

April 5, 2019

Faldo R. Khuri, MD
President
American University of Beirut
Office of the President
3 Dag Hammarskjold Plaza, 8th Floor
NYC, NY 10017-2303



Dear Dr. Khuri,

It is with great pleasure that I write to let you know that American University of Beirut has achieved “Top Performer” status in this year’s Association for Healthcare Philanthropy Report on Giving and Benchmarking. Only 64 organizations across the United States and Canada achieved the award this year. Congratulations.

As you know, in this era of extremely thin margins, philanthropy is an increasingly important revenue stream for hospitals and health systems. Our high performers are those who raise the very greatest amount of fundraising production revenue, in this case \$12.4 million USD or more. That success translates to revenue that can be used to advance your mission and achieve your strategic goals.

I have enclosed the executive summary that accompanies the report for your review. This provides context for the trends affecting philanthropy and was designed to illustrate the value of philanthropy to stakeholders in health care leadership. I hope you find it useful – if I may answer questions or be of service in any way, please do not hesitate to reach out to me directly at alice@ahp.org or 703-538-3140.

Again, my hearty congratulations to American University of Beirut and your philanthropy team!

All my best,

A handwritten signature in blue ink, appearing to read "Alice Ayres".

Alice Ayres, MBA
President & Chief Executive Officer