25,000): \$412,100 to Lincoln Center for the Performing Arts; \$137,500 to National Museum of American History; \$125,350 to American Friends of the British Museum; \$110,000 to Philadelphia Museum of Art; \$100,000 to Abington Memorial Hospital; \$100,000 The Linwood School; \$25,875 to Incarnation of Our Lord; \$25,000 to National Liberty Museum; \$25,000 to The Franklin School; \$25,000 to Nantucket Boys & Girls Club

	<ul style="list-style-type: none"> ▪ 2013 Assets: \$21.81 million ▪ 2013 Grants: \$1.51 million ▪ Top 2011 Grants (over \$25,000): \$421,050 to Lincoln Center for the Performing Arts; \$200,000 to The Barnes Foundation; \$200,000 to University of Miami; \$138,700 to National Museum of American History; \$25,500 to American Friends of The British Museum; \$135,000 to Philadelphia Museum of Art; \$100,000 to Abington Memorial Hospital; \$100,000 to The Linwood School; \$25,000 to National Liberty Museum; \$25,000 to The Franklin School; \$25,000 to Nantucket Boys & Girls Club
Recent Political Contributions	<ul style="list-style-type: none"> ▪ Bruce Scarp is a major donor to numerous Republican candidates, committees, and causes with 475 contributions totaling more than \$1.3 million. ▪ Top contributions include over \$444,000 to National Senatorial Campaign Committee (over multiple contributions); over \$150,000 to the Republican National Committee; and \$42,000 to McCain Victory in 2008.

<i>Financial Summary & Overview</i>	
Real Estate Holdings	<ul style="list-style-type: none"> ▪ Mr. and Mrs. Scarp's primary residence is located at ----- S. County Road, Palm Beach, FL. The property includes a 12,000 sf home on 1.1 acres purchased in 2005 for \$26.95 million. The property was purchased during the height of the real estate bubble and has a current sellable value of \$18.0-\$20.0 million. ▪ Mr. and Mrs. Scarp own a residence at ----- Pine Street Nantucket, MA. The property includes a 2,909 sf home purchased in 1989 for \$890,000. Current sellable value \$2.7 million. ▪ The couple owns a 12,175 sf home at ----- Meetinghouse Road, Jenkintown, PA. Current sellable value \$3.6 million. ▪ Mr. and Mrs. Scarp own a 5,595 sf condo at ----- Fifth Avenue, New York, NY. Current sellable value \$11.89 million.
Compensation Summary	<ul style="list-style-type: none"> ▪ Bruce Scarp is affiliated with more than 20 companies where he has an investment interest, including affiliates of Scarp Investments. His income stems from multiple sources and is variable year to year and based on revenue and portfolio changes. Estimated/ballpark income (low-mid-high) \$5.0-\$7.0-\$9.0 million annually.

<p>Stock Holdings</p>	<ul style="list-style-type: none"> ▪ Assisted Living Concepts Inc.: According to SEC documents, Mr. Scarp held a 27.7% equity position in ALCI, a national operator of assisted living centers. In 2013 private equity firm TPG acquired the company for \$12/share in cash. Mr. Scarp's position (direct, indirect, and warrants) at the time of the sale was roughly \$75.0 million. ▪ Fifth Street Finance Corporation: Mr. Scarp provided \$15.0 million in start-up capital to create Fifth Street in 2008. He currently holds 1.87 million shares with a current market value of \$17.3 million (trading at \$9.25/share on 08/28/2015). ▪ Imageware Systems: Mr. Scarp is a former insider at Imageware. He sold his position in 2012 for \$1.3 million. ▪ Scarp Family Builders: According to SEC documents, as of April 2015 Bruce Scarp directly held 98,348 direct and controls 3.2 million indirect shares through the Scarp Revocable Trust of Scarp stock with a current market value of \$104.2 million. Historic Sales: Between 1995 and 2015, Mr. Scarp has sold stock over 96 transactions totaling \$557.0 million; including shares totaling \$14.4 million in March/April 2015. ▪ TollTel Inc.: Mr. Scarp was the single largest investor in TollTel, a Sprint PCS firm, which was acquired by Sprint in 2006 for \$1.3 billion. According to SEC documents, Mr. Scarp sold his stock for \$66.4 million in cash. ▪ Consideration: Mr. Scarp is a private investor and has invested in numerous private companies where his stock position is not published.
<p>Wealth Summary</p>	<ul style="list-style-type: none"> ▪ Bruce Scarp's wealth originates from Scarp Family Builders. He subsequently parlayed his position into FET Investments, a real estate development firm, as well as several investments in tech, automotive dealerships, media, and healthcare. ▪ Bruce Scarp continues to serve as a member of the Scarp Family Builders board of directors and is the second largest individual shareholder next to Robert Scarp. Notably, Scarp stock traded at a high point in 2005 at \$58/share. Historically, Mr. Scarp has sold stock totaling \$557.0 million, \$232.0 million sold between November 2004 and September 2005. TOL stock dipped to its lowest point during the housing decline between 2009 and early 2012. The stock has now rebounded to roughly \$40/share – its highest point since 2005. ▪ Bruce Scarp's wealth is estimated over \$1.0 billion. A significant portion of his overall wealth has been reinvested into new business ventures. ▪ From a charitable giving standpoint, Bruce and Robbi Scarp gift through a family foundation and individually. Giving is primarily directed to arts and cultural organizations, education, and healthcare/health service nonprofits.

Recently the couple made a \$1.0 million commitment to Central Park Conservancy (2014) and provided a \$1.0+ million founding gift to the Barnes Foundation (2012). The couple is credited with over \$3.0 million to Lincoln Center for Performing Arts (capital commitment at the \$1.0-\$3.0 million level plus a \$1.0+ million outright annual gift).

Comments/Additional Information



Photo - Robbi and Bruce Scarp

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Sample Prospect Profile #2

<i>Personal Summary</i>	
Primary Residence	----- River Oaks Boulevard, Houston, TX 77019-5822 Phone: Confidential
Family	Spouse: Divorced from Mable Martin and Teresa Troconis Moore; remarried to Virginia Barker Trainor (divorced from Charles Holt Barker). Children: <ul style="list-style-type: none"> ▪ Suzanne Martin Holt with Jane (b. 1965; m. Robert; resides in Boca Raton, FL) ▪ Linda Sue Pfifer with Jane (b. 1967; m. Victor; resides in Atlanta, GA) ▪ William Mark Trainor Jr. with Aurora (b. 1972; resides in New York, NY) Parents: Margaret Laughlin ----- and Thomas Mark -----Jr.
Birthdate	William, b. July 1939 SC Rosalie, b. January 1947 PA
Education	William, graduate, Aiken Prep; A.B., Yale University, 1960 Rosalie, A.B., William and Mary, 1970; J.D., South Texas School of Law, 1973
Nickname	Billy and Ginnie
Personal Interests	Mr. Spratt enjoys fishing, hunting; car racing, and equestrian activities. He is a collector of fine art and photography. Mrs. Trainor is a collector of impressionist art. She is active in women's rights.
Political Affiliation	Democrats
Family Notes	Margaret Laughlin ----- is the daughter of William Larimer Laughlin, Sr. and Mary Hill Taylor -----. William was the founder of Gulf Oil. Thomas -----Jr. (b. 1900; d. 1944), at one time the world's most famous polo player, is one of four children of Thomas ----- Sr. and Louise Mary Eustis of Washington, D.C. Louise was the daughter of George Eustis, Jr. and Louise Corcoran Eustis (Corcoran Gallery of Art and Riggs Bank fame). The family of Thomas ----- Sr. derived wealth from publishing, finance, and horseracing.

Professional & Company Summary

Career Summary

William Spratt is a private investor.

Mr. Spratt has been involved in the investment business for more than 50 years. He started his career in 1960 with Lazard Brothers in the UK, and later joined Lehman Brothers in the US.

Since the 1980s, he has been involved as an investor with numerous companies, primarily in the oil and gas, medical device, and financial services industries.

During his career, Mr. Spratt has served as Chief Executive Officer at Camelot Oil & Gas; Chairman of Protelex Company; President of Avalon Financial, Inc., parent of Avalon Oil and Gas; and President of Plains Resources International Inc., a wholly owned subsidiary of Plains Resources Inc., where he was Chairman of the Board.

Currently, he is affiliated with Pembroke Capital, a NASD securities firm, and WQRS Investments, a private equity firm that manages his real estate investment interests. In addition, he is a partner or owner of several companies related to minerals mining, oil and gas exploration and drilling, and private equity.

Business Affiliations

Spratt Investments LLC – Owner

- C&H Mineral Holdings – Owner
- Camelot – Mavco LLC - Owner
- Camelot - Schaffer Ranch LLC – Owner
- Pembroke Capital – President
- Savannah Production Company LLC - Owner

Contact: ----- Main Street #2150, Houston TX 77002-3206

Phone: Confidential

- Spratt Investments operates through a series of limited liability companies and partnerships involved in private equity and venture capital with investments in real estate, minerals, oil and gas, finance, and tech.

WXYZ Investments LP – Partner

Contact: ----- Main Street #2150, Houston TX 77002-3206

Phone: Confidential

- Private equity partnership with interests in real estate development and energy.

Board Affiliations/Charitable Giving

Affiliations	<p><u>William Spratt</u></p> <p><u>Corporate Affiliations</u></p> <ul style="list-style-type: none">▪ Chairman, Board of Directors, ----- Financial Services (private)▪ Member, Board of Directors, ----- Devices (private startup)▪ Member, Board of Directors, ----- Petroleum Ltd. (foreign)▪ Member, Board of Directors, ----- Group (private)▪ <i>Past member, Board of Directors, American Bank Note Holographics Inc.</i>▪ <i>Past member, Board of Directors, Luna Imaging Inc.</i>▪ <i>Past member, Board of Directors, Patient Safety Technologies</i>▪ <i>Past member, Board of Directors, Protalex Inc.</i>▪ <i>Past member, Board of Directors, Telx Group Inc.</i>▪ <i>Past member, Board of Directors, Thoratec Corporation</i> <p><u>Non-Profit/Civic/Professional</u></p> <ul style="list-style-type: none">▪ Member, Host Committee, Baker Institute for Public Policy at Rice University▪ Member, Board of Directors, Baylor Medical School▪ Member, Board of Directors, The Coronado Club▪ Member, Board of Trustees, Spratt Woods Foundation (conservation nonprofit established by the Spratt family; based in Aiken, SC)▪ Member, Board of Trustees, Houston Grand Opera▪ Member, Board of Trustees, St. Luke's Episcopal Hospital▪ Member, Board of Trustees, Texas Heart Institute <p><u>Virginia Spratt</u></p> <ul style="list-style-type: none">▪ Member, Board of Advisors, Alley Theatre▪ Member, Host Committee, Baker Institute for Public Policy at Rice University▪ Member, Board of Trustees, Houston Museum of Art
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<p>Published Philanthropic Gifts (Recent; over \$10,000)</p>	<ul style="list-style-type: none"> ▪ Annual (10+ years), South Texas College of Law; variable annual fund gifts; most recent \$10,000-\$25,000 ▪ Annual, Spratt Woods Foundation (10+ years), variable joint annual fund gifts; highest \$50,000-\$100,000; most recent 2015 \$25,000-\$50,000; the couple has made an estate plan commitment to the foundation ▪ Annual (10+ years), Alley Theatre, joint annual fund gifts \$50,000-\$100,000; highest gift in 2008 \$100,000-\$250,000 capital gift ▪ Annual (5+ years), Hermann Park Conservancy, joint annual fund gift range \$10,000-\$25,000 ▪ 2015-2006, Texas A&M University, variable joint annual fund gifts, typical level \$10,000-\$25,000; highest in 2008, \$100,000, \$250,000 ▪ 2015-2010, Museum of Fine Arts Houston, joint annual fund gifts \$25,000-\$10,000 ▪ 2014-2008, Texas Heart Institute, joint annual fund gift \$10,000-\$25,000; 2007, \$50,000-\$100,000 capital gift ▪ 2012-2005, Catholic Charities Food Bank, joint annual fund gift \$10,000-\$25,000
<p>Foundation Summary ----- Spratt Foundation c/o BNY Mellon, PO Box 1985, Pittsburgh, PA 15230.</p>	<ul style="list-style-type: none"> ▪ Funded through the Margaret Laughlin Spratt Charitable Trust. ▪ The foundation is managed by the children of Margaret and Thomas Spratt. <p><u>Financial Summary</u></p> <ul style="list-style-type: none"> ▪ 2015 Assets: \$4.73 million ▪ 2015 Grants: \$306,000 ▪ Top 2015 Grants: \$45,000 to HAS Haiti; \$45,000 to Texas Heart Institute; \$25,000 to Alley Theatre; \$25,000 to Spratt Woods Foundation; \$20,000 to Pittsburgh Muskoka Foundation of Joseph C. Walton <ul style="list-style-type: none"> ▪ 2014 Assets: \$4.98 million ▪ 2014 Grants: \$324,800 ▪ Top 2014 Grants: \$59,750 to HAS Haiti; \$25,000 to St. Luke's Episcopal Hospital; \$25,000 to Spratt Woods Foundation; \$15,000 to National Gallery of Art <ul style="list-style-type: none"> ▪ 2013 Assets: \$5.01 million ▪ 2013 Grants: \$425,000 ▪ Top 2013 Grants: \$50,000 to HAS Haiti; \$45,000 to Texas Heart Institute; \$25,000 to Alley Theatre; \$25,000 to Spratt Woods Foundation; \$20,000 to Pittsburgh Muskoka Foundation

Financial Summary & Overview

<p>Real Estate Holdings</p>	<ul style="list-style-type: none"> ▪ William and Virginia Spratt's primary residence is located at ----- River Oaks Boulevard, Houston, TX. The property includes a 14,777 sf home on 1.26 acres purchased in 1997 for \$3.2 million. Current sellable value \$9.5 million. ▪ Through WXYZ Realty Mr. Spratt owns numerous land parcels with oil and gas rights in Winkler County, TX (currently leased by Chevron for oil production). ▪ Through several business entities Mr. Spratt owns light industrial, retail, and commercial property in Mississippi, Florida, and Texas.
<p>Compensation Summary</p>	<ul style="list-style-type: none"> ▪ Mr. Spratt has multiple income streams, and his income is variable in nature. His income stems from trust funds established on his behalf, oil and gas investments and land holdings (royalties, dividends), the sale of stock and personal appreciated assets, and board fees. <i>Estimated/ballpark</i> income range \$5.0-\$8.0 million.
<p>Stock Holdings</p>	<ul style="list-style-type: none"> ▪ American Bank Note Holographics Inc.: In 2007 Mr. Spatt held a 10% equity position in ABNH. He directly held 420,000 shares and indirectly controlled 2.11 million shares through Spratt Investments. His combined holding as of March 2007 was \$17.0 million. In 2008, ABNH was acquired in a stock swap and cash deal with JDS Uniphase. Consideration: JDS Uniphase stock is currently trading under the 2008 acquisition price. If he held the stock, no increase in value. However, over the past seven years the stock has traded at an average of \$15/share, and reached a high point of \$28.16/share in 2011. Because Mr. Spratt was not an insider following the ABHN acquisition, it is unclear if he held or sold the stock. <i>Consideration: The stock had a low point value of roughly \$16.0 million and a high point value of \$60.0 million.</i> ▪ Patient Safety Technologies: As of 2010 Mr. Spratt indirectly held 973,840 shares valued at \$876,456. <i>Note: PST was delisted as it traded under \$1/share and became a bulletin board stock.</i> In December 2013 PST was acquired by Stryker Corporation for \$2.22/share. <i>Consideration: If Mr. Spratt continued to hold the stock the acquisition value would have been \$21.6 million.</i>

	<ul style="list-style-type: none"> ▪ Plains Resources: Mr. Spratt previously served as Chairman of Plains, which was acquired by Vulcan Capital in 2004 for \$480.0 million. Mr. Spratt held 452,000 shares, or a buyout value of \$7.8 million. ▪ Thoratec Corporation: Mr. Spratt was a former director with Thoratec. As of May 2007 he held 408,040 shares valued at \$11.0 million. Thoratec currently trades at \$63.60/share. If he continued to hold the stock, the current market value would be \$25.95 million (trading at \$63.60/share on 10/13/2015). ▪ Historical Published Holdings: During the early 1990s Mr. Spratt was an insider with Covance, International Colin Energy, and Conversion Industries. Those companies are no longer active. His combined holding value in these companies was roughly \$7.0 million.
<p>Wealth Summary</p>	<ul style="list-style-type: none"> ▪ William Spratt’s wealth is both earned and inherited. Inherited wealth stems from both maternal and paternal sources; however, the greatest wealth stems from the Spratt family. ▪ William is one of five children of ----- Spratt the daughter of William --- -----, founder of Gulf Oil Corporation, and member of the board of Mellon Bank, and ----- Spratt Jr., son of a publishing and horseracing magnet, and founders of Riggs Bank (later acquired by PNC). Historic financial research indicates the wealth of Spratt family heirs is managed through individual and inter-related trust accounts. Mr. Spratt will receive income from trust fund and stipends and royalty income from mineral rights held on Texas real estate. Mr. Spratt’s inherited wealth is estimated (low-mid-high) \$100.0-\$150.0-\$200.0 million and may be as high as \$250.0 million. ▪ Mr. Spratt has earned wealth from his business career primarily as a private investor. Notably, many affiliations are private where his investment interest is not published. Based on historic stock holdings and known indicators, his earned wealth is estimated between (low-mid-high) \$75.0-\$100.0-\$125.0 million. ▪ Mr. Spratt has a total wealth estimated (low-mid-high) \$175.0-\$250.0-\$325.0 million. Much of his overall wealth is tied to investments and trust funds. ▪ From a charitable giving standpoint, Mr. and Mrs. Spratt gift individually and through his mother’s foundation.

Comments/Additional Information



William and Virginia Spratt

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Sample Prospect Profile #3

Client

Confidential Prospect Profile

John Marks Smith Jr. M.D.

<i>Personal Summary</i>	
Primary Residence	----- Pembroke Road, Bryn Mawr, PA 19010-3613 Phone: 617-254-6814
Second Home	----- Waterfall Lane, Olin, NC 28660
Family	Spouse: Josephine Margaret Smith, M.D. Children: <ul style="list-style-type: none">▪ Heather Erin Smith Dill (b. 1965; m. Jeffrey; resides in Malvern, PA)▪ Jennifer Ann Smith Simpson (b. 1967; m. Scott; resides in Conshohocken, PA) Parents: John is the son of Sir John Marks Smith (deceased 2008; Bahamas) and Judith Dudley (Folk) Smith (deceased 1951). Josephine is the daughter of Mr. and Mrs. Orlando Gargiulo (Italy, later Fort Lee; both deceased).
Birthdate	John, b. February 1940 NY Josephine b. March 1940 Italy
Education	John: Graduate, The George School, 1958; B.A. Yale University, 1962; M.D. Harvard Medical School, 1968 Josephine: Graduate, Fontbonne Hall, 1958; B.S., Fordham University, 1962; M.D. Universities di Roma-La Sapienza, Facilities di Medicine e Chirurgia, Italy, 1968
Nickname	Jack and -----
Military	John, U.S. Naval Reserve, 1975-1977
Political Affiliation	Republicans
Religion	(Evangelical Christians) Members, Proclamation Presbyterian Church (Note: Josephine was raised Roman Catholic.)

Family Notes	Josephine's father, Orlando -----, member of the Royal Italian Navy. He worked as a naval architect and marine engineer for the Italian Line (shipping) in New York City.
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Professional & Company Summary

John Smith Jr.

Career Summary

Dr. John Smith Jr. has had a career in both medicine and investment management.

He currently serves as President of the John Smith Foundation, directing all foundation activities in pursuit of its mission to encourage progress in scientific and religious knowledge. He works closely with the Foundation's staff and international board of advisors of more than 45 leading scholars, scientists, researchers and theologians to develop substantive programs in this endeavor. Dr. Smith has been actively involved in the foundation since its inception in 1987.

In 1995, he retired from his medical practice and Children's Hospital of Philadelphia to serve full-time as president of the foundation. He completed his internship and residency in surgery at the Medical College of Virginia in Richmond and subsequently trained in pediatric surgery under Dr. C. Everett Koop at The Children's Hospital of Philadelphia. After serving two years in the U.S. Navy, he returned to the Children's Hospital of Philadelphia in 1977, where he served on the staff as pediatric surgeon and trauma program director. He also served as professor of pediatric surgery at the University of Pennsylvania.

In addition to The John Smith Foundation, he is affiliated with Smith Enterprises, Inc. and Thanksgiving LLC, both private, closely-held companies established as a vehicle to manage personal and family investments. Smith Enterprises and Thanksgiving are based at the primary residence.

Previously, Dr. Smith served as Chairman of the Board of Directors of the Zenith Growth Fund, one of the largest managers of the nation's retirement savings plans. In October 1992, Franklin Resources acquired Zenith Galbraith & Hansberger Ltd. for \$913.0 million. The firm was founded by Jack's father, a pioneer investor. Together, Dr. Smith and his father owned a 70% equity stake in the firm.

Foundation Overview

The John Smith Foundation – Chairman & President
 300 Conshohocken State Road, Suite 500, West Conshohocken, PA 19428
 Telephone: (610) 941-2828

Summary

The John Smith Foundation was established in 1987 by renowned international investor, Sir John Smith.

The Foundation serves as a philanthropic catalyst for discoveries relating to the “Big Questions” of human purpose and ultimate reality. The Foundation supports research on subjects ranging from complexity, evolution, and infinity to creativity, forgiveness, love, and free will. The Foundation encourages civil, informed dialogue among scientists, philosophers, and theologians and between such experts and the public at large, for the purposes of definitional clarity and new insights.

Funding Areas

- Core Funding Areas:

The Foundation accepts proposals that bring together these overlapping elements, especially by combining the tools and approaches of different disciplines.

- Mathematical and Physical Sciences
 - Life Sciences
 - Human Sciences
 - Philosophy and Theology
 - Science in Dialogue

- Funding Competitions:

Each year, the Foundation designs funding opportunities that ask researchers and other project leaders to focus their attention on a group of particularly compelling topics. These Funding Competitions challenge grant-seekers to develop proposals that specifically address one or more of the Big Questions.

- The Smith Prize honors a living person who has made an exceptional contribution to affirming life's spiritual dimension, whether through insight, discovery, or practical works.

- The Big Questions Online:

Aims to explore Big Questions of human purpose and ultimate reality and to foster thoughtful discussion of those topics.

- Humble Approach Initiative:

Workshops on “Ascetical Practice in a Secular Culture.”

- The Smith Press:

The Press has published nearly two hundred books in the core publishing areas of The Virtues, Science & the Big Questions, Health & Spirituality, and Freedom & Free Enterprise.

Financial Summary

- 2015 Assets: \$3.36 billion
- 2015 Grants: \$102.9 million

- Grants: The foundation makes roughly 500 grants each year of varying size.
- Top Grants (totaling \$1.0 million or more; “over multiple grants” indicates 10+ individual grants):
- \$4.0 million to University of Chicago (over multiple grants)
- \$3.5 million to University of Pennsylvania (over multiple grants)
- \$3.0 million to University of Oxford (over numerous grants)
- \$2.8 million to University of California (over multiple grants)
- \$2.7 million to University of Michigan
- \$2.5 million to Nautilus Ventures LLC
- \$2.5 million to University of Birmingham
- \$1.9 million to Civic Ventures
- \$1.9 million to University of Notre Dame (over multiple grants)
- \$1.7 million to Desmond Tutu
- \$1.6 million to Fuller Theological Seminary-Travis Research Institute
- \$1.6 million to St. Edmunds College (UK; directed to Biomedical Consultants Ltd.)
- \$1.6 million to Silicon Valley Community Foundation
- \$1.4 million to Harvard University (over multiple grants)
- \$1.25 million to Common Good
- \$1.2 million to Boy Scouts of America-Valley Forge
- \$1.2 million to New York University
- \$1.0 million to Calvin College
- \$1.0 million to Durham University
- \$1.0 million to Santa Fe Institute
- \$1.0 million to Tufts College
- The foundation has made grants between \$500,000-\$1.0 million to: \$920,000 to Institute for American Values, \$900,000 to Georgetown University, \$900,000 to University of Wisconsin, \$900,000 to UCLA, \$875,000 to Copernicus Center Foundation, \$850,000 to Yale University, \$825,000 to Perimeter Institute, \$800,000 to Brigham Young University, \$800,000 to HealthCare Chaplaincy Inc., \$800,000 to Historical Society of Boston, \$800,000 to the Kuhn Foundation, \$800,000 University of California at Santa Barbara, \$790,000 to Washington University in St. Louis, \$760,000 to Kalam Research, \$750,000 to Good News Communications, \$750,000 to Rutgers University, \$750,000 to University of St. Andrews, \$720,000 to Science Festival Foundation, \$640,000 to The Center for Theological Inquiry, \$625,000 to London School of Economics, \$619,000 to Pew Charitable Trusts, \$600,000 to Character Education Scotland Ltd, \$590,000 to The Quilliam Foundation Ltd., \$575,000 to National Philanthropic Trust, \$560,000 to Jack Miller Center, \$550,000 to Biologos Foundation Inc., \$550,000 to Stanford University, \$550,000 to Wake Forest University, \$535,000 to Fordham University, \$520,000 to Filmanthropy Media Inc., \$507,000 to Georgia State, \$500,000 to Boston VA Research Institute, \$500,000 to Case Western University, \$500,000 to National Liberty Museum, \$500,000 to University of Colorado

Josephine M. Smith M.D.

Josephine Smith M.D. is a retired pediatric anesthesiologist at Children's Hospital of Philadelphia. She is actively involved with her husband in Smith Foundation grantmaking activities.

Board Affiliations/Charitable Giving

Affiliations	<p><u>John Smith Jr.</u></p> <p><u>Non-Profit/Civic Affiliations</u></p> <ul style="list-style-type: none">▪ Member, Board of Trustees, ----- University▪ Member, Board of Directors, ----- BSA▪ Member, Board of Trustees, -----Foundation▪ Member, Board of Trustees, Eastern -----Theological Seminary▪ Member, Board of Trustees, ----- Fellowships▪ Member, Board of Trustees, Foreign Policy ----- Institute▪ Member, Board of Directors, Let ----- Ring▪ Member, Board of Directors, National ----- Association▪ Member, Board of Directors, The -----Charitable Foundation▪ Member, Board of Directors, National -----Museum▪ Member, Board of Directors, The ----- Forum▪ <i>Past member, Board of Advisors, ProEnglish</i>▪ <i>Past member, Board of Directors, Session for Proclamation Presbyterian Church</i> <p><u>Josephine Smith</u></p> <ul style="list-style-type: none">▪ Member, Board of Trustees, Opera Company of -----▪ Member, Board of Directors, ProclaimingThe -----▪ Volunteer Committee Member, -----League
Major Individual Philanthropic Interests	<ul style="list-style-type: none">▪ Arcadia University: Total cumulative giving to date over \$10.0 million. The largest outright gift was a capital campaign of \$2.5 million in 2004. The couple makes variable annual fund gifts, highest \$1.0 million in 2010.

	<ul style="list-style-type: none"> ▪ Children’s Hospital of Philadelphia: Annual giving \$100,000+. Namesake of The John M. Smith Jr. Endowed Chair in Pediatric Trauma with a gift over \$1.0 million ▪ Delaware County Christian School: Over \$3.0 million in total giving through The Psalm 103 Foundation. ▪ The Constitution Center: Over \$1.0 million to the Center’s 2004 capital campaign; namesake of the Annual John M. Smith, Jr. Lecture on Economic Liberties. ▪ Eastern University: Total cumulative giving over \$1.0 million; variable annual fund gifts ranges; highest \$100,000-\$250,000
<p>Other Major Charitable Gifts (recent, non-foundation, over \$100,000 outright)</p>	<ul style="list-style-type: none"> ▪ 2014, East Foundation, \$250,000 to support the trauma research campaign ▪ 2012 and 2009, University of Pennsylvania Health, joint annual fund gifts over \$100,000 ▪ 2008, The Williamson School, creation of the Scott Simpson Scholarship Fund in Horticultural Studies; gift valued over \$100, ▪ 2007, Zeta Psi Fraternity of North America, Inc., annual fund gift over \$100,000
<p>Foundation Summary The Smith Foundation ----- Radnor Corporate Center, ----- Matsonford Road, -----, PA 19087 Trustees: John and Josephine Smith Established: 1997</p>	<p>Support Priorities: Publication & distribution of books, tapes and information regarding the relationship between science & religion, encouraging character development and enhancing individual freedom.</p> <ul style="list-style-type: none"> ▪ 2014 Assets: \$10.9 (Includes a \$1.24 million gift from The John Smith Foundation.) ▪ 2013 Grants: \$0 ▪ 2013 Assets: \$9.67 million (Includes a \$1.55 million gift from The John Smith Foundation.) ▪ 2012 Grants: \$25,795 - \$24,288 to International Book Bank ▪ 2012 Assets: \$9.84 million (Includes a \$1.46 million gift from The Smith Foundation.) ▪ 2011 Grants: \$0
<p>Foundation Summary The ----- Foundation ----- Pembroke Road, -- ---, PA 19010</p>	<ul style="list-style-type: none"> ▪ 2015 Assets: \$1.67 million (includes a \$205,785 gift from The JM Smith Custodial Trust for JM Smith Jr.) ▪ 2015 Grants: \$586,200 –One grant to Delaware County Christian School

Trustees: John, Josephine, and their two daughters and spouses	<ul style="list-style-type: none"> ▪ 2014 Assets: \$2.09 million (includes a \$219,347 gift from The JM Smith Custodial Trust for JM Smith Jr.) ▪ 2014 Grants: \$594,000 - \$580,600 to Delaware County Christian School; \$10,000 American Bible Society ▪ 2013 Assets: \$2.25 million (includes a \$217,813 gift from The JM Smith Custodial Trust for JM Smith Jr.) ▪ 2013 Grants: \$581,800 - 555,600 to Delaware County Christian School; \$20,000 to American Bible Society
Recent Political Contributions	<p>Jack and Josephine Smith are major contributors to conservative causes. Notable contributions:</p> <ul style="list-style-type: none"> ▪ 2011, \$200,000 to Raising Red Action Fund ▪ 2011, \$200,000 to Red White and Blue Fund ▪ 2008, \$3.0 million to Let Freedom Ring ▪ 2008, \$450,000 to the National Organization for Marriage; Josephine contributed \$100,000 ▪ 2008, \$200,000 to Club For Growth

<p><i>Financial Summary & Overview</i></p>	
Real Estate Holdings	<ul style="list-style-type: none"> ▪ Mr. and Mrs. Smith’s residence is located at ----- Pembroke Road, Bryn Mawr, PA. The property includes an 8,501 sf home 1.0 acre. Current sellable value \$2.5 million. ▪ Mr. Smith owns a residence on three parcels totaling 150 acres at ----- Waterfall Lane, Olin, NC. Combined market value \$750,000. ▪ Mr. Smith also owns a residence at ----- Fishers Road, Lower Merion Township, PA. The property was purchased in 1988 for \$450,000. Current market value at \$900,000. ▪ Mr. Smith owns a residence on ----- S High Street, Winchester, TN (father’s birthplace) with an adjoining parcel. The property has a current market value of \$250,000. ▪ Mr. Smith owns roughly 500 acres of undeveloped property zoned residential and agricultural in North Union Township, ----- County. <i>Value inconclusive.</i>

Compensation Summary	<ul style="list-style-type: none"> ▪ Dr. Smith’s income stems from investments and is estimated over \$10.0 million annually.
Stock Holdings	<ul style="list-style-type: none"> ▪ No current insider relationships returned.
Wealth Summary	<p><u>Wealth Overview</u></p> <ul style="list-style-type: none"> ▪ Prior to his retirement, Dr. Smith had a lucrative practice as a pediatric surgeon, as did his wife Josephine, as a pediatric anesthesiologist. However, the bulk of the family wealth is tied directly to inherited sources created by his father, John Smith Sr. through the Smith Funds. ▪ John Smith Sr. passed away in 2008. At that time, he had an estimated wealth over \$3.0 billion (not including assets held by the foundation). Jack is one of three children of John Sr. and Judith ----- He has one living brother; his sister passed away in 2005. ▪ Dr. Smith’s wealth range is estimated conservatively between \$1.0-\$1.5 billion. His wealth is tied to various Smith family trusts, both in the U.S. and in the Bahamas. In addition, the Smith family has an offshore private investment fund valued over \$1.0 billion. ▪ Dr. Smith has annual income estimated over \$10.0 million. <p><u>Charitable Giving Overview</u></p> <ul style="list-style-type: none"> ▪ The most significant giving is managed through the John Smith Foundation, which supports science and religion identified as “Big Question Issues.” Core funding priorities support projects or initiatives related to: Meshing science and religion; developing human character; free markets and entrepreneurship; and human mind development through science and math programs (primary support to “think tank” projects and higher education institutions). The foundation makes roughly 500 grants per year totaling more than \$100.0 million. ▪ Individually, John and Josephine Smith have gifted millions outright, with specific interest in children’s healthcare, higher education, and free enterprise projects. ▪ Through the ----- 103 Foundation, the couple primarily directs funding to Delaware County Christian School, where daughter, Heather was a teacher, and son-in-law Stephen was headmaster

Awards/Honors/Publications

- Dr. Smith holds honorary degrees from Beaver College, Virginia Commonwealth University, and Buena Vista University
- He is a Barclay Fellow at Smith College, Oxford University
- Drs. John and Josephine Smith were joint recipients of the Robert P. Casey Medal for Commitment to Independent Higher Education at Albright College.
- Namesake of the National Bible Association's John M. Smith Biblical Values Award.

Comments/Additional Information



Drs. John and Josephine Smith

Biography Summary: Sir John Smith

John M. Smith (b. 1912, Winchester, TN) is a pioneer in both financial investments and spiritual endeavors.

Beginning a Wall Street career in 1937, Mr. Smith created some of the world's largest and most successful international investment funds – The Smith Funds. He was termed "the greatest global stock picker of the century" by *Money Magazine* (Jan. 1999).

Mr. Smith sold advice on how to invest worldwide when Americans rarely considered foreign investment. He launched his flagship fund, Smith Growth, Ltd. in 1954. Smith Funds had an asset base of \$80.0 billion at the time of its sale in 1992.

Mr. Smith became a British citizen living in Nassau, the Bahamas. He was knighted Sir John by Queen Elizabeth II in 1987 for his many accomplishments. One of those was creating the world's richest award, the \$1.0 million-plus *Smith Prize for Progress Toward Research or Discoveries about Spiritual Realities*, presented annually in London since 1972. And through the John Smith Foundation, he supported numerous projects, college courses, books, and essays on the benefits of cooperation between science and religion.

Although he has been a Presbyterian elder active in his denomination and on the boards of Princeton Theological Seminary and the American Bible Society, he espouses a "humble approach" to theology. The John Smith Foundation donates to many entrepreneurs, especially through science research to supplement the wonderful ancient scriptures of all religions.

During a career that included directorships on banks, businesses and insurance companies. He maintained a long association with the Presbyterian Church (U.S.A) and was a trustee on the board of Princeton Theological Seminary for 42 years and served as its chair for 12 years. He also lent his business acumen to the Presbyterians' ministerial pension fund for more than three decades until 1993.

A 1934 Yale graduate Mr. Smith was a top scholar in his class. He was named a Rhodes Scholar to Balliol College at Oxford from which he graduated with a M.A. degree in law.

He married the former Judith Folk in 1937 and the couple had three children — John, Anne and Christopher. She died in February 1951. He married Irene Reynolds Butler seven years later. She passed away in 1993.