

MEMORANDUM

To: ALCON

From: Peter

Subject: MIT Physics Fundraising Catechism

Date: October 17, 2019

Fundraising Catechism¹. These are questions we should ask ourselves to inform our judgement surrounding a gift:

1. Explain the gift and the purpose of the gift using absolutely no jargon.
2. Does the stated intent of the gift align with MITs values?
3. Is there an unstated intent to this gift? Does it align with MITs values?
4. How well do I know the donor? How do the donors values align with MITs values?
5. What would having this gift enable? Are there things that accepting this gift would prevent?
6. What is the risk of not accepting this gift?
7. Where did the money (or other elements of the gift) come from?
8. Would I be embarrassed if anyone knew I played a role in bringing this gift to MIT? If so, why?

¹A catechism is a series of instructive questions one asks ones else. I have patterned these after Heilmeiers Catechism for funding DARPA projects <https://www.darpa.mil/work-with-us/heilmeier-catechism>