

# Up With People News

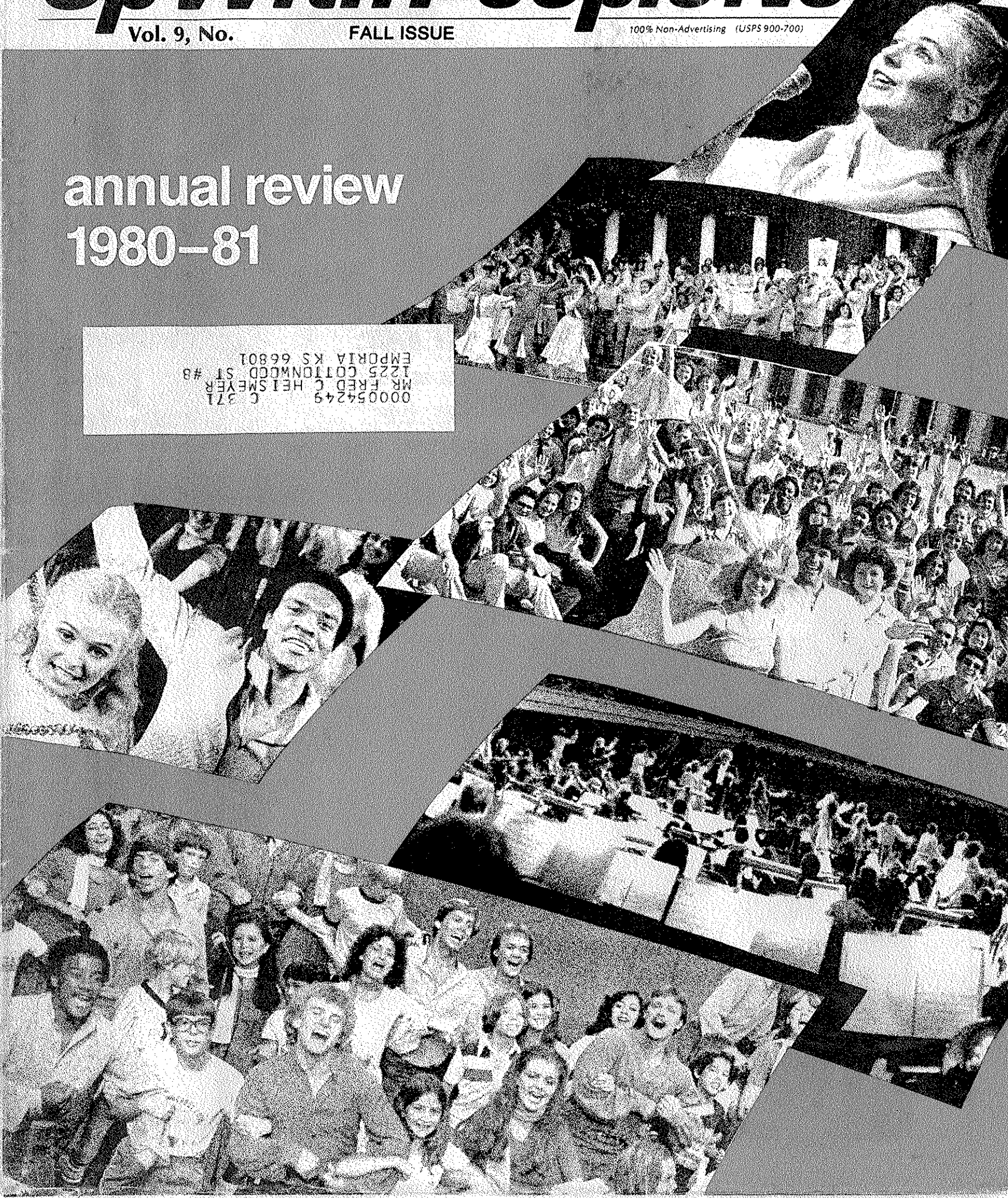
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annual review  
1980-81

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EMPORIA, KS 66801





# MESSAGE from the PRESIDENT

My profound thanks to our friends in every corner of the globe who, through their generous support, have made it possible for Up With People to end its fiscal year 1980-81 with a balanced budget, the sixth consecutive year this has taken place. To our contributors and sponsors, our host families, staff and students, goes my gratitude for the growth and development you have made possible.

There follow excerpts from the text of a speech I made this summer in Tucson, Arizona before a gathering of 200 alumni from the year 1971-72 and 1976-77. Among those in the audience were F. James McDonald, president of General Motors, Mrs. McDonald, and Mr. Eugene A. Cernan, former astronaut and president of Cernan Energy Corporation, Houston. Also present were Arizona Senator Dennis DeConcini and Mrs. DeConcini.



J. Blanton Belk, President of Up With People

600 cities in 17 countries. We have 1,000 students being interviewed every month to spend a year in the program. We have 17 outstanding men and women on our Board of Directors. We have a staff representing 15 nationalities. We have a lot of new things going for us this year including our third appearance at a Super Bowl halftime—Super Bowl XVI—with an expected television viewing audience of 120 million.

How does the world perceive Up With People? I spoke earlier about Señora López Portillo. Since that performance she has become honorary chairperson for Up With People in Mexico. She wrote me a letter saying, "At a time when bridges between nations are so much needed, Up With People is building links of understanding and communication." Last spring, when one of our casts was received by President Sandro Pertini in Quirinale Palace in Rome, he called Up With People students "ambassadors of peace." Robert G. Marbut, president of Harte-Hanks Communications and a member of our International Advisory Board, spoke to the students this summer and said, "In my opinion, Up With People is the greatest force of human energy and human understanding in the world today." At the end of our tour in China the Chinese came to me and said, "We really were apprehensive about young people from the West coming to this country. But we have observed your young people, and two things have struck us: their integrity and their self-discipline. If there are youth like this in the West, we will send our students from the People's Republic of China to Up With People." We hope before this decade is over to have Chinese youth in the middle of this program.

Now, where do we want to go? We have some dreams. I hope Up With People will be able to go to Russia; I

hope we can do a tour of Japan and the Pacific Basin; I hope events in the Middle East will allow us to make a tour of Egypt and Israel; I hope a cast can tour South Africa and I look forward to a return visit to China.

Another dream I have is to finish our funding program. We lost a great friend this year in DeWitt Wallace, founder of the Reader's Digest, but his conviction to help establish an endowment for Up With People assures the continuance of a program he wanted to become "a permanent part of the world scene." He said to me, "I want to give you \$2 million to establish an endowment," and with a twinkle in his eye, added, "You get my \$2 million when you raise \$5 million. Every time you raise a million, I will match it with \$400,000."

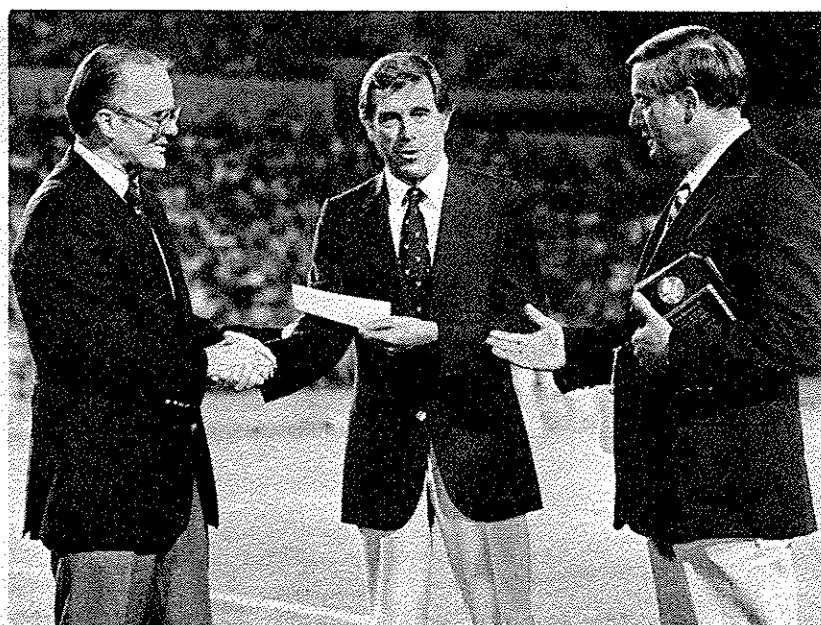
As of now we have raised \$6.1 million. I not only want to thank our alumni, I want to thank our staff of Up With People who have contributed \$61,000 to this campaign.

As well as our tours, another thing we want to expand in this decade is our education program. The W. K. Kellogg Foundation gave us a three-year grant of \$378,500 to break new ground. Their idea was for us to take the energy, spirit, enthusiasm, perspective and motivation of Up With People and infuse it into every city we visit. Our goal is to have local youth, such as members of student councils, spend a week with our students in community involvement programs, such as visiting other schools, hospitals, reformatories, senior citizens' homes, prisons—every area of the city's life. This would also involve meeting the leaders of the city to learn about real problems and who is dealing with them. We tried it in Santa Fe, New Mexico with Indian, Anglo and Hispanic students from the high schools and the Santa Fe School for the Deaf. It opened avenues of communication between three cultures.

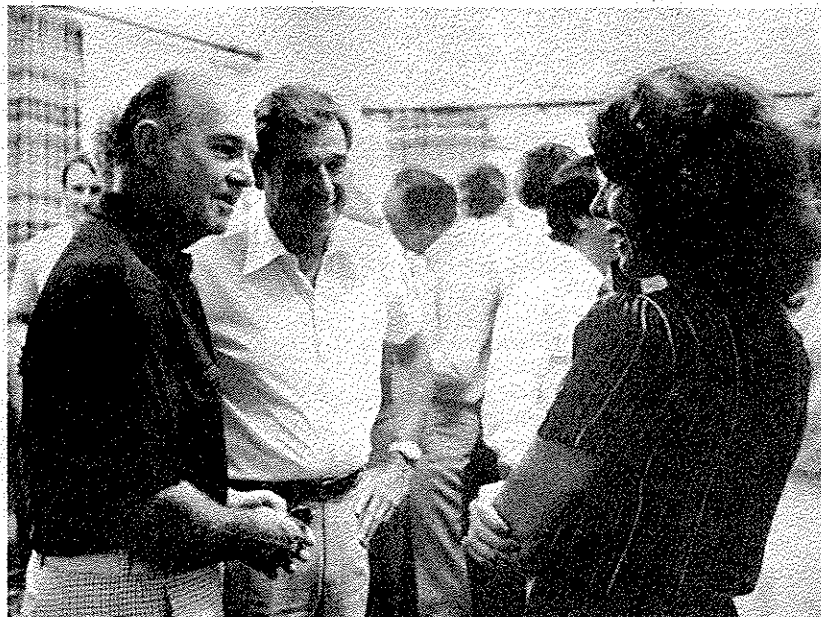
Something else I want to do is to make the Alumni Program a most vibrant part of Up With People. Before this decade is over I would like to see 8,000 to 10,000 alumni gathering for a meeting in one of the world's capitals—Washington, Moscow, Rome, Peking or Mexico City—wherever you can dream about it being held.

In closing, I want to say this to all of you. You put a tremendous amount into Up With People. You put in your time, your talents, your energies, your life. You are stockholders in a very real way in this corporation called Up With People.

*J. Blanton Belk*



Kansas City Chiefs owner Lamar Hunt (l.) and John McVay, Dir. of Football Operations for San Francisco 49ers, present J. Blanton Belk with first portion of NFL Charities \$100,000 grant to UWP (photo by H. Darr Beiser)

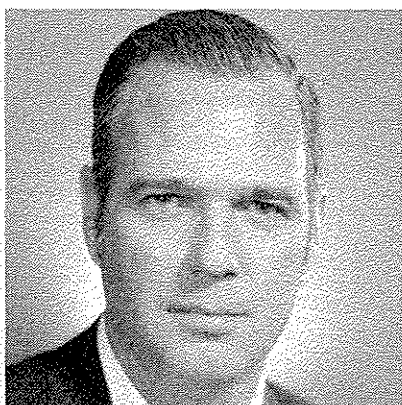


General Motors President F. James McDonald (l.) and J. Blanton Belk visit with a UWP staff member

Wesley M. Dixon, Jr. (l.) and J. Blanton Belk at the opening of a meeting of UWP's Board of Directors



## A MESSAGE from WESLEY M. DIXON JR.



Wesley M. Dixon, Jr., Vice Chairman of the Board of G. D. Searle and Company, Skokie, Illinois, has been a member of the Up With People Board of Directors since 1974 and is the Chairman of the Executive Committee.

Growth, we often hear, is the hallmark of a dynamic and healthy organization like Up With People. Does it mean simply more students, more communities visited, more shows and more staff? It is true that Up With People has grown in all of these areas over the years, but I believe some of the most significant areas of growth in Up With People in recent years go beyond these obvious ones. I would like to share with you the factors that have most impressed me and make me proud to be a part of this exciting program.

**Fiscal Management**—In June, 1981, Up With People completed its sixth consecutive year with a balanced operating budget. That tells me that the management and staff are planning accurately and realistically as they set the course for each new year, and that they are able to control their operating expenditures and revenues in spite of inflation and very uncertain economic conditions.

**Program Quality**—As you know, there are two sides to the Up With People program: a two-hour musical production presented to audiences around the world, and the educational program for the students of Up With People who come from many nations. Both are equally important and each plays a vital role in helping Up With People achieve its goals: building bridges of understanding and communication among people of all ages and cultures, and giving young people an opportunity to become more aware and knowledgeable of their world and of their own potential to make a meaningful contribution to that world.

The fact of the matter is that the show itself must compete in the marketplace for the entertainment dollars available. If the production were not of professional quality the public would not come to see it. Up With People's message of brotherhood and of a quest for peace would go unheard. But, just as Up With People has grown from one cast of 150 students to 500 participating in

five casts, so has the audience grown accordingly. The music, direction and production have become more polished. Each year the show is more exciting and more meaningful than the one before, attracting larger audiences along the way. Recently, major corporations have asked Up With People to help them celebrate a variety of special corporate occasions and Up With People has been asked to present the halftime entertainment at the Super Bowl for an unprecedented third time! It is a tribute to the growth of the creative talents of the Production Department's staff that these developments have taken place.

The expansion of the educational program in the past year is another dynamic and exciting indicator of growth. With the aid of the Kellogg Foundation, Up With People has launched the Youth Involvement Program (see article elsewhere in this issue). Many educators have become increasingly concerned about the development of what is called the "me" generation—young people seemingly insulated and isolated from the concerns and needs of their various community groups. The innovative Youth Involvement Program addresses that problem in a very direct way and marks the application in a practical way of many years of experience of Up With People's Educational Department. Up With People is now better able than ever to leave behind an awareness of com-

munity needs and opportunities for serving those needs on the young people reached by Up With People's visit. In addition, the Up With People students are better prepared to reach out to the people they meet by studying and discussing the tour journals prepared for them, covering the social, economic and cultural environment in each area they visit.

**Volunteer Participation**—Just a year ago Up With People announced its first nationwide major fund-raising campaign at a kickoff event in its headquarters town of Tucson, Arizona. Since that time more than 100 individuals, leaders in business and industry, have volunteered to help Up With People raise the necessary dollars to match the late DeWitt Wallace's Endowment Challenge and to secure the necessary funds for ongoing and expanded programs and scholarship needs. Volunteers in Tucson, Cleveland, Houston, Chicago, New York, Denver and Los Angeles are now working to help Up With People achieve its goal of \$11.4 million. To date \$6.2 million has been received in gifts and pledges and the number of donors who have contributed toward that total has tripled in the past year from 1,200 to 3,600. All of us are grateful to all these volunteers and donors. Their involvement is strong evidence that not only is Up With People growing, but growing in the right directions.

The Board of Directors—As Up With People has grown in numbers of

students and program scope, so has the Board of Directors grown in number of members and is playing an increasingly important role in guiding the affairs of the total program. As chairman of the Executive Committee I was delighted to welcome five outstanding individuals who have agreed to share their expertise and serve on our Board of Directors... James Boswell II, chairman of J. G. Boswell Company of Los Angeles, California; Mrs. Elton Cary, president of Marine Reinsurance of Miami, Florida; John E. Fuller, president of Fuller and Company of Denver, Colorado; F. James McDonald, president of General Motors of Detroit, Michigan and Benjamin N. Woodson, retired chairman of American General Insurance Company of Houston, Texas.

Up With People is a growing, healthy and dynamic organization. Growing in all the right ways, healthy as to fiscal policy and management and dynamic in providing an innovative and creative program for giving young people an opportunity to meet the needs of their environment.

*Wesley M. Dixon*



# 1980-81 TOURS FEATURE NEW COMMITMENT

The beginning of the 1980-81 tours marked an important point in the 16-year history of UWP. In May, 1980, the W. K. Kellogg Foundation of Battle Creek, Michigan awarded UWP a three-year grant totaling \$378,500 intended for new developments in UWP's experiential learning program. The '80-'81 tours marked the first implementation of the Youth Involvement and Educational Research programs made possible by the Kellogg grant. These two new features of UWP's education operation have had a permanent influence on the way UWP organizes the experience it offers its cast members.

The Youth Involvement Program calls for UWP cast members to interact with local students, involving them in the cast's normal schedule of events—visits to nursing homes, hospitals, other schools, or in educational tours and discussion sessions with civic leaders or speakers on national and world issues and events.

The ultimate goal of the Youth Involvement Program is to encourage local students to become more aware of and involved in the needs and opportunities for public service in their own community.

The Education Research Program helps each cast member identify and prepare for the learning opportunity available to them during their year of travel. The program provides cast members with a basic background in the language, history, culture, economy, etc., of the areas and countries they will visit.

Some of the best examples of these programs in action came last year when casts visited Battle Creek, Michigan; Indianapolis, Indiana; and Oakland, California.



Cast members and a local youth group entertain at a Battle Creek, Mich. nursing home



Local elementary school students and a UWP cast member learn sign language at State School for the Deaf, Battle Creek, Mich.

## Battle Creek, May 31-June 7, 1981

Comments from school administrators and students left little doubt as to the effects of Cast D's one-week visit to Battle Creek, Michigan.

A good portion of UWP's work in the community was done by a "community involvement group" of 12 cast and staff members who arrived one week early for the specific purpose of setting the community and youth involvement programs in motion. The group took 15 high school students, three residents of the Kambly Center for retarded adults, and 10 deaf students to a nursing home for an evening visit and performance. Each group did its own song or dance for the senior citizens, then joined them for a game of bingo.

Following the evening's activities, a Lakeview high school student reflected, "We're so used to thinking that if our own needs are met, we'll be happy. I can't believe how happy I was just seeing other people happy. It just shows what people caring for people can do, and that's exactly what UWP stands for and practices." A classmate added, "You really opened my eyes to the needs in my own community. Going with you to the nursing home was one of the most rewarding experiences of my life."

The community involvement group later organized a volunteer work force of 40 students from the Boy Scouts, Bluebirds, and Battle Creek High School who accompanied cast members on yard and house work projects to the homes of 16 local senior citizens.

The following week, the full cast performed for students in every high school, junior and elementary school in the city, personally interacting with students by visiting over 60 classrooms along the way.

Dr. Jack K. Mawdsley, Superintendent of Schools of Battle Creek said, "As an educator, I've been impressed with the Up With People students' untiring energy, enthusiasm, and their willingness to give."

The cast crowned its visit to Battle Creek with two shows to spirited audiences of 3,050 at the W. K. Kellogg Auditorium.

UWP's activities in Battle Creek were made possible by the sponsorship of the Battle Creek Sesquicentennial Committee and by grants from the Miller Foundation of Battle Creek and the Gannett Foundation of Rochester, New York.

## Indianapolis, May 17-25, 1981

Cast D had no problem in looking for ways to apply UWP's Community and Youth Involvement Programs to the cast's schedule in Indianapolis.

A grant from Lilly Endowment, Inc. of Indianapolis enabled Cast D to spend one week in the city working with 20 area high school students chosen to participate in the Lilly Youth Leadership Program. Lilly established the program to provide local students with an opportunity to develop leadership skills by participating in community service programs. Lilly students and UWP cast members together visited 100 classrooms in city and county high schools, leading discussions on national and international affairs and cultural backgrounds with over 1,850 students. Lilly students also attended the cast's performances for over 5,000 city and county high school students. In turn, the Lilly students had the opportunity to involve UWP cast members in Lilly projects in local elementary schools and at the Indiana State School for the Deaf.

Cast D was in Indianapolis for the week of the Indianapolis 500 auto race, and performed at the Indy 500 Queen's Ball and on national television prior to and at the closing of the 25th annual "500 Festival Parade."

Later, UWP performed for the Board of Directors of the National League of Cities, and entertained 2,500 people in downtown Indianapolis with an outdoor lunch-hour performance at Monument Circle. The show was sponsored by American Fletcher National Bank.

UWP's effort in the city drew an appreciative response from Mayor William Hudnut III, who told the cast, "You have made a tremendous contribution to the spirit of Indianapolis. I thank you on behalf of the citizens here. Indianapolis has a place for you in its heart."

## Oakland, May 3-8, 1981

Sponsored by the Clorox Company Foundation, Cast E's four-day visit to Oakland, California was highlighted by performances for thousands of students, faculty and administrators in Oakland's predominantly ethnic public school system.

David L. Goodman, Vice-President-Public Affairs and Marketing Services for the Clorox Company, said, "During the week the cast was in Oakland, we estimate about 12,000 students had an opportunity to see a performance and to come away with some very good feelings, not only about Up With People, but about themselves as individuals."

The cast's activities in the high schools included more than just performances. Cast members visited scores of classrooms, engaging in discussions with students and faculty on topics ranging from international recipes to the economic development of third-world countries.

At week's end, Black students from five local high schools joined UWP cast members in preparing a "soul dinner" followed by a presentation of Black culture and history. After the dinner, one high school student said, "Usually, events in our school are attended by either Blacks, Mexican-Americans or Whites. You brought our school together and got every one to participate. In one day you taught us more about each other than we've ever learned before."

The Clorox Company Foundation's sponsorship of UWP also included busing 6,000 junior high and elementary students in to Oakland's Paramount Theater for two special shows. And, as in Battle Creek, a group of 12 cast and staff members arrived one week ahead of the full cast to perform in 15 United Way agencies and East Bay area hospitals.

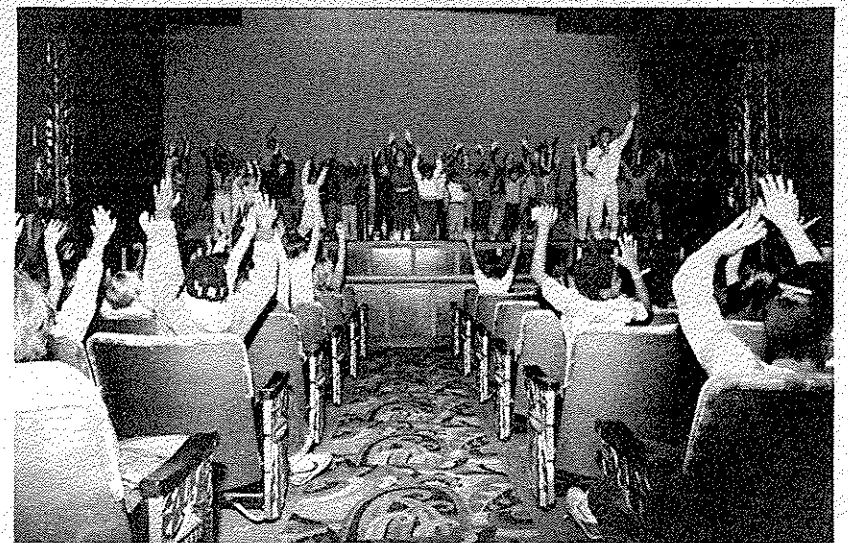
Cast E's schedule also included singing at the Sunday services of three black churches, and special appearances at a black fashion show and at the annual dinner of the Oakland Chamber of Commerce.



A cast member makes a new friend

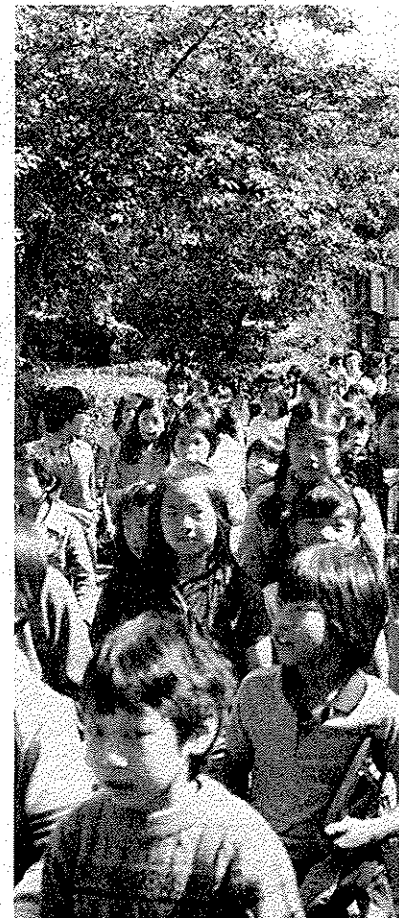


Cast D at the Indianapolis 500 "Queen's Ball"



Oakland grade school audience participates enthusiastically in the UWP show

Oakland Public Schools bussed 6,000 elementary and junior high students to two special UWP shows



Up With People, an educational, non-profit organization, was established to encourage communication and understanding between peoples of the world; and to offer young people participation in an experiential learning program designed to develop individual potential, leadership, responsibility and a global perspective.

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# TO COMMUNITY AND YOUTH INVOLVEMENT

The demand for Up With People in 1980-81 took five casts to 317 cities in 38 states. The popular appeal of UWP was evidenced by a diverse list of sponsors—263 businesses, hospitals, corporations, newspapers, schools, service clubs, radio and television stations, Chambers of Commerce, individuals, professional athletic teams, auditoriums, Boy and Girl Scout troops, universities, parents' associations, festival and fair committees, symphonies, and one hockey association.

Listed below are the highlights of a very exciting year.

1980

## Cleveland, Ohio; Aug. 30-Sept. 1

Visitors to Cleveland's Metroparks Zoo heard more than the usual animal sounds over Labor Day weekend. The music of UWP filled the zoo when Cast E performed nine times under the sponsorship of Standard Oil of Ohio.

## Tenneco, Inc.; Aug.-Dec.

The Tenneco family of companies sponsored four UWP casts on a three-month tour to 21 Tenneco plant and office locations across the U. S.

Over 57,000 Tenneco employees and their family members saw a UWP show as did another 21,000 people in nursing homes, schools, hospitals and city squares.

## Albuquerque, New Mexico; Sept. 10

UWP and Mexico's famous Ballet Folklórico shared top billing during Hispanic Night on the opening day of the New Mexico State fair. During their stay the cast was received by Governor Bruce King.

## San Antonio, Texas; Sept. 14-21

The San Antonio Bank and Trust Company brought Cast C to town for a week of performances and activities capped off by two shows in Laurie Auditorium. The cast visited five high schools, performing 13 times for over 10,000 students.

## Tucson, Arizona; October 17-18

Cast C and the Tucson Symphony Orchestra joined forces to entertain 4,000 invited guests at festivities marking the opening of IBM's new General Products Division plant in Tucson. The following day the cast performed six times for over 8,000 members of the general public invited by IBM to tour the new plant facilities.

## Norfolk, Virginia; October 18

Cast B performed at commissioning ceremonies of the USS Arkansas at the Norfolk Naval Station. The ship is a nuclear-powered anti-aircraft and antisubmarine cruiser. Commanding officer Captain D. S. Read commented, "Up With People's performance is something no other commissioning has ever had. You have a very special group and we were thrilled you could be there to take part in our special day."

Also while in Norfolk, the cast performed for over 10,000 employees of Newport News Shipbuilding Company, builders of the USS Arkansas.

## Washington D. C., Dec. 13

Three thousand Washington D. C. area IBM employees and their family members were treated to a special UWP performance at the Kennedy Center as part of the IBM Federal Systems Division 1980 "Holiday Party."

1981

## ConExpo, Houston, Texas; Jan. 22-31

Sponsored by Clark Equipment Company, Cast D performed six times a day for five days at ConExpo at the Astrodome complex in Houston.

ConExpo is an international trade exhibition attended this year by 94,000 manufacturers, distributors and clients of the construction machinery division.

In private performances, the cast also entertained Clark's management, distributors and clients from each of the nations in which Clark operates.

## Phoenix, Arizona; Feb. 21

The Arizona Broadcasters' Association used the promotional strength of five Phoenix television stations and over twenty radio stations to attract over 8,000 people to Cast E's show in the Phoenix Coliseum.

A week-long schedule of preshow activities included UWP performances at Arizona Statehood Day, assembly performances in Phoenix high schools, and a performance for 10,000 spectators at halftime of the Phoenix Suns-Golden State Warriors NBA game.

## New Mexico Bell System, Feb.-March

The Bell System of New Mexico moved closer to the people they serve through their sponsorship of UWP's eleven-day visit to Albuquerque, Las Cruces and Santa Fe. Bell officials reported that over 30,000 people were directly touched through Cast E's performances and activities in 13 elementary schools, nine high schools, twelve nursing homes, five hospitals and five Mountain Bell office locations. The schedule also included five public performances, an appearance at the State School for the Deaf and an audience with New Mexico Governor Bruce King.

## Dade County Youth Fair, Miami, Florida; March 18-29

Cast A performed twenty-six times during the ten-day run of the 1980 Dade County Youth Fair. A record-breaking crowd of over 600,000 attended the fair. Fair President Jack Griffin said, "We attribute that, in part, to the interest generated by the presence of Up With People."

The fair is designed to display the talents and accomplishments of Florida's youth.

## Hartford, Connecticut; March 8

UWP's "International Medley" was a big hit at the closing banquet of the 1981 World Figure Skating Championships in Hartford. Over 900 athletes and coaches from 23 countries attended the event. Cast B's appearance was made possible by Aetna Life and Casualty Company and the Skating Club of Hartford.

## Santa Rosa, California; April 29

Students in Cast E met Charles Schultz, creator of the cartoon strip "Peanuts," when Schultz sponsored the cast's appearance in his Redwood Empire Ice Arena. Schultz spoke with cast members about the history of "Peanuts" and about the personality of each of its principal characters.

## American Red Cross, Washington, D.C.; May 21

The American Red Cross featured UWP as the entertainment cornerstone of its Centennial Celebration Convention at Constitution Hall in Washington, D. C. Cast A performed five times at the convention, attended by 6,300 Red Cross sponsors, donors and volunteers from Red Cross chapters across the country.

## Rancho Bernardo, California; May 24

An audience of 5,764 set up chairs and laid down blankets on a driving range to watch Cast E's show sponsored by the Symphony on the Green organization.

## Lowell, Orange Massachusetts; July 4

Twenty-five thousand people in Lowell, Massachusetts celebrated the 4th of July on the banks of the Merrimack River by attending a UWP show and fireworks display sponsored by the Lowell Regatta Festival Association and the National Parks Service.

In Orange, the municipal airport was transformed into an outdoor theater as 20,000 people turned out to see UWP's free Independence Day show sponsored by the Knights of Columbus.



New Mexico Governor Bruce King (l.) receives Cast E in his office in Santa Fe



Cast members participate in mini Special Olympics with handicapped and retarded children in Las Cruces, New Mexico



The song "Up With People!" communicated in sign language to deaf children

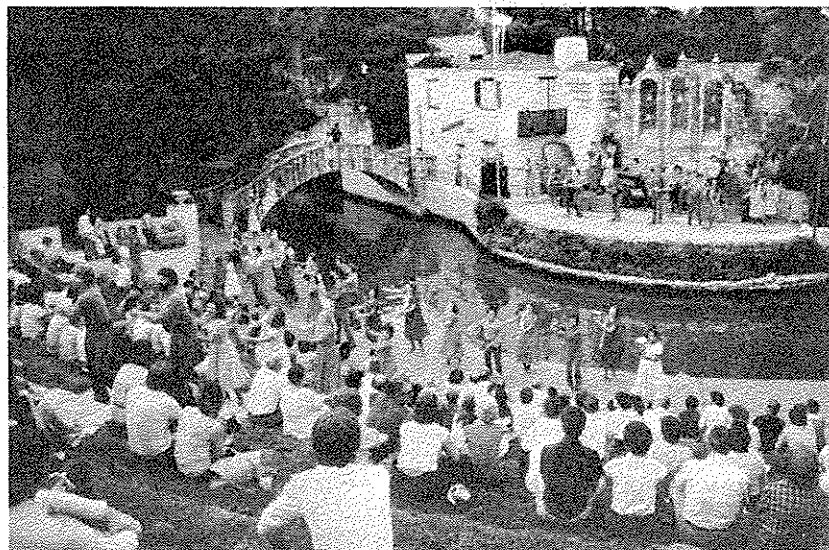
In 1980, the Tenneco family of companies welcomed UWP to 21 cities from New Jersey to California



UWP and the Tucson Symphony entertain at the opening of a new IBM plant in Tucson



Refrains of "Up With People!" are heard on the banks of the Arneson River in San Antonio, Texas



Downtown Phoenix provides a backdrop for Cast E's performance in Pioneer Park





STATEMENT OF ACTIVITY  
FOR THE YEAR ENDED JUNE 30, 1981  
WITH COMPARATIVE TOTALS FOR 1980

STATEMENT OF ACTIVITY			1981				1980			
FOR THE YEAR ENDED JUNE 30, 1981			Restricted Funds		Endowment Funds					
WITH COMPARATIVE TOTALS FOR 1980			Operating Fund	Plant Fund	Scholarships	Experiential Education	Scholarships	General	Total	Total
Support and Revenue:										
Show revenue			\$2,706,100	\$ -	\$ -	\$ -	\$ -	\$ -	\$2,706,100	\$2,590,500
Student fees			1,955,000	-	-	-	-	-	1,955,000	1,848,600
Gifts and grants			635,500	-	52,300	140,900	-	-	828,700	503,500
Sale of merchandise			609,800	-	-	-	-	-	609,800	623,100
Investment income from endowment funds			153,700	-	38,000	-	-	-	191,700	114,200
Investment income, net, royalties and other			210,300	-	-	-	-	-	210,300	129,700
Gain on sale of assets			6,000	-	-	-	-	-	6,000	188,500
Total support and revenue			6,276,400	-	90,300	140,900	-	-	6,507,600	5,998,100
Expenses:										
Show production and technical equipment			1,114,800	103,500	-	-	-	-	1,218,300	1,232,000
Show scheduling, promotion and presentation			2,015,700	6,700	-	-	-	-	2,022,400	1,669,600
Scholarships awarded			-	-	90,300	-	-	-	90,300	159,400
Student services			1,835,200	10,300	-	140,900	-	-	1,986,400	1,822,000
Cost of merchandise sold			320,400	3,800	-	-	-	-	324,200	339,400
Development, excluding expenses relating to the general endowment fund			257,100	4,600	-	-	-	-	261,700	234,400
General and administrative			555,900	9,500	-	-	-	-	565,400	496,100
Total expenses			6,099,100	138,400	90,300	140,900	-	-	6,468,700	5,952,900
Excess (deficiency) of support and revenue over expenses before capital additions and related expenses			177,300	(138,400)	-	-	-	-	38,900	45,200
Capital Additions and Related Expenses:										
Contributions			-	-	-	-	99,900	577,000	676,900	1,506,000
Development expenses relating to the general endowment fund			(261,700)	-	-	-	-	-	(261,700)	(234,500)
Realized gain on investment transactions			-	-	-	-	27,700	15,100	42,800	5,500
Unrealized gain (loss) on investments			-	-	-	-	-	11,800	11,800	(11,800)
Excess (deficiency) of support and revenue over expenses after capital additions and related expenses			(84,400)	(138,400)	-	-	127,600	603,900	508,700	1,310,400

# HOW IS UP WITH PEOPLE FINANCED?

This is a question often asked by people who see an UP WITH PEOPLE show, hear about the program from a friend, or in one way or another seek to gain a broader understanding of its operations. Some may also wonder for what purposes the income of UP WITH PEOPLE is used. Following are some of the more frequently asked questions and answers:

**Q:** How is UP WITH PEOPLE financed?

**A:** Approximately 51% of UP WITH PEOPLE's annual operating revenues come from performances and sales, 30% from student fees, and 19% from gifts and grants from individuals, corporations and foundations, and from investments and the Endowment Fund.

**Q:** What is the UP WITH PEOPLE Endowment Fund?

**A:** Gifts and grants to this fund must be invested and *only the income* from those investments is available for scholarship assistance. UP WITH PEOPLE is currently launching a major fund-raising campaign and has received more than \$2,182,900 in gifts and grants for this fund.

**Q:** What are some of the costs involved in running UP WITH PEOPLE for which this income is used?

**A:** Some of the considerable costs incurred in the operation of UP WITH PEOPLE's program are:

- The original producing and writing of the shows, including the start-up costs of one month of rehearsing full-time, and maintaining and operating the shows on the road for a year. Some of the specific costs include costumes, sound and light and stage equipment, musical instruments, and trucks. Total cost of writing, producing, and maintaining the shows—\$1,218,300.
- The months of advance preparations which take place before a cast arrives in a community; including the finding and securing of a sponsor; promotion and sale of tickets; arranging for housing, meals, and local transportation; and arranging special community-related performing educational activities. These efforts require extensive travel and telephone costs, both inside the United States and abroad—\$2,022,400.
- Transportation between cities

by charter bus and overseas by plane—\$1,074,900.

- Meals not provided by the community.
- Housing and feeding the small staff who must live in hotels/motels for communication and administrative reasons.
- Local transportation within cities.
- Providing the quality and diversity of traveling staff (general managers, personnel officers, educational coordinators, musical directors, business managers, nurses, and the like) necessary to make management of such a complex undertaking as UP WITH PEOPLE possible.
- Office and traveling staff—approximately 162 people—and offices in Tucson, Oslo, Zurich, and Caracas. Salaries for all of UP WITH PEOPLE's traveling and corporate staff account for about 25% of the total annual budget.

**Q:** What are the tuition and student fees and how are they used?

**A:** \$5,300 per year. This fee is allocated specifically toward covering a portion of the total costs of cast meals on the road, bus charter and overseas air travel expenses, admission and registration, office administration, cast management staff expenses, and accident insurance.

**Q:** With so many people coming to UP WITH PEOPLE's public performances, don't ticket sales generate adequate income to cover all the costs?

**A:** As mentioned above, performances and sales produce only 51% of UP WITH PEOPLE's revenues. Therefore, the balance must be raised from other sources.

The UP WITH PEOPLE learning experience takes our students into performances in many areas where there is no income, such as schools, hospitals, senior citizen homes, prisons, and other locations and institutions. This outreach is a vital facet of UP WITH PEOPLE for performers and audiences alike.

Interestingly, in the year just completed, while tuition remained the same as the year before, income from performances, gifts and investments carried a significantly larger share of the increased budget. Higher expenses were due largely to the impact of inflation.

## UP WITH PEOPLE BOARD OF DIRECTORS



**Mr. J. Blanton Belk**  
Chairman of the Board and President  
Up With People  
Tucson, Arizona



**Dr. Hermann K. Bleibtreu**  
University of Arizona  
Tucson, Arizona



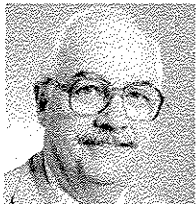
**Mr. James G. Boswell II**  
Chairman and Chief Executive Officer  
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**Mr. John H. Parker, II**  
Gateway Ranch  
Lake City, Colorado  
Alumnus of Up With People



**Mrs. Pete Rozelle**  
New York, N.Y.



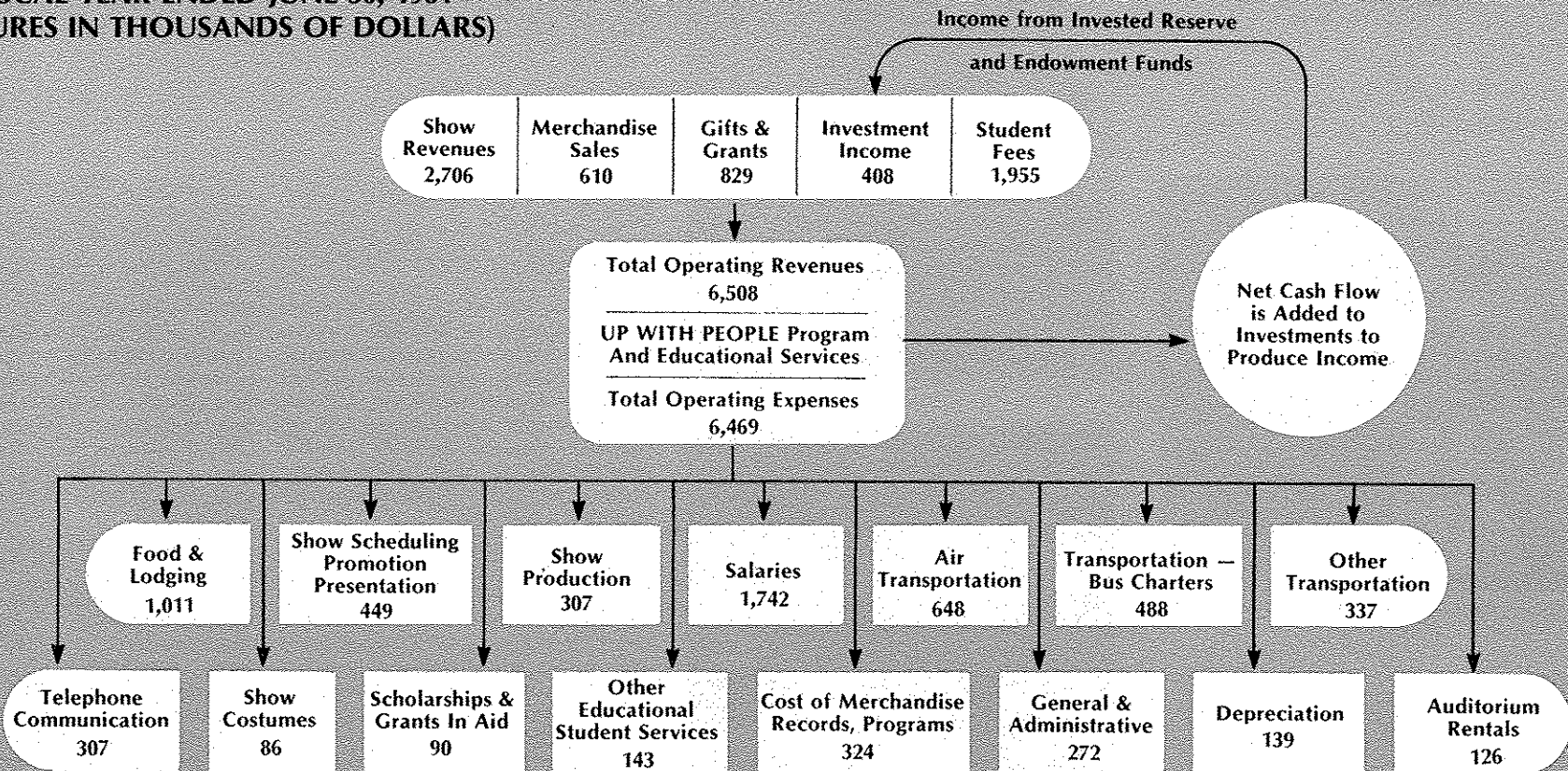
**Mr. Hugh G. Soest**  
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**Mr. Benjamin N. Woodson**  
Retired Chairman  
American General Insurance Company  
Houston, Texas



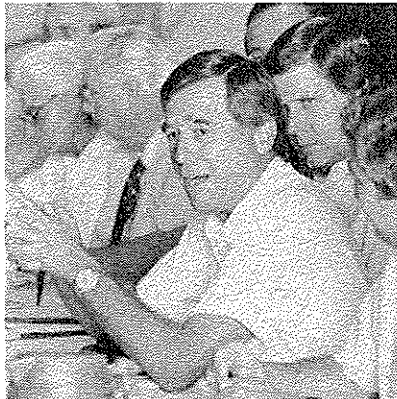
FLOW OF OPERATING REVENUES & EXPENSES  
FISCAL YEAR ENDED JUNE 30, 1981  
(FIGURES IN THOUSANDS OF DOLLARS)



A fully audited financial statement is available upon request.



New cast members hear General Motors President F. James McDonald



UWP President J. Blanton Belk shares ideas with the staff of UWP



Audience participation is an ingredient vital to the spirit of the UWP show



For every paid show, each cast gives three free performances

FLOW OF REVENUES AND EXPENSES

There are many factors influencing the financial health of UP WITH PEOPLE. One way of understanding these factors is to look at the current state of UP WITH PEOPLE's finances in terms of the total flow of financial resources into and out of the company. A picture of the total flow of revenues and funds for the fiscal year ended 1981 is shown above. The chart has four basic parts:

1. At the top—Identification of all the sources of support and the revenues which were received during the year.
2. At the right—The Investment Assets and Endowed Funds for UP WITH PEOPLE. Most of these are securities managed by Brown Brothers Harriman & Co.
3. At the bottom—various ways in which we use our financial resources: food and lodging, bus charters, air transportation, etc.
4. The central part of the chart, labeled "Distribution of Operating Revenues," represents a large number of transactions involved in the disposition of all incoming revenues each year. Any net excess cash flow is added to reserve investments to produce income. If there should be a deficiency in some year, then funds must be drawn from those reserves. Cash flow and reserves also furnish funds for purchases of new operating equipment.

TERMINOLOGY FOR FLOW CHART

<b>Total Operating Revenues: \$6,508,000</b>	
Show revenue	Includes ticket sales and sponsors' guarantees.
Sales merchandise—records, programs, etc.	Total of on-the-road sales by casts as well as direct mail sales.
Gifts and grants	Tax-deductible donations by individuals, foundations and businesses.
Investment Income	Income from investment and endowed fund assets, and royalties on public performance; printing and recording of our copyrighted music.
Student fees	Payment of individual student fees.
<b>Total Operating Expenses: \$6,469,000</b>	
Food & lodging	Expense of cast meals other than those provided by local host families; on-the-road staff meal expenses as well as lodging for limited number of motel-housed staff members.
Show scheduling, promotion, and presentation	Advance community promotion including expenses related to actual presentation: insurance, advertising, sponsors' and promoters' percentage.
Show production	Actual expenses of stage equipment, repairs, truck operations and freight; musical equipment supplies and outside professional fees.
Salaries	For 162 employees, including employee benefits.
Air transportation	Scheduling, promotion and supervision of shows, as well as expense of casts' flights overseas.
Transportation—bus charters	Cast transportation between cities.
Other transportation	Logistics, set-up and local transportation including auto rentals, taxis, and mileage reimbursement of staff vehicles.
Telephone communication	All long distance and local phone expense including advance team communication with cast staff as well as cast staff communication with Tucson office.
Show costumes	The cost of outfitting 500 performers in five casts.
Scholarships & grants in aid	Scholarships awarded. Only a portion of any student's fees may be covered by UP WITH PEOPLE scholarship funds.
Cost of merchandise, records, programs, etc.	Development and production expense of merchandise, royalty and commission payments, and packaging and shipping expenses.
General Administrative	Expense of office supplies, general company insurance, building maintenance, legal fees, auditing fees, and specific administrative expenses related to company management.
Depreciation	72% for technical equipment used in producing the show and the remainder for office, buildings, furniture and other equipment.

OFFICERS AND MANAGEMENT

- J. Blanton Belk**  
President
- James E. MacLennan**  
Executive Vice President
- William F. Wilkes**  
Senior Vice President
- Hans C. Magnus**  
Vice President, Europe
- José A. Ríos**  
Vice President, Latin America
- Ralph J. Colwell**  
Vice President, Production
- Steven Woods**  
Vice President, Marketing
- Dale M. Penny**  
Vice President, Educational Programs/Cast Operations
- Peter Voevodsky**  
Legal Counsel and Secretary
- Douglas N. Hartshorne**  
Treasurer
- Dr. Marshall Cartledge**  
Assistant Secretary
- David Frysinger**  
Assistant Controller

- Kenneth W. Johnson**  
Assistant Vice President, Development
- Ruth J. Wickemeyer**  
Director of Development
- Rick L. Frisch**  
Director, Corporate Development
- Gary Aboussie**  
Director, Program Development
- Kenneth Ashby**  
Assistant Vice President, Show Production
- Reed Thompson**  
Manager, Production Department
- Anna Carlberg**  
Assistant Vice President, Scheduling/Europe
- Carlos Claude**  
Assistant Vice President, Latin America
- Jürg Kobler**  
Assistant Vice President, Europe
- William W. Cone**  
Assistant Vice President, Director of Scheduling
- Cristie J. Aboussie**  
Assistant Vice President, Director of Admissions

- Paul Colwell**  
Composer and Lyricist
- Herbert E. Allen**  
Musical Director
- Lynne Morris**  
Choreographer
- Jan E. Sturges**  
Director, Alumni Relations
- Bruce L. Erley**  
Director of Promotion
- Jerald L. Shelsta**  
Director, Cast Personnel
- Steven M. Rokowski**  
Director, Cast Operations
- Dr. Carolyn Lee**  
Educational Consultant
- Glen A. Shepherd**  
Assistant Director, Educational Programs
- Dana A. Cooper**  
Coordinator, Corporate Public Relations
- Bobbi McCloud**  
Marketing Administrator
- Mitchell Booth**  
Technical Director

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CH-8035 Zurich 6  
SWITZERLAND
- Inkognitogata 32  
Oslo 2, NORWAY
- Latin American offices:**  
1a Transversal los Palos Grandes  
Res. Valdes Penthouse 2  
Caracas, VENEZUELA
- Legal counsel:**  
Peter Voevodsky  
Molloy, Jones, Donahue, Trachta  
Childers, and Mallamo, P.C.  
P.O. Box 2268  
Tucson, AZ 85702
- Auditors:**  
Arthur Andersen and Company  
101 N. First Avenue  
Suite 2100  
Phoenix, AZ 85003



Former Mexican President Miguel Alemán (r.) and J. Blanton Belk (l.) enjoy Cast C's show outside Alemán's office



Cast D sends greetings from the Toltec "Pyramid of the Moon" at Teotihuacán, Mexico

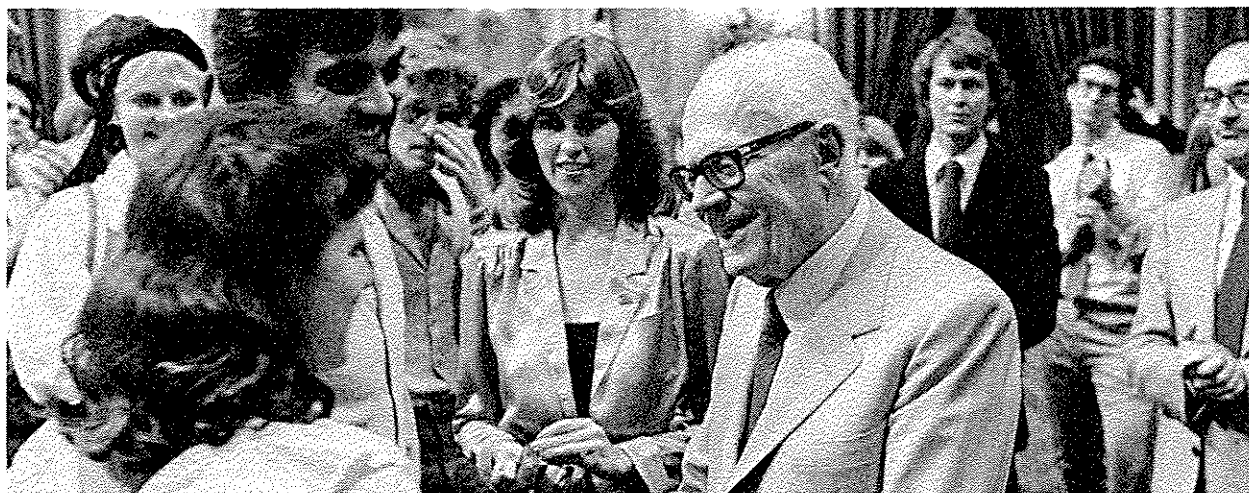
Cast A entertains 30,000 people at Alberta's 75th Anniversary Celebration at the Calgary Stampede Fairgrounds



Cast A performs in the Rotunda of Parliament Hill, Canada's national capitol building in Ottawa



# INTERNATIONAL HIGHLIGHTS



Italian President Sandro Pertini says hello to UWP cast member Patricia Ramirez from Costa Rica

UWP appears at Alameda Park, Mexico City



## CANADA

From Calgary, Alberta to Halifax, Nova Scotia, Cast A '80-81 covered 3,120 miles and five provinces during a diverse four-month tour to 33 Canadian cities.

The tour got off to an impressive start September 1st in Calgary when UWP was featured as part of Alberta's 75th Anniversary Celebration at the Calgary Stampede Fairgrounds. Over 30,000 people attended, including Canadian Premier Peter H. Lougheed. The cast also drew a full house of 2,700 at its public performance in Jubilee Auditorium.

In Saskatchewan, the cast performed at the dinner banquet of a Canadian-Chinese trade conference in Regina. As part of their show, the cast sang the song UWP wrote specially for its 1978 visit to the People's Republic of China. The cast was also invited to tour the provincial parliament building, where the Hon. Wes Robbins, Minister of Revenue for Saskatchewan, spoke about Canada's provincial and national political and governmental structure.

And in Weyburn, Saskatchewan, cast members became involved with local 4-H students in experiencing a day at work on central Canadian farms. The one-day duty rosters included everything from driving tractors to mending fences.

Other experiences in the prairie provinces included a visit to the Wilson Hutterite Colony near Lethbridge, Alberta, a discussion with a member of Saskatchewan's legislative assembly on the issue of uranium and nuclear energy development, and a one-to-one question-and-answer session with inmates of Headingly penitentiary near Winnipeg, Manitoba.

The cast returned to Canada in April, beginning a 15-city tour of Quebec and the Maritime provinces. Major sponsorship by l'Office des Producteurs de Lait du Québec (Milk Board of Québec) and the Télémedia Radio Network were primarily responsible for the outstanding success of the Quebec tour. UWP's May 17th show at Montreal's Place des Arts, Canada's most renowned theater, was sold out three days in advance. As Cast Director Scott Doupe recalled, "Audience reaction was tremendous with the entire crowd standing and swaying to the music at one point."

Educationally the Quebec tour was equally rewarding. During their visit to the national capital of Ottawa cast members toured Parliament, then performed in the Rotunda of the House of Commons for Members of Parliament. While in Quebec City the cast was addressed by a representative from the Parti Québécois, Quebec's ruling political party, about the province's separatist movement.

Cast A's three-week tour to the Maritime Provinces of New Brunswick, Nova Scotia and Prince Edward Island was UWP's first appearance in that part of Canada. In three of the six cities visited there, shows were held in recognition of the International Year of the Handicapped with proceeds aiding the disabled in those communities.

As a result of the national tour twenty-five young Canadians are now touring the world with UWP's five casts.

## MEXICO

Up With People's 1980-81 visit to Mexico was the most ambitious tour project UWP has ever engaged in outside the U.S. From mid-September 1980 to mid-February 1981, Casts C and D performed for over 460,000 people in 64 cities in 26 of Mexico's 31 states, living with over 5,000 Mexican families along the way.

"More impressive than the statistics," said cast member Kevin Peterson, "was the final result—a new friendship and mutual feeling of admiration and respect between cast members and the Mexican people. It was an unforgettable experience, one that will live with us for a lifetime."

UWP had set a goal for the two casts to become directly involved with the leaders of Mexico's business, indus-

trial, governmental and social circles, at the same time maintaining close contact with the general populace.

That strategy proved successful, especially in Mexico City where Banca Serfin, one of Mexico's largest banks, provided key support. Serfin sponsored the first-ever joint performance for two casts for 65,000 people in six of Mexico City's economically disadvantaged "delegaciones" (municipal districts), and the city's two largest parks. Serfin also served as co-sponsors of two UWP national TV specials.

Casts C and D's multiple visits to the industrial capital of Monterrey brought UWP increased recognition among the country's business and industrial sectors. Cervecería Cuauhtemotoc, the oldest brewery in Mexico, featured UWP in its 90th anniversary celebrations throughout the country. Reinaldo Reinà, General Director of the Brewery, told cast members, "This is the best thing we could have done for our 90th birthday. Your spirit of friendship, love and peace is what we want for our Cuauhtemotoc family."

All told, Casts C and D spent two weeks in Monterrey performing for employees and management of Cuauhtemotoc, Banca Serfin and the ALFA, CYDSA and VITRO business groups.

Students in Cast C were given the opportunity to meet former President Miguel Alemán when he received UWP President J. Blanton Belk and the cast in the courtyard of his office in Mexico City. Sr. Alemán told the cast, "You are doing the most important thing that can be done in today's world—that is, to tell the people there is hope and there is a future."

During other parts of the tour, cast members explored Mayan Indian ruins in the Yucatán Peninsula, visited the world famous Anthropological Museum in Mexico City, and performed for homeless families in the earthquake-stricken mountain village of Huajuapán.

## IRELAND

Up With People broke new ground during Cast E's fall, 1980 visits to the Republic of Ireland and Northern Ireland. The tour was highlighted by first-ever visits to and performances in the schools of Belfast, Northern Ireland, maiden visits to Derry, Northern Ireland and Sligo, Republic of Ireland, and a reception with Republic of Ireland President Dr. Patrick Hillary and his family.

At his reception for the cast at the presidential residence in Dublin, President Hillary told the cast, "You are bringing us hope and setting an example we hope our youth will follow."

During the seven-week, eleven-city tour, the cast reached 30,000 people through public performances and appearances in 200 schools and 50 hospitals. Cast members also lived with 550 Irish families.

While in Dublin, the cast performed for 6,800 people in public shows, appeared in eleven hospitals and nursing homes, and visited over 40 schools.

## ENGLAND

After a six-year absence UWP returned to England in September 1980 with a one-week visit to Nottingham. Sponsored by the Nottingham Evening Post, Cast E's schedule included appearances in Nottingham area schools and institutions and a highly successful run of four public performances which drew standing-room-only crowds.

An Evening Post reviewer wrote, "The audience was ecstatic at the spectacle they offered. There was something for everybody, with eight-year-olds bopping in the aisles to disco numbers, and 80-year olds tapping their feet to hits from their youth. If most of Nottingham isn't queuing up at the theatre for tomorrow night's show, I, for one, will be very surprised."



## BELGIUM

Up With People's inaugural performances with a European symphony took place in Belgium November 12, 1980 when Cast E joined with the Belgian National Orchestra for a series of five concerts in conjunction with the celebration of Belgium's 150th anniversary.

The debut performances in Brussels' Beaux-Arts Theater drew sterling reviews from *Le Soir*, Belgium's largest French language daily newspaper, which said, "An amazing performance was given the last two nights by Up With People and the Belgian National Orchestra before packed audiences. Young people, and not so young, modern and more old-fashioned, all united by the same love, were overcome by the charm of the show."

Prior to the performances, Wilfried Martens (then the Belgian Prime Minister), and his wife hosted a luncheon reception for the UWP President J. Blanton Belk and visiting members of UWP's Board of Directors.

Later the cast and orchestra traveled to the French-speaking community of Liège and performed for 3,500 people in a converted ice sports arena.

Final stop on the brief tour was the Flemish community of Alken where 9,000 enthusiastic people attended two shows in the warehouse of the Cristal Alken Brewery.

After the final performance Conductor Georges Octors told the cast, "My colleagues have been astonished by the high level of your performances, your dynamism, your good spirits and your kindness. All these signs are reflective of your ideal of fraternity and communication between all people. I thank you for the example you have given us of believing in an ideal."

UWP returned to Belgium in the Spring of 1981 for a 20-city, eight-week tour sponsored, in part, by G. B. (Grand Bazaar), a major national food and department store chain. G. B.'s sponsorship benefited local Olympic committees helping train Belgian athletes for Olympic competition.

Cast B's tour was characterized by typically enthusiastic Belgian audiences and a diversified collection of educational activities. In Bastogne, host families gave cast members a first-hand account of the World War II Battle of the Bulge. Cast members also traveled to Waterloo, the site of Napoleon's defeat in 1815, and visited a former German concentration camp.

The schedule also featured a visit to the Belgian Parliament, and a tour of a nuclear power plant near Huy.

UWP has visited Belgium many times in the last ten years, but new doors continued to open as Cast B visited the communities of Roeselare and Izegem for the first time, performing to full houses in both locations.

## HOLLAND

Cast B's Spring, 1981 visit to Holland had a surprise moment March 29th when Princess Margriet, younger sister of Holland's Queen Beatrix, attended the cast's performance in Apeldoorn, accompanied by her husband and their children.

The tour, covering six cities in two weeks, included appearances at the Fleurop Intraflora (Flower Festival) in s'Hertogenbosch, and a unique day of sports activities, games, and a talent show with residents and host families from communities of Weert and neighboring Roermond. Over 500 people attended the "sportsfest" including representatives from the cities' mayors' offices who said, "You have taught us to work and play together. After you leave, hopefully we can continue the example you have set for us."

## SWITZERLAND

Some had to stand on rooftops or sit on second story windowsills, but 2,000 people gathered to see the Cast's May 18th outdoor show in downtown Zurich, sponsored by the Union Bank of Switzerland. The bank also sponsored a 40-minute national television documentary about UWP

which was also broadcast through Germany.

Besides Zurich, the cast visited Winterthur and Herisau where local residents instructed cast members in a typically Swiss style of vocal performance—yodelling.

## ITALY

Although UWP had not visited Italy since 1974, Cast C realized the Italian people and press were still receptive to UWP's message. While receiving the cast at Quirinale Palace in Rome, Italian President Sandro Pertini said, "When you clapped your hands in unison I saw a hundred doves of peace fly into the world carrying a message of unity and peace...if I could, I would appoint you all ambassadors of peace for Italy."

The cast visited six cities in the north-eastern region of the country before moving on to Rome where a committee of 27 distinguished women organized a special June 13th performance by UWP to benefit handicapped children throughout the country. Based on the success of the event, plans were made for additional benefit performances when UWP returns to Italy in 1982.

Media support of the Italian tour was significant. RAI-TV, Italy's national network, produced and aired a one-hour television special featuring UWP. *Il Messaggero*, a national newspaper, observed UWP as a group that "creates in every show and from each experience around the globe, a feeling of community involvement and a quest for positive human relationships."

## YUGOSLAVIA

UWP's third tour to Yugoslavia was a fast-paced one. A cast of 30 students performed 16 times in 14 cities in 15 days. Staff member John Ernst recalled, "We were very well received in all cities and were often well remembered from our last visit five years ago."

The cast found Yugoslavia with its six republics, six languages and scores of ethnic groups, to be a country in transition brought on by the death of President Tito in May, 1980. A local sponsor in Banja Luka told cast members, "The youth of our country are searching for something positive to look for in the future. You are here at an important time because you represent a worthwhile ideal to Yugoslavian youth."

The cast performed in Sarajevo, scene of the events leading to the outbreak of World War I, and future home of the 1984 Winter Olympics. Local organizers of the Game's entertainment and cultural events extended an invitation for UWP to return and perform for the 1984 Winter Games.

In the coastal city of Opatija, the cast performed in an ancient, open-air Greco-Roman theater for an appreciative audience of 1,000 people, including many tourists from throughout Europe.

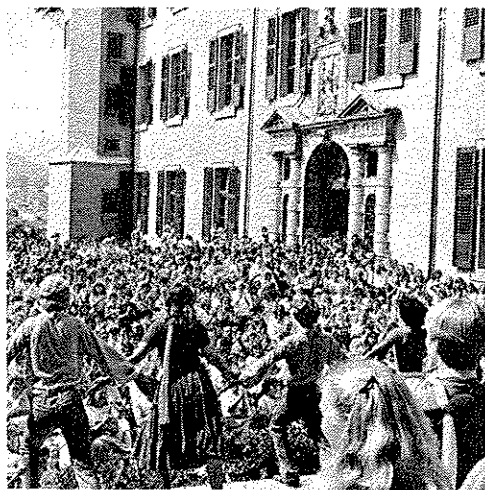
## GERMANY

Cast C's two-day stay in Baden-Baden marked the fifth consecutive year an UWP cast has visited this famous resort city. The shows, in Casino Kursaal and at the Landesgartenschau (Garden and Landscape Show) were sponsored by Bader/Kurverwaltung, a major tourism and resort management corporation.

## LIECHTENSTEIN

At the invitation of Princess Gina von Liechtenstein and the Liechtenstein national government, Cast C spent four days in this small, mountainous country situated between Switzerland and Austria.

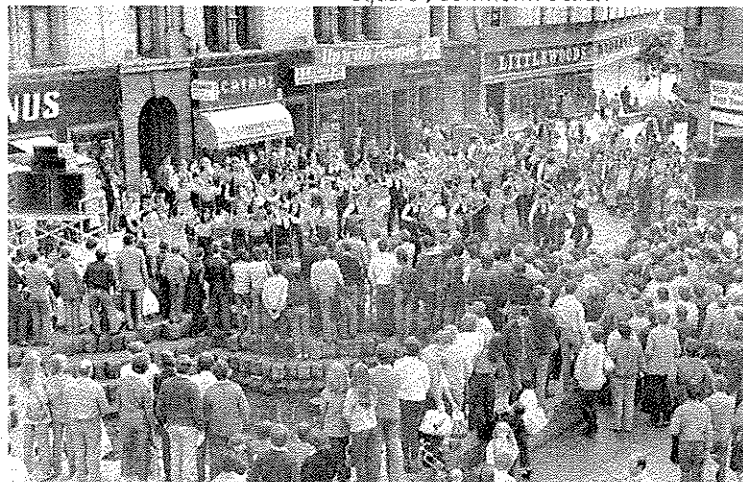
Sponsored by Bank of Liechtenstein, the short visit included performances for two packed houses in the capital city of Vaduz, a show for the city's high school students, and a visit to a day care center for the handicapped. The Princess received the cast in a meeting prior to the first public show.



Cast C at Baden-Baden's annual "Landesgartenschau"



Holland's Princess Margriet (r.) enjoys visiting with students in Cast B



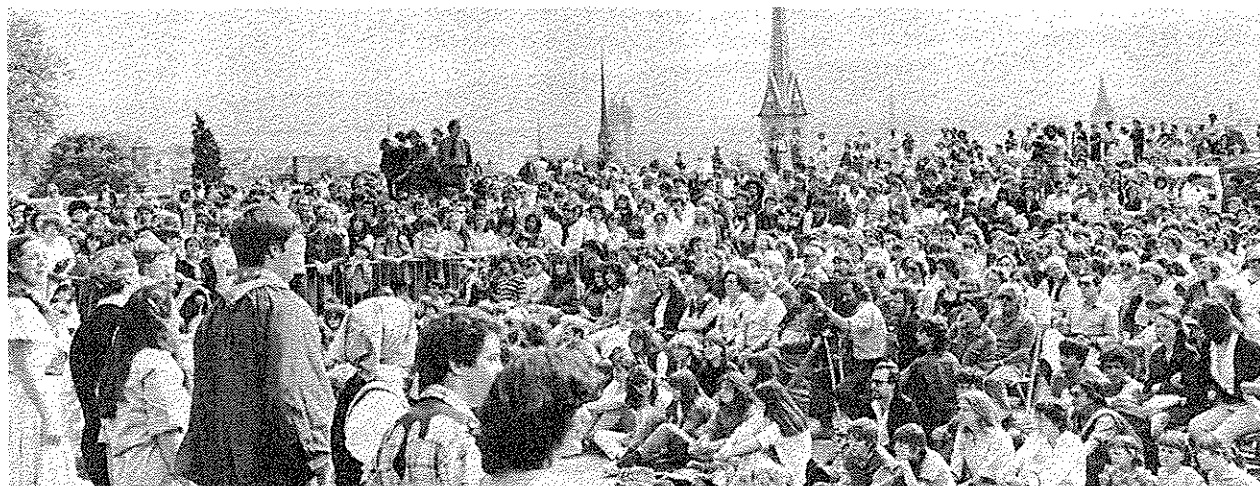
Cast E draws a crowd at Corn Market Square, downtown Belfast



UWP was a big hit in Dublin's National Stadium



Brussels' graceful Beaux Arts Theater, setting for UWP's first European symphony show



Over 1,500 people in downtown Zurich spent their noon hour being entertained by UWP



Cast C at St. Peter's Square, Vatican City



# ACCENT on ALUMNI

## ALUMNI 1980-81 NEW WAVE OF VOLUNTEER SUPPORT

As the current economic and social trends continue to shape the way people perceive the world, leaders in business, industry, government, education, and the fine arts are calling upon the re-emergence of a very important person in society—the volunteer.

Volunteers are commonly defined as persons who contribute their time, energy and support to an organization, in a way “determined by their own choice or consent.”

This year, I would like to express my appreciation and encouragement to a particularly special group of volunteers—Up With People alumni. Perhaps the most consistent expansion in the Alumni Department during 1980-81 has been in the area of alumni volunteer support; particularly in the following areas:

1. Information resulting in sponsorships of Up With People.
2. Alumni participation and coordination of community-oriented activities which have improved UWP's outreach in many cities.
3. Alumni assistance to the Admissions Department in identifying and interviewing potential students, and serving as advisors to pre-accepted students in preparation for their upcoming year in the program.
4. Hosting cast members.
5. Coordinating alumni activities.
6. Assisting UWP promotion teams prior to the cast's arrival in the area.

### Over 1,500 Alumni Volunteer Their Time

Alumni participation over the last year has increased by approximately 50%. Our current data indicates that more than 1,500 alumni have been actively volunteering their time and energy to help Up With People at least once, and in most cases every time a cast is in their area.

Alumni no longer wait for communication from UWP. Correspondence and phone calls to the Alumni Department have increased dramatically, indicating that alumni participation is not only growing in size and strength, but that alumni are more enthusiastic about staying in contact with UWP. As alumna Katleen Vandenbosch of Belgium said in a recent letter, “I would like to thank Up With People for the Alumni Program. I admire your work because I know it's a challenge to maintain contact with so many alumni. My fellow cast members came home from Up With People with many goals for the future. Now we are trying to realize those goals. We owe our enthusiasm to Up With People and the staff.”

In another recent letter, an alumna wrote, “I want to keep writing to Up With People because I hope to be in close contact with everything that is going on in the program...the whole Up With People concept will always appeal to me.”

### Reunions Highlight Alumni Program

The establishment of the annual alumni reunion has certainly given a boost to the Alumni Program. By bringing the alumni together after a few years' time, they are able to share their viewpoints, reinforce their friendships, and evaluate the results of their UWP experience, how it has affected their lives and how it will affect their future.

The August 1980 5-year alumni reunion for the casts of 1975-76 was a spirited event attended by 125 alumni and guests from as far away as Europe and South America.

Last August 7-9, 1981, marked the addition of Up With People's first 10-year alumni reunion for the casts of 1971-72. A 5-year reunion for the cast of 1976-77 was held at the same time. A total of 208 alumni and guests attended from 5 countries, including 4 alumni from Japan.

One of the highlights of the reunion each year has been the alumni luncheon banquet hosted by UWP President J. Blanton Belk and members of the Board of Directors. This year's banquet featured remarks by F. James McDonald, president of General Motors, and former astronaut Eugene A. Cernan, both of whom paid tribute to the alumni for their contribution as participants in UWP; and by J. Blanton Belk who outlined UWP's development through the years and the organization's future objectives.

The UWP experience creates a bond among alumni. This was evidenced by the spontaneous interaction of alumni from both the five- and ten-year groups, many of whom had never met one another. As alumnus Don Dudley wrote about last summer's reunion, “Word is already spreading to alumni from following years' casts that the Up With People alumni reunion is something not to be missed.”

### Receptions Well-Attended

The expansion of the alumni network is also exemplified by greater attendance at alumni receptions during 1980-81. Area gatherings were held in Tucson, Arizona; Albuquerque, New Mexico; and Oakland, California when casts were in the area. Alumni representation spanning the years of

1965-1980 was evident in each location. People came from as far away as 150 miles to meet other alumni, see the new UWP show, and learn how they can volunteer their ideas and actively participate as alumni.

### Alumni Pledge Financial Assistance

There has been a marked increase in the base of alumni financial support during 1980-81 as a result of the 1981 Alumni Fund. With the encouragement of 15 alumni representing 15 years of participation as cast members, almost 1,000 alumni pledged their support of the Scholarship Fund. This expansion of alumni gifts to UWP demonstrates their endorsement of the UWP program and their interest in making this opportunity available to more young people.

Alumni in Tucson volunteered their time and talents in support of UWP's first-ever phone-a-thon in February, 1981. Over 25 alumni served as co-chairmen and phone volunteers alongside host family volunteers for a 3-night fund-raising effort as part of the Advancement Campaign for the 80's. The volunteers' spirited attitude resulted in contributions of over \$14,000 from UWP friends in the Tucson area. Many phone-a-thon volunteers have already come forward to volunteer their time and talents again as UWP prepares for the first nationwide telephone campaign to be conducted from Tucson in February, 1982.

### Looking Forward To The Future

In many ways, alumni spirit and enthusiasm has been one of the keys to the door of UWP's future. They are model examples of the best that volunteer support has to offer.

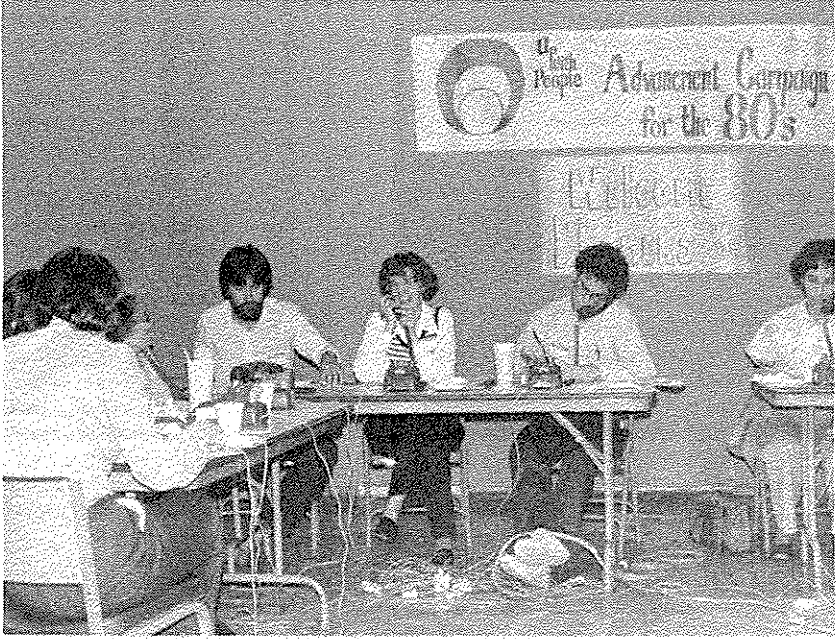
Likewise, UWP will continue its commitment to the alumni—over 6,000 people in 45 countries. We hope the Alumni Program will enhance their participation and serve as a valuable resource for many more students who will become alumni in the years ahead.

Jan Sturges  
Director, Alumni Relations

*Jan E. Sturges*



UWP staff member Michael Knowles sings “What Color Is God's Skin?” to 250 alumni and guests at the August (1981) Alumni Reunion



Alumni and host family volunteers contacted over 1,500 Tucson residents in UWP's first phone-a-thon

Five-year alumni listen while J. Blanton Belk remembers the highlights of their year in UWP



Up With People is anxious to keep up with ALL of the alumni. If you have updated information about yourself, or know of other alumni who have not been contacted please fill out the following coupon and return it to the Alumni Department right away!

cut out and return to: **Alumni Department  
Up With People  
3103 N. Campbell Ave.  
Tucson, AZ 85719**

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone number/Area Code (    ) \_\_\_\_\_

Entered Up With People \_\_\_\_\_ Left Up With People \_\_\_\_\_

Additional Alumni News \_\_\_\_\_

## ANNOUNCING: ALUMNI REUNION '82! Casts of 1977-78 Casts of 1972-73

Up With People is pleased to announce the 5- and 10-year alumni reunion to take place in Tucson, Arizona, August 13-15, 1982, the final weekend of Up With People's orientation and staging.

It is evident from the alumni response to previous reunions that this concept is an important factor in bringing our alumni in closer contact with one another, and with Up With People.

Plan ahead now for the weekend's festivities which will include a variety of alumni activities as well as the opportunity to see a dress rehearsal performance of the 1982-83 Up With People show.

We want everyone to attend. If you know of fellow alumni who may not know about the reunion, be sure to tell them, and also supply the Alumni Department with new address information. Let's spread the word so all 1977-78 and 1972-73 alumni can be included in the best reunion yet.

*“Up With People taught me to reach for the brass ring in life.”*

Nels Mitchell, UWP alumnus  
Attorney  
Debevoise, Plimpton, Lyons and Gates  
New York City

*“Life in Up With People is not easy. Often, we had to work very hard, and our schedules were difficult. Sometimes, we were exhausted when we would meet new host families, but it was still necessary for us to give our best to them. Through this, we learned to become stronger in character.”*

Miyuki Endo  
Up With People alumna  
Sendai, Japan



# MORE THAN 5,000 DONORS SUPPORT ADVANCEMENT CAMPAIGN

The Advancement Campaign for the 80's, scheduled to continue through June 30, 1982, has achieved fifty-four percent of the total goal of \$11.4 either in pledges or gifts received. The purpose of the campaign is to broaden Up With People's financial base of support so that program goals and objectives can be reached and effectively communicated to the public. Funds received for the campaign are helping to meet the challenge grant made by the late DeWitt Wallace, founder of the *Reader's Digest*.

Essential to the campaign goals have been key events in cities throughout the United States beginning with a campaign kickoff in Tucson in October 1980 co-chaired by John R. Stilb of John R. Stilb, C.I.U. and Associates and R. B. "Buck" O'Reilly of O'Reilly Chevrolet. A spring kickoff event took place in Cleveland where E. Mandell de Windt, Chairman of the Board of Eaton Corporation, served as campaign chairman. Most recently, Wesley M. Dixon, Jr., Vice Chairman of G. D. Searle & Company and Chairman of Up With People's Executive Committee, was chairman of the November Chicago kickoff. Campaign leadership is also being developed in Los Angeles, Denver, Jackson (Wyoming), Houston, and New York.

Up With People friends have responded creatively in the various ways contributions have been made. These have included gifts of cash, securities, real estate, trust funds and bequests. Donors have been given the opportunity to designate their gifts to program areas which concern them. Of the \$6.2 million pledged and received, \$4.1 million has thus far been set aside for an endowment fund. Amongst grants received for endowed scholarships are major funds established by the National

Football League and Mrs. Bertha Alyce Segall of Houston which will help students in meeting tuition fees. Early on in the campaign, Up With People staff members pledged \$60,000 to the Jesse Owens Endowed Scholarship Fund. Members of the Board of Directors and International Advisory Board have demonstrated their commitment to the program's goals by assuming leadership roles in the campaign. International Advisory Board members have provided \$490,000 in contributions and pledges, while the Directors' total surpasses \$1.3 million.

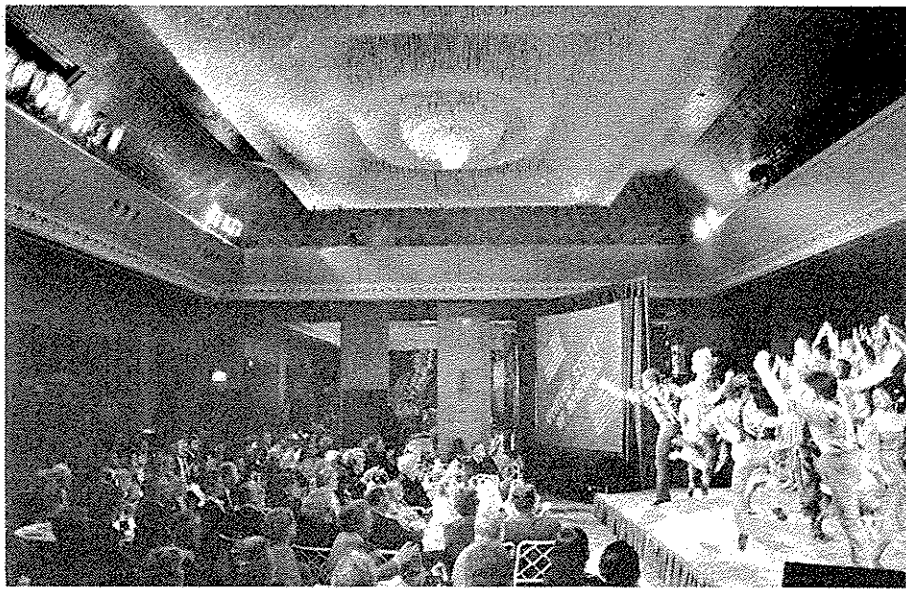
Notable gifts awarded for general endowment purposes have been received from Laurance S. Rockefeller, the Strake Foundation of Houston and two contributions in the form of trust funds provided by Leo Roon of La Jolla, California and the late Samuel Campbell of Tucson.

Gifts and pledges received from student scholarships now total \$430,000. A significant portion of this sum is accounted for by a grant presented to Up With People by the Atlantic Richfield Foundation to be used for minority student scholarships.

In the area of program expansion, Up With People's experiential learning program was given a real boost by a \$378,500 three-year grant from the W. K. Kellogg Foundation of Battle Creek, Michigan.

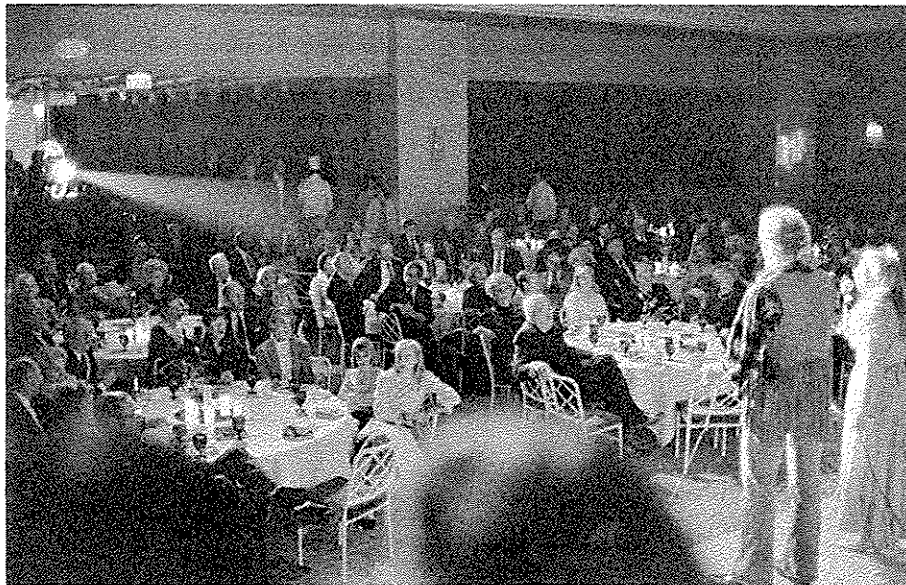
Numerous undesignated gifts have also been made with donors requesting that the Board of Directors allocate these funds to any program area needing support.

The present number of campaign contributors totals 5,248. This impressive figure reflects that while major contributions are playing a vital role, the continuous support of friends of Up With People with gifts of all sizes is also having a valuable impact on the Advancement Campaign for the 80's.



"Raise A Ruckus Tonight" at the Chicago kickoff in the ballroom of the Ritz-Carlton Hotel in Chicago

One hundred and fifty invited guests sing along with Cast C's show at the Chicago kickoff



Eugene A. Cernan, former NASA astronaut, president of Cernan Energy Corp. and UWP board member, visits with cast members at Tucson campaign kickoff



Weston R. Christopherson (l.), Chairman and CEO, Jewel Companies; Hans Magnus (c.), UWP Vice President—Europe; and Robert W. Ramsdell (r.), UWP Advisory Board member and former chairman of East Ohio Gas Co., meet cast members at Chicago kickoff



Tucson Campaign Chairman J.R. Stilb (r.), accepts \$15,000 pledge from Tucson kickoff Chairman R.B. "Buck" O'Reilly

## How You Can be a Part of Up With People

For those interested, there are many opportunities for supporting Up With People. Every gift, regardless of size, is important, greatly needed, and much appreciated. You may wish to consider one of the following ways of participating financially:

1. Gifts may be unrestricted.
2. Gifts may be made to Up With People for educational programs, or for special appearances in schools for the handicapped, elementary schools, high schools, senior citizens homes, hospitals, Indian reservations, universities, and the like.

3. In addition, gifts may be made to the Scholarship Fund which has been established to provide financial assistance to qualified applicants based on need.

4. Gifts may be made to the International Programs Fund to help Up With People reach out into the world.

5. Gifts may be made to strengthen the permanent endowment of Up With People. Only the income from these gifts will be used.

Gifts may be made in cash, securities, personal and real property, life insurance, annuity or trust agreements, and bequests.

**TO: Up With People, 3103 N. Campbell Ave., Tucson, Arizona, 85719**  
**I would like to become an Associate of Up With People.**

Enclosed is my check for:	Please use this gift for:	Please provide information on:
...Associate—\$1-\$49	...Scholarship Fund	...gifts of securities and real estate
...Community Associate—\$50-\$99	...International Programs	...gift-investments that return
...State Associate—\$100-\$499	...Educational Programs	...an income for life to the donor
...Regional Associate—\$500-\$999	...Special Programs	...with immediate tax benefits
...Continental Associate—\$1000+	...Where Needed Most	...bequests and trusts

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

**All gifts to Up With People, including cash, securities or real estate, are tax deductible.**



Mrs. Pete Rozelle, UWP Board member and President of the Foundation for Children With Learning Disabilities



UWP Board member Jerry Jarrett, President of Ameritrust of Cleveland



E. Mandell deWindt, Chairman of the Board, Eaton Corp., and host of UWP's Cleveland Campaign kickoff (deWindt, Jarrett photos by Kevin Reeves)

## NEW ADVISORY BOARD APPOINTMENTS

Up With People president J. Blanton Belk has announced the following appointments to Up With People's International Advisory Board:

**Mr. Lindsey Hopkins III**  
President and Chief Executive Officer  
Shepherd Spinal Center  
Atlanta, Georgia

**Mr. W. M. Marcussen**  
Vice President  
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Los Angeles, California

**Mr. Abel Saturnino Pinheiro**  
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Imobiliaria Construtora Grao-Para  
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Powderhorn, Colorado

**Mr. Louis A. Weil III**  
Vice President, Development  
Gannett Co., Inc.  
New York, N. Y.



# UP WITH PEOPLE INTERNATIONAL ADVISORY BOARD

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Belfast, Northern Ireland

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President, National Tourist Council  
Mexico

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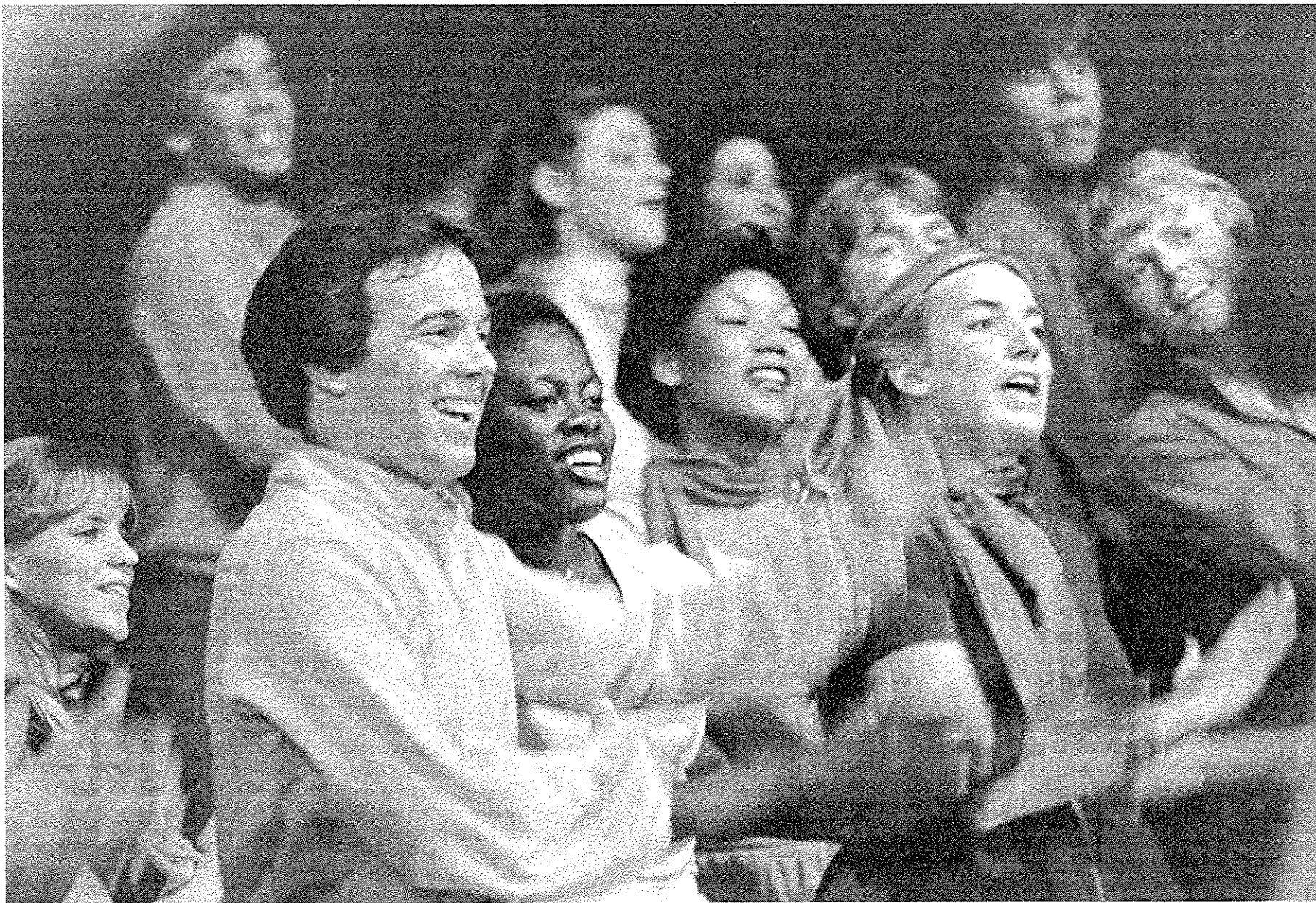
Students in Cast E, 1981, represented 29 states and 12 nations



Audience involvement enhances impact of UWP show.







Cast members learn to project their enthusiasm from the stage.

## Up With People Honor Roll of Friends, 1980-'81

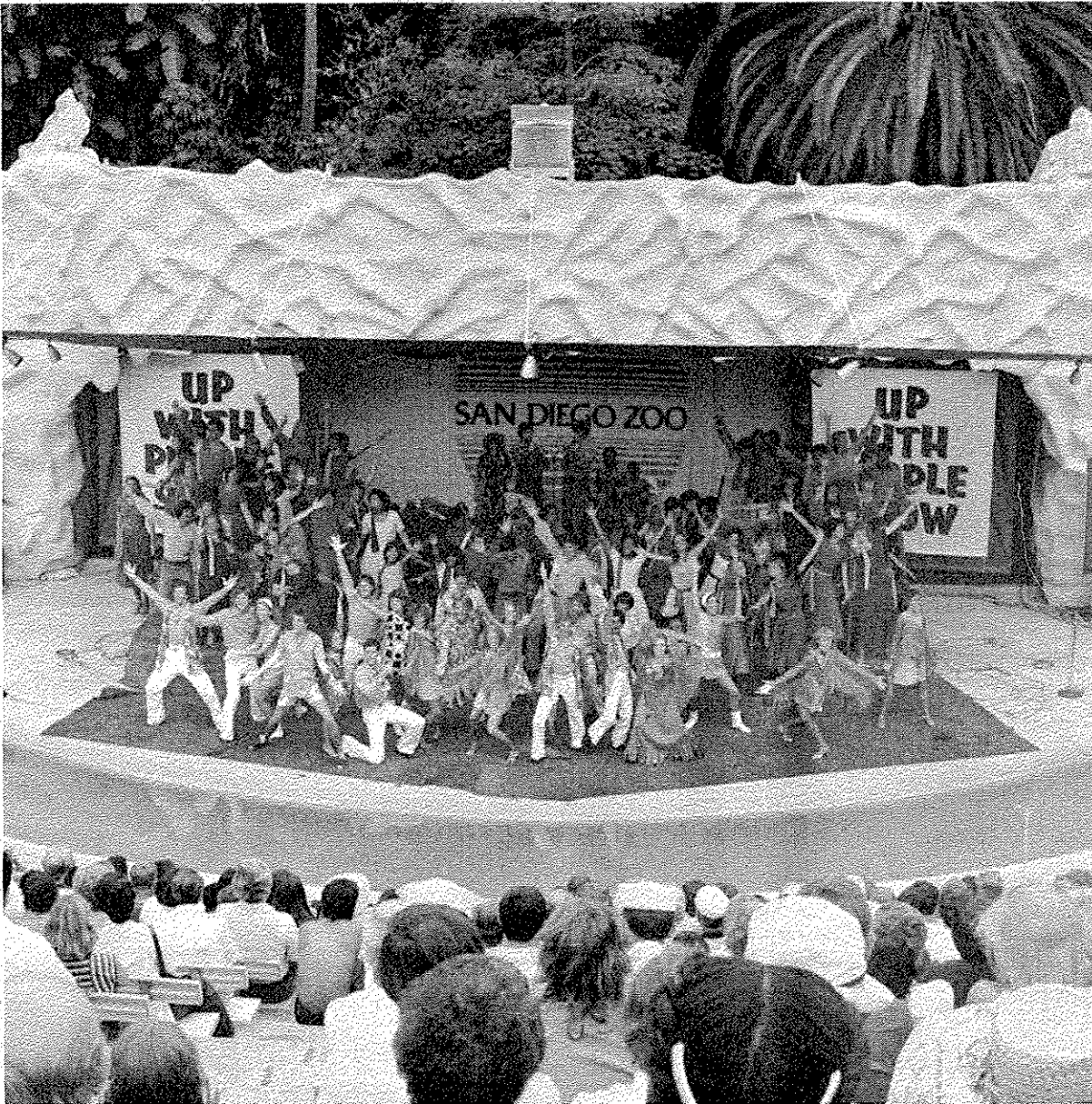
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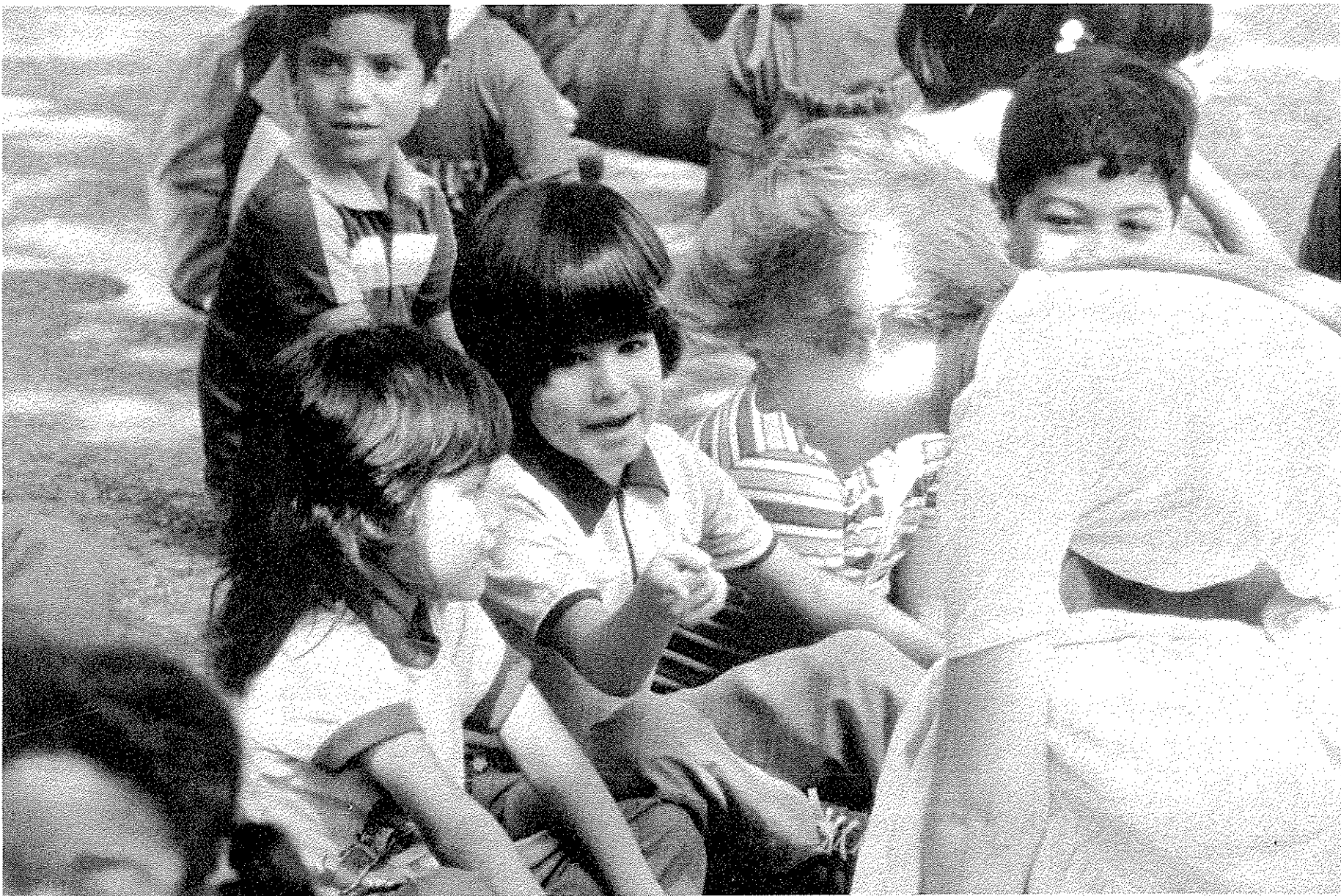
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Mike Wheeler  
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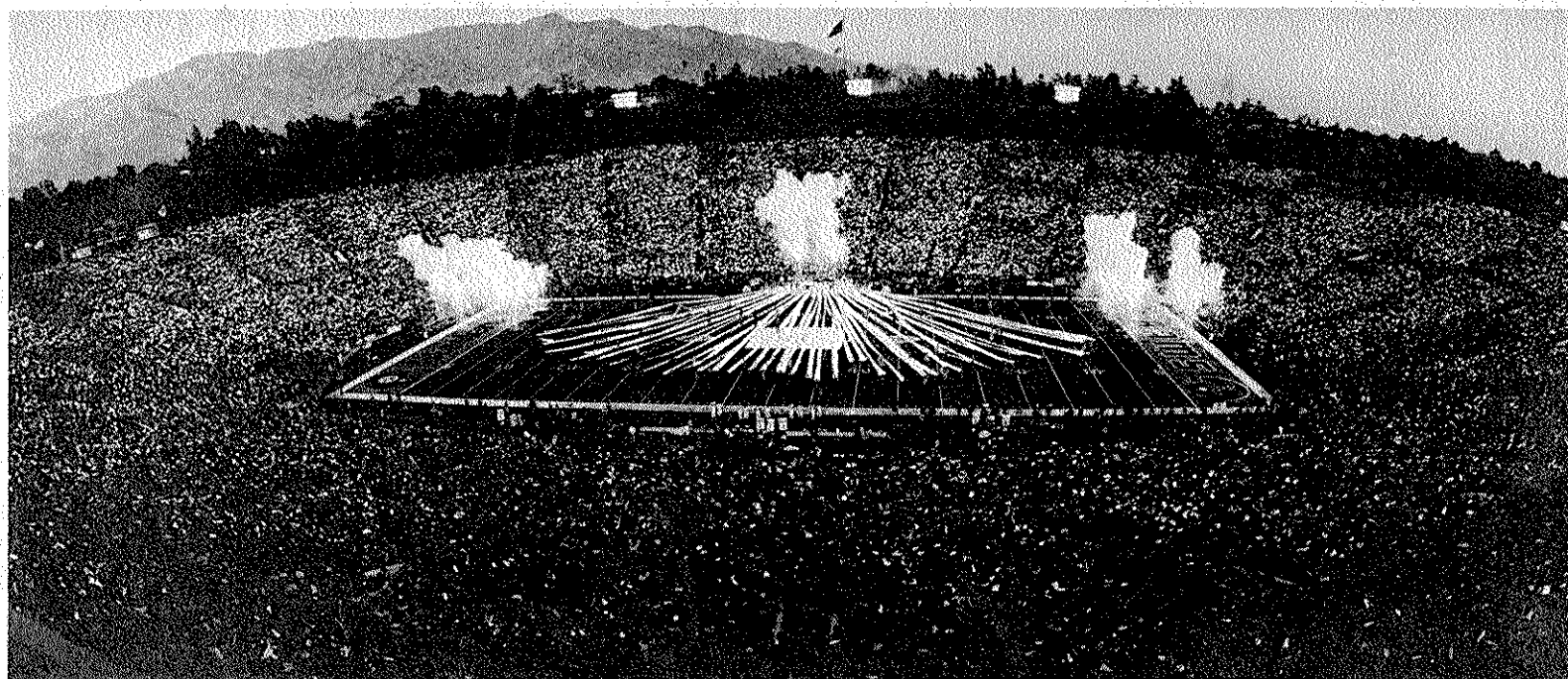
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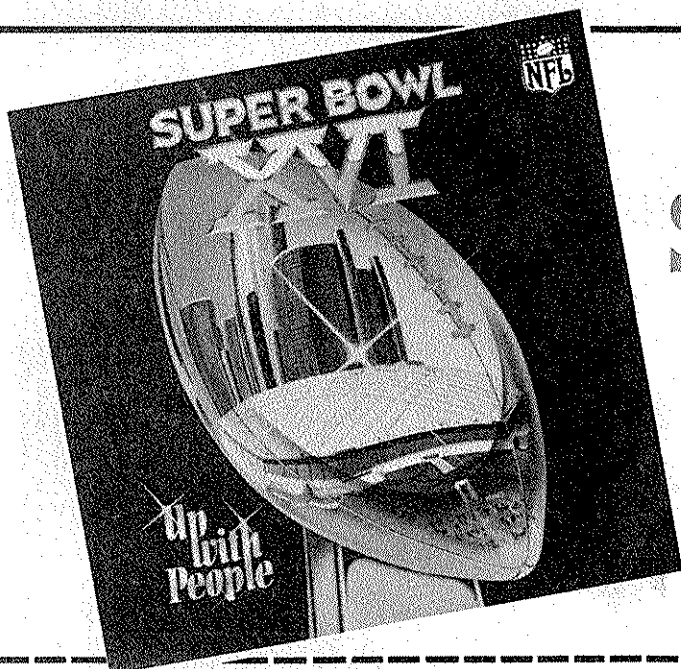
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