

**VII. STANDING COMMITTEES****B. Finance, Audit and Facilities Committee**Acceptance of Major Gifts and Approval of Naming Rights

Request to Name the Phase 1 Facility of the Michael G. Foster School of Business on the University of Washington's Seattle Campus for PACCAR, Inc.

RECOMMENDED ACTION:

It is the recommendation of President Mark Emmert, with the endorsement of Provost Phyllis Wise, the University Names Committee, and Foster School of Business Dean James Jiambalvo that the Phase 1 facility of the Michael G. Foster School of Business be named PACCAR Hall. Consistent with prescribed Seattle Campus Names Committee corporate/organizational guidelines, the gift agreement will specify:

- A) a naming term of 50 years from the date of the building opening, with right of renewal for another 50 years subject to reasonable review and approval by the Board of Regents; and
- B) if, at any time, PACCAR Inc is sold or reorganized under a different name, any change to the building name will be at the University's discretion in consultation with the Pigott family, subject to approval by the Board of Regents.
- C) The Corporation has a prominent relationship with the University and/or the region, and it has a positive image and demonstrated integrity. In the event of changed circumstances, the University reserves the right, on reasonable grounds, to revise the form of or withdraw recognition in consultation with the donor when possible.

BACKGROUND:

The University of Washington's Foster School of Business is pursuing a long-term goal to be the best public business school in America. Critical to this effort is a two phased project that will add more than 180,000 square feet of community, office, program and classroom space to the UW's Foster School complex by 2012. Phase 1 presents an opportunity to name a building in recognition of PACCAR Inc, a long-time supporter of the University of Washington and a community leader in the Pacific Northwest for more than a century.

The PACCAR Foundation has pledged \$16 million over a five-year payment period beginning with the University's receipt of building permits and start of construction in 2008 to support the new Foster facilities. In addition, the Mark Pigott family has pledged \$2 million for UW Business School faculty

## VII. STANDING COMMITTEES

### B. Finance, audit and Facilities Committee

#### Acceptance of Major Gifts and Approval of Naming Rights (continued p. 2)

endowments. The PACCAR Foundation and Mark Pigott, PACCAR's Chairman and CEO, have asked specifically that building naming recognition be given to PACCAR Inc rather than the Pigott family. The Foster School believes, and respectfully recommends, that the appropriate recognition of PACCAR's philanthropy and partnership with the School is the permanent naming of PACCAR Hall on the University of Washington campus.

As a professional school with a focus on developing connections between business and education, the Foster School has enjoyed a long, mutually beneficial relationship with PACCAR. Established in Seattle in 1905, the company is an American success story. Beginning as a manufacturer of steel and rail equipment, the company has become a global technology leader and is best known for commercial vehicles sold under the brand names Kenworth, Peterbilt, and DAF. PACCAR is also a leader in financial services and aftermarket customer support. The company was founded and has been led by members of the Pigott family, one of the most recognized and respected names in the Northwest, for four generations.

At the Foster School, PACCAR provides mentors to our students, representatives for our advisory groups and speakers for our classes. The company opens its doors to facility visits, sponsors team projects and hires past and present students for internships and full-time positions. Along with its annual financial support, PACCAR endowed a business professorship 20 years ago, has provided the top teaching award in the nation for graduate business faculty for the last decade (which the company has renewed for the next 10 years at \$35,000 per annual award), and was among the first companies to pledge to our building efforts with an initial commitment in 2004.

The generosity and support of higher education from PACCAR, one of the top five corporate donors in UW history, and the Pigott family has benefited many UW schools and activities. They have made leadership commitments to faculty endowments in Engineering, Public Health, Social Work and the Gerberding University Professorship. They have also made multiple, significant donations targeting areas throughout the University of Washington, including Athletics, Art History, Achievement Rewards for College Scientists, Aeronautics/Astronautics, KUOW, Harborview, the American Sign Language Program, the Burke Museum, the Henry Gallery, the Law School, Economics, and diversity scholarships. Beyond the UW, PACCAR has made seven-figure commitments to advance education at other Northwest universities including Gonzaga, University of Puget Sound, Seattle University, and the Independent Colleges of Washington association. Clearly, PACCAR epitomizes the term "corporate citizenship" in our community.

## VII. STANDING COMMITTEES

### B. Finance, audit and Facilities Committee

#### Acceptance of Major Gifts and Approval of Naming Rights (continued p. 3)

There are several reasons for granting this request for permanent naming of the Foster School's Phase 1 facility:

- I. First, the Foster School, the University and the Northwest region all have vibrant, beneficial relationships with PACCAR. Indeed, PACCAR has been a world leader in contributing to the UW and the state of Washington for over 100 years.
- II. Second, the gift is extremely generous and will play a major role in advancing the Foster School to national prominence. PACCAR's philanthropic commitment to this building project is the largest donation to date. Adding this single commitment from PACCAR to more than \$60 million in private support already pledged to the effort, is vital to minimizing the debt the Foster School will take on to complete the project – freeing up future revenues to be invested directly into the education the Foster School provides.
- III. Third, it is important to recognize that associating a business school building with a corporation is a natural connection and supports our vision to be the best public business school in the nation. Such a naming illustrates a vitally important connection to the community we educate and serve. We already have the Bank of America Executive Education Center on the UW campus.

PACCAR is an established and respected name in the Northwest and around the world. The company has an impeccable record for integrity, innovation and involvement in its communities, making it a true global leader. As the Foster School works toward similar aspirations in the education it provides and the leaders it produces, we believe adding PACCAR Hall to the UW Campus landscape is appropriate and worthy of the Regents consideration and support.

Attachments: 1) Letter dated January 9, from Dean Archibald to President Emmert  
w/attachment  
2) Letter dated January 10, from Dean Archibald to Dean Jiambalvo

F-11/201-08  
1/17/08



Daniel J. Evans  
School of Public Affairs

UNIVERSITY of  
WASHINGTON

January 9, 2008

Mark A. Emmert  
President, University of Washington  
301 Gerberding Hall  
Box 351230

Dear President Emmert:

The University Names Committee has reviewed the attached proposal from Foster School of Business Dean Jim Jiambalvo recommending that the Phase 1 facility of the Michael G. Foster School of Business on UW's Seattle Campus be named PACCAR Hall.

The building is being named for PACCAR Inc. in recognition of their significant gift, as well as their long-time and ongoing relationship with the Foster School of Business and the University of Washington.

The University Names Committee has approved the proposal. Dean Jiambalvo's request is consistent with UW's Naming Policies (University Handbook, Volume 4, Part 7, Chapter 10, section 3.A.4) and the committee accepts and approves Dean Jiambalvo's request.

On behalf of the committee, I respectfully ask that you grant this request. Upon your approval, the request will be submitted to the Board of Regents for consideration.

Sincerely,

Sandra O. Archibald  
Dean and Professor  
Chair, University of Washington Names Committee

Concurrence  
Mark A. Emmert, President

Date

cc: University Names Committee  
V'ella Warren, Box 354998  
Charles Kennedy, Box 352217  
Minnie Johnson, Box 352215  
Michele Sams, Box 351264

January 8, 2008

To: The University Names Committee

From: Jim Jiambalvo  
Dean, Foster School of Business

RE: Name Building for PACCAR

The University of Washington's Michael G. Foster School of Business is pursuing a long-term goal to be the best public business school in America. Critical to this effort is a two phase project that will add 180,000 square feet of community, office, program and classroom space to the Foster complex by 2012. The project's construction costs are projected at \$90.2 million (\$63.7 million for Phase I and \$26.5 million for Phase II). In each phase, there is an opportunity to name a building.

I write today to propose naming the Phase 1 facility of the Michael G. Foster School of Business on the University of Washington Seattle Campus for PACCAR Inc. The name of the building will be PACCAR Hall.

Consistent with prescribed Seattle Campus Names Committee corporate/organizational guidelines, the gift agreement will specify:

- A) A naming term of 50 years from the date of the building opening, with right of renewal for another 50 years subject to reasonable review and approval by the Board of Regents.
- B) If, at any time, PACCAR Inc is sold or reorganized under a different name, any change to the building name will be at the University's discretion in consultation with the Pigott family, subject to approval by the Board of Regents.
- C) The corporation has a prominent relationship with the University and/or the region, and it has a positive image and demonstrated integrity. In the event of changed circumstances, the University reserves the right, on reasonable grounds, to revise the form of or withdraw recognition in consultation with the donor when possible.

As a professional school with a focus on building connections between business and education, the Foster School has enjoyed a long, mutually beneficial relationship with PACCAR. Established in Seattle in 1906, the company is a 20<sup>th</sup> century American success story. Beginning as a manufacturer of steel and log-transport equipment, the company has become a global leader in truck manufacturing, best known for heavy-duty trucks sold under the names Kenworth, Peterbilt, DAF and Foden. PACCAR is also a leader in financial services and the use of

technology. The company has been led by members of the Pigott family, one of the most recognized and respected names in the Northwest, for four generations. At the Foster School, PACCAR provides mentors to our students, representatives for our advisory groups and speakers for our classes. The company opens its doors to site visits, sponsors team projects and hires past and present students for internships and full-time positions. Along with its annual financial support, PACCAR endowed a business administration professorship 20 years ago, has provided the top teaching award in graduate business education for the last decade (which the company has renewed for the next 10 years at \$35,000 per annual award), and was among the first companies to pledge to our building efforts with an initial commitment of \$2 million in 2004.

The generosity and support of higher education from PACCAR and the Pigott family have not been limited to the Foster School. They have made leadership commitments to faculty endowments in Engineering, Public Health, Social Work and the Gerberding University Professorship. They have also made multiple, significant donations targeting areas throughout the University, including Athletics, Art History, Achievement Rewards for College Scientists, Aeronautics/Astronautics, KUOW, Harborview, the American Sign Language Program, the Burke Museum, the Henry Gallery, the Law School, Economics, and diversity scholarships. Beyond the UW, PACCAR has made seven-figure commitments to advance education at other Northwest Universities including Gonzaga, Puget Sound University, Seattle University, and the Independent Colleges of Washington association. Clearly, PACCAR epitomizes the term “corporate citizenship” in our community.

The PACCAR foundation is now considering increasing its building gift to \$16 million to name the Phase 1 facility. Additionally, the Mark Pigott family will commit \$2 million of faculty endowment. The PACCAR Foundation and Mark Pigott, PACCAR's CEO, have asked specifically that naming recognition be given to PACCAR Inc rather than the Pigott family. The Foster School believes, and respectfully recommends, that the appropriate recognition of PACCAR's philanthropy and partnership with the School is the naming of PACCAR Hall on University of Washington campus.

We believe that this request fulfills the language of Section 3.A. of the Facilities and Space Naming Policy which states “in rare situations will a building or outdoor area be named for a corporation or organization...”

There are several reasons why this request meets this language. First, the Foster School, the University and the Northwest region all have a prominent relationship with PACCAR. Indeed, we would be hard-pressed to identify a company anywhere in the world that has done as much for the UW and the state of Washington over such a long period of time. Second, the gift is

extremely generous and will play a major role in advancing the Foster School to national prominence. To date, we have raised approximately \$62 million toward the building project. The support of PACCAR is vital to closing the remaining gap and avoid taking on debt to complete the project. Third, it is important to recognize that associating a **business school** building with a corporation is a more natural connection than associating a corporation with another college or school. Such a naming illustrates a vitally important connection to the community we educate and serve. We already have the Bank of America Executive Education Center on the UW campus.

Thank you for your consideration of this naming request.



UNIVERSITY of  
WASHINGTON  
Daniel J. Evans  
School of Public Affairs

January 10, 2008

Jim Jiambalvo  
Dean  
Foster School of Business  
University of Washington  
Box 353200

Dear Dean Jiambalvo:

President Emmert has concurred with the University Names Committee's recommendation for approval of your request to name the Phase 1 facility of the Michael G. Foster School of Business on UW's Seattle Campus the PACCAR Hall.

Your proposal may now be submitted to the Board of Regents for their approval. Please submit an electronic and hard copy to Michele Sams for the next meeting of the Board of Regents.

Please let me know if you have any questions or concerns.

Sincerely,

Sandra O. Archibald  
Dean and Professor  
Chair, University Names Committee

cc: University Names Committee  
V'ella Warren, Box 354998  
Charles Kennedy, Box 352217  
Minnie Johnson, 352215  
Michele Sams, 351264