



**When Nick Dantzerward '22 arrived at William & Mary his freshman year, he looked for a place on campus to explore his passion for entrepreneurship. He was happy to discover the Alan B. Miller Entrepreneurship Center and a whole new way of thinking.**

“At first, I was under the impression that entrepreneurship was all luck based,” said Dantzerward, who is a government major. “I’ve discovered that there is a process for developing entrepreneurial thinking to work through all kinds of challenging ideas.”

The university’s focus on entrepreneurial thinking is one of President Katherine A. Rowe’s strategic initiatives and was slated to be featured at this year’s Boyle Legacy

Society luncheon before Traditions Weekend was canceled due to COVID-19.

Efforts to support entrepreneurship at William & Mary were brought to life in 2009 through a generous investment by Alan Miller '58, D.P.S. '14 to create the Miller Center in the Raymond A. Mason School of Business. Last year, President Rowe accelerated and amplified William & Mary’s entrepreneurial movement by allocating resources to expand to a second location and create the 7,000-square-foot Entrepreneurship Hub in Tribe Square on Richmond Road. Powered by programming from the Miller Center’s team, the hub has become a regional center for entrepreneurial thinking.

Unlike many university-based entrepreneurial centers that focus primarily on launching startup businesses, William & Mary teaches students a highly versatile set of skills and a mindset that will help them solve complicated problems in any setting.

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The center's executive director, Graham Henshaw, devised the eight pillars of entrepreneurial thinking to help guide the process. The pillars include opportunity discovery, failing wisely, improvisation, collaboration, openness to risk, tolerance for ambiguity, grit and self-direction.

One of the hub's most popular programs is the weekly Rocket Pitch competition which gives students 90 seconds to pose a problem, the addressable market, current solutions and their own solution. The Rocket Pitch is what first brought Dantzlerward to the Miller Center.



NICK DANTZLERWARD '22  
SPRINGFIELD, VIRGINIA



GRAHAM HENSHAW AND  
PRESIDENT KATHERINE A. ROWE

“What makes William & Mary so exceptional is that it gives students access to such a broad range of experiences that a lot of other schools don't offer...”

“I lost many Rocket Pitches until I started to build my technical understanding of the empathy and customer focus that goes into entrepreneurial thinking,” said Dantzlerward. He now serves as the chief coordinator for the Ferguson Innovation Challenge, a hub program which allows five student teams to develop real, entrepreneurial solutions for the largest U.S. distributor of plumbing supplies.

“What makes William & Mary so exceptional is that it gives students access to such a broad range of experiences that a lot of other schools don't offer,” said Dantzlerward, who plans to start Marine Corps Officer Candidates School next summer. “The university provides a more comprehensive education that helps students develop their future vision.”

At William & Mary entrepreneurship extends far beyond what is learned during four years on campus. “Although you may not realize it, as a Boyle Legacy Society member, you have an entrepreneurial mindset as an investor in the future of William & Mary,” said Henshaw. “Just by the nature of your forward-thinking gift, you are helping to cultivate the next generation of innovators at William & Mary and beyond.

“As the impact from the pandemic continues to unfold, there is little doubt that we will encounter a new normal in many aspects of our lives. Now more than ever, diverse skills and mindsets are needed to navigate new challenges and changes in almost every field. The students see this movement afoot and they want to be part of it.”

# ENTREPRENEURIAL THINKING



## Opportunity discovery

The ability to spot opportunities where others do not.



## Failing wisely

Risking what you can afford to lose and making certain that learning is a primary goal.



## Improvisation

Putting something out into the world and adjusting course as necessary.



## Collaboration

The ability to pull in complementary perspectives and skills on projects.



## Openness to risk

Turning towards opportunity rather than away even when there is risk of failure.



## Tolerance for ambiguity

Resisting the urge to try to predict the future and instead letting the best plan emerge.



## Grit

Persistence in the face of challenges.



## Self-direction

Not waiting for instruction; a bias towards personal action.



ERIN MCFALL DUNKEL,  
JENNIFER QUARTANA  
GUETHOFF AND  
TOM DUNKEL

**Visitors to the home of Tom Dunkel M.B.A. '95 and Erin McFall Dunkel '89 can't miss the couple's endearing William & Mary pride. The family's dining room is adorned with images from campus, mostly featuring the pair's favorite place, the Wren Building.**

"One of my fondest memories is leaving our wedding in the Wren Chapel and walking through the Sunken Garden to the university center, now known as the Sadler Center, on a beautiful sunny day," said Tom.

While the Dunkels can easily recall dozens of cherished experiences from their time at William & Mary, it was the relationships they built on campus that have had the greatest impact in their lives and inspired them to pay it forward by establishing a scholarship and also including the university in their estate plans.

"I was a Spanish major and always felt a wonderful sense of encouragement from my professors. I appreciated that support," said Erin, who is vice president of marketing and communications for the Pennsylvania Horticultural Society in Philadelphia. Tom remembers the intensity of the MBA program and the strong bonds formed with his peers, especially Jennifer Quartana Guethoff '88, M.B.A. '95.

"The first year was challenging. I learned how to work hard and I gained a great foundation for the future," said Tom, who is the co-founder of Belrose Asset Management, an alternative investment management company based in Wayne, Pennsylvania. "Jennifer and I would often butt heads, but out of that came a mutual respect and a deep, meaningful friendship."

Last year, when Tom learned that Jennifer was diagnosed with amyotrophic lateral sclerosis (ALS), he wanted to honor her. Unfortunately, Jennifer lost her battle with ALS in September 2020.

"She was friendly and outgoing and knew everybody," said Tom of Guethoff. "Throughout her career, she's demonstrated what it means to lead a life of principled achievement. She shared so much of her time and talents

with the William & Mary community."

The former global deputy chief ethics officer at Deloitte, Guethoff remained engaged at William & Mary after graduation, including presenting an Alumni Webinar on building an ethical culture and joining the Society of 1918 Leadership Committee.

With Tom's upcoming 25th reunion, the Dunkels had already been talking about making a significant gift to William & Mary. They decided to help establish the Jennifer Quartana Guethoff MBA Class of 1995 Scholarship Endowment. The Dunkels provided a base donation, and since then many MBA classmates have collectively donated \$165,000 toward the \$200,000 goal for the scholarship — an indication of Jennifer's positive impact on her MBA peers.

Both Tom and Erin have also made plans to grow the endowment in the future by including the William & Mary Business School Foundation in their wills. The Dunkels see the benefit of giving as both practical and honorable. As budgets are squeezed, they believe private philanthropy is the only way to maintain William & Mary's 327-year-old reputation for providing an exceptional education.

"Every dollar we invest in William & Mary not only keeps the engine going, it creates a legacy that allows others to benefit," said Tom. "We want to think outside ourselves and do something greater. Including a gift in our estate plans allows us to pay it forward, in perpetuity, so we can help the university a long time from now."

"For me, it is important to support the institution that supported us," notes Erin. "If you are going to give your hard-earned money anywhere, you want to be sure to support a compelling and relevant cause. Without a considerable endowment, the university can't remain competitive unless alumni and friends give back. William & Mary has done a great job communicating how the money is being used in a thoughtful and strategic way. We are happy to honor Jennifer and be able to help MBA students for years to come."

# Key Provisions of the CARES Act and Charitable Giving in 2020

In response to the health crisis facing our nation, the Coronavirus Aid, Relief and Economic Security (CARES) Act became law in March of 2020. Key provisions of the new law that could influence charitable giving decisions in 2020 include:

## IMPACT ON CHARITABLE GIFTS MADE IN 2020

- The Act creates a temporary above-the-line charitable tax deduction for cash donations of \$300 per tax filing. This deduction is only available to individuals who do not itemize returns and claim the standard deduction.
- For individuals who itemize, the cap on charitable deductions has been lifted from 60% to 100% of adjusted gross income (AGI) for cash gifts to public charities in 2020. Any excess can be carried forward for five years. Gifts made to donor advised funds (DAFs) do not qualify for the increased deduction and split interest gifts, such as charitable remainder trusts and charitable gift annuities, will likely be excluded.

## IMPACT ON RETIREMENT ACCOUNTS FOR 2020

- The Act creates a temporary waiver of required minimum distributions (RMDs) for some individual retirement account (IRA) owners. For individuals who had to take a RMD for tax year 2019 before the April 2020 deadline, that requirement has also been waived for 2020.
- Individuals age 70½ and older can continue to make tax-free charitable gifts directly from their eligible IRAs through qualified charitable distributions (QCDs).

*Please speak with your professional advisors for information specific to your individual situation.*

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## Thank You

While space precludes us from highlighting all of our wonderful Boyle Legacy Society members — and the thousands of student experiences and campus resources made possible thanks to your enduring generosity — we want to share our sincere gratitude for your remarkable commitment to William & Mary. Your leadership and vision for William & Mary has the power to transform the future of our beloved university for all time coming.

**“I’ve loved learning my whole life and want to have a career in academia. It is because of your generosity that I have the opportunity to get up and learn every day. I am here because of you. It’s a dream come true. Thank you.”**

*— Sage Stanish '22, Seldovia, Alaska*



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**Since the *For the Bold* campaign began, Boyle Legacy Society members have made gifts, pledges, bequests and other commitments totaling more than \$480 million. As of May 13, 2020, future provisions account for \$324 million of this total. Thank you for your investment in William & Mary.**

## BOYLE SOCIETY NEW MEMBERSHIPS

6/27/19 to 6/29/2020

Martin T. Bailey '70	Jane L. Doyle	Marsha L. Montgomery '74
Anne Haynes Barr '62, P '92	Kirsten Caister Elim '90	George Mitchell
Stanley G. Barr Jr. '62, B.C.L. '66, P '92	Marc K. Elim '88	Barry T. Porter '70, M.B.A. '76
Bruce C. Beringer '70	Kathleen Netzley Franco-Bronson '70	Kay B. Porter
Leslie C. Bowie	David Bronson	Barbara L. Ramsey '75
Ralph E. Burnette Jr. '75, J.D. '78	Anita S. Friedmann Ph.D. '03	Barbara Powell Roberts '71
Michael E. Campana '70	John Friedmann	Ann T. Ruble '77
Mary F. Campana	Janice Savage Gardner '70, P '02	Sybil Schwartz Shainwald '48, LL.D. '19
Holly Hill Campbell '76	Edward D. Gardner Jr. '70, P '02	Betty Sue Grombacher Shane '70
William A. Campbell Sr.	Barbara Pate Glacel '70, P '98, P '02	Joel H. Shane J.D. '71
Darleen E. Chase M.B.A. '83	Robert A. Glacel HON '16, P '98, P '02	Leslie Sciarra Shimer '78, P '13
Carolyn Herbst Chrisman '78, P '17	Kenneth A. Himmel '68	Charles P. Shimer '78, P '13
Dan A. Chrisman Jr. '79, M.S. '89, Ph.D. '99, P '17	Janet A. Himmel	Carol Dickson Taylor '76
William W. Cole '70	Richard Johnson '75	David A. Varner '86
Annie Callaway Davis '74	Mildred R. Johnson	Stephen L. Woodford '70
Jennifer Abolins Donley '91	Joann S. Lawson	Cadra I. Woodford
Ross Donley	Barbara J. Leary Jones '77	Lori Pepple Yacobi '86
Jeff J. Doyle '75	Douglas S. Jones '77	John A. Yacobi '85
	Pamela MacMillan Ed.S. '96, Ph.D. '99	

## IN MEMORIAM: BOYLE SOCIETY MEMBERS

6/27/19 to 6/29/20

Judith Carling Althans '59	Carolyn Walker Hines M.Ed. '72, Ed.D. '78	Barbara James Mears '49, P '77, P '79
Margaret Phillhower Atkins '49	William A. Hines Jr.	Mark A. Miller M.B.A. '76
Judith J. Babcock	Mary A. Hollowell P '76	Virginia Hungerford Moore '55
John L. Bennett P '84	Jerome E. Hyman '44	Henry A. Nunnally Jr. HON '04
Chester J. Clandon Jr. '43	James Jiral	William L. Piotrowski '60
Margaret C. Cook M.A. '60	Leslie Higginbotham Jones M.B.A. '84	James J. Porach '61
Richard W. Copeland '43	Ruth Barnes Jorgensen '50	Camilla B. Rohrbach
John L. Dawkins '51	Patricia Sugrue Ketchum J.D. '80	Nancy Lewey Spigle '55
Judith Ewell	Raymond H. Kraftson B.C.L. '67, P '89	Sally J. Wagner '78
Gisela Fox	Frederick T. Kraus '51, P '89	Mary Kennedy Ward
Henry H. George '65	Jeanne Payne Lewis '50, P '75	Mildred B. West L.H.D. '17
John W. Gerdelman '75, L.H.D. '19, P '07, P '13	Theresa B. Louer	Julie E. Williams '79
Gloria Iden Giannestras '46	Elizabeth Johnson Mathers '35	Sunshine Trumbo Williams '44, P '72, P '76
Jack M. Gibson '58	Patricia S. McKay	Margaret Mahone Witten '46, P '80, P '94
Earle T. Hale J.D. '70	H. Elizabeth McLeod '83, M.B.A. '91	Virginia Smith Young '59, M.Ed. '73, P '09
Sara W. Hardin '52		

THE HONORABLE  
**ROBERT BOYLE**  
**LEGACY SOCIETY**

William & Mary  
Office of Gift Planning  
P.O. Box 8795  
Williamsburg, VA 23187-8795

**Your legacy for all time coming.**

**SAVE THE DATE AND UPCOMING EVENTS**

**Annual Boyle Legacy Society event during  
Traditions Weekend 2021 | April 23-25, 2021**

Join the Honorable Robert Boyle Legacy Society, the 50th Reunion Classes of 1970 and 1971 and the Olde Guard on campus to celebrate Traditions Weekend 2021 and enjoy signature events for each group along with programming for everyone.

The signature event for Boyle Legacy Society members will take place on Friday, April 23. Mark your calendars to join us for an exciting weekend of learning, camaraderie and engagement.

**Charter Day Weekend**

February 5-6, 2021

**W&M Weekend**

San Francisco, California  
June 10-13, 2021



**WILLIAM & MARY**  
CHARTERED 1693

To learn more about legacy giving, contact:

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**Rachel Drazdowski, J.D.**

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**[giving.wm.edu/giftplanning](https://giving.wm.edu/giftplanning)**