

THE UNION LEAGUE OF PHILADELPHIA

MEMBERSHIP NEWS AND INFORMATION

BANNER



A PLATINUM CLUB

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SPECIAL EDITION, JUNE 2012

VOTED *the*
number ONE

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City Club
in the

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MESSAGE *from* the PRESIDENT

Dear Fellow Members,

It is an honor and a privilege to serve as the 67TH President of THE UNION LEAGUE OF PHILADELPHIA in such exciting times. Not only are we celebrating our 150TH Anniversary, but the League has just been recognized as the *#1 City Club in the Country*. And we deserve it! There are so many people responsible for this remarkable achievement that I can't possibly name them all.

First and foremost, I must acknowledge our General Manager, Jeff McFadden. Jeff has surrounded himself with a level of professional staff that would make any club proud and I am thrilled that they are being recognized as the finest hospitality team in America. On behalf of the membership – we thank you!

The volunteer leadership of our Club is truly extraordinary, particularly the Past Presidents before me. It was your determination that got us through the many tough years when the League wasn't in the position we are today. You got us here – and much of the League's success is because of your efforts.

But it is the membership at large that makes the League such a great institution. Your diverse backgrounds and varied interests keep the League not just relevant, but exciting and vibrant.

Rankings come out every three years. In 2003, the League earned *Platinum* status for the first time in our history – in 2006 the League ranked 8TH and in 2009 we were ranked 5TH. Now, today, in this, our 150TH year, with a Club House nearing a 100% renovation, an incredible professional staff, a thriving membership and a wonderful future ahead – we are the *#1 Best City Club in the United States of America*.

In the pages ahead you will see a detailed look at the criteria and what it is that makes a club not only *Platinum*, but *#1*.

Share the League... where the past is honored, the present is enjoyed and the future is shaped.

A handwritten signature in cursive script that reads "Joan".

Joan Carter



A HISTORY *of* EXCELLENCE



Founded in 1862, THE UNION LEAGUE OF PHILADELPHIA is in a remarkable position as the *#1 City Club in the Country*. In this, our 150TH Anniversary, it is a time to reflect on the great history and traditions that have made the Union League not only successful, but relevant in modern times.

The League celebrates a long legacy of patriotism, education, social and business relationships and community outreach. We enjoy a diverse membership and professional staff who collectively define our Club as an Institution and a hallmark of excellence in Philadelphia and our extended community.

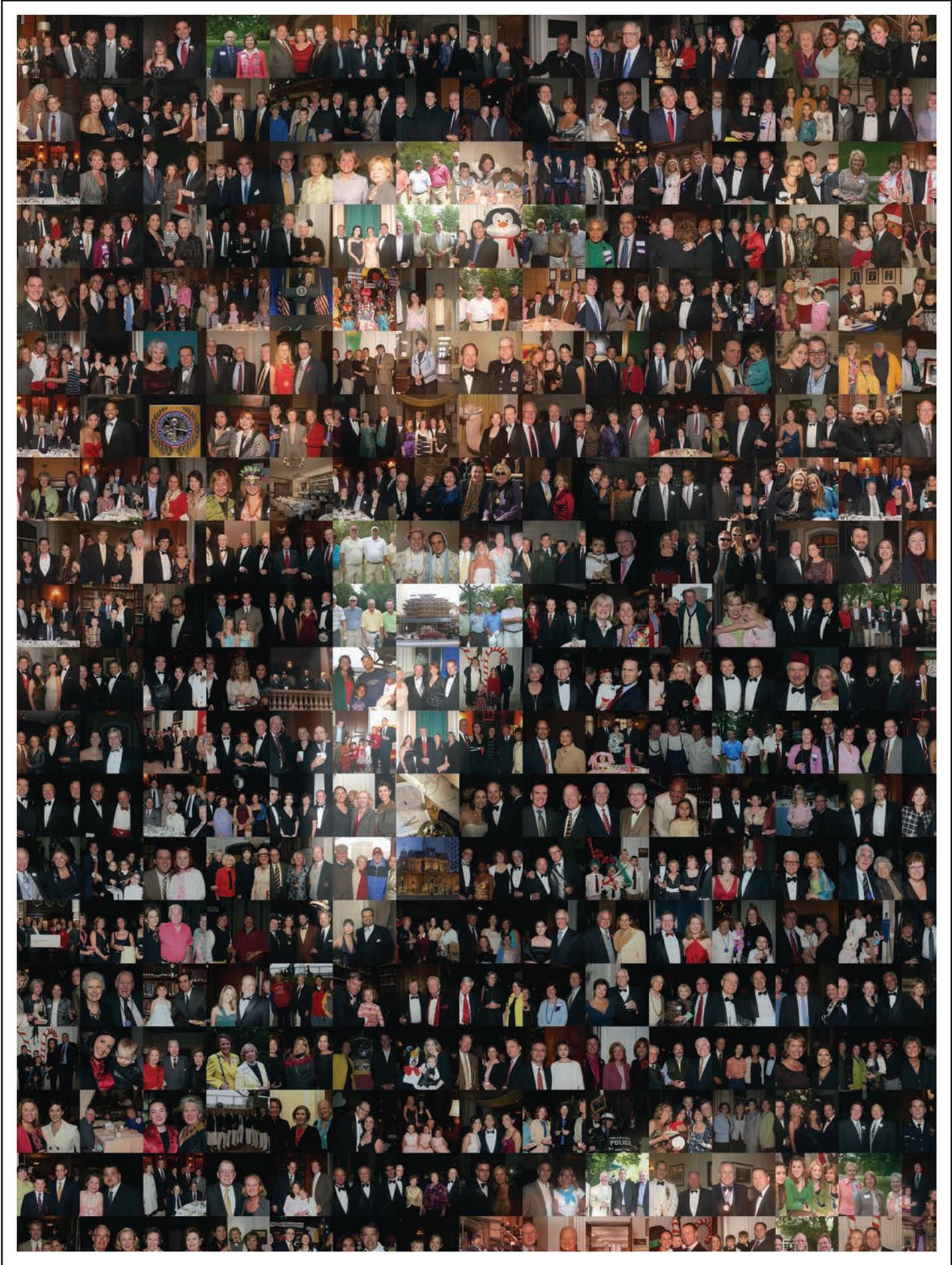
In 2003, THE UNION LEAGUE OF PHILADELPHIA, under the expert leadership

of General Manager Jeff McFadden and a dedicated volunteer leadership in our Past Presidents and Board of Directors, managed to break into the arena of *Platinum Clubs of America*. In the six significant years following, the League managed to quickly rise in the ranks – in 2006 the League was ranked 8TH in the Country, in 2009 ranked 5TH and in 2012 THE UNION LEAGUE OF PHILADELPHIA was named the *#1 City Club in the Country* – a truly humbling acknowledgement of the tireless effort of our staff and membership!

To move forward and to adapt to the changing times, we must truly have a deep understanding of our roots and our history. THE UNION LEAGUE OF PHILADELPHIA was founded in

1862 as a Patriotic Society to support the policies of Abraham Lincoln. It is this same reverence for our great nation that has continued to usher us into the 21ST century as a vibrant and vital part of our community. Our motto, *Love of Country Leads* is not just a motto, but something that is exuded in our regular activities and events – it is the core value of the League and of our members.

In our 150TH Anniversary we are privileged to enjoy a fully renovated Club House, a dedicated professional staff, a diverse and exceptional membership and a bright future. We are poised to learn from our history and to continue on the path of excellence while delivering five-star service.



QUALITY *of* MEMBERSHIP



Membership is in the vanguard of Philadelphia life, counting among our members many top leaders in business, academia, law, medicine, politics, religion and the arts. Our members gather to socialize, dine, network, attend events, exercise and relax in one of the city's most beautiful and historic settings. Members of THE UNION LEAGUE OF PHILADELPHIA are entitled to many exclusive privileges and opportunities and offered access to some of the most impressive local and national guest speakers.

As the *#1 City Club in the Country* it is without question that we have the finest members. With over 3,250 distinguished members the League is bustling and the buzz is contagious.

All committee and sub-committee seats are filled with members who actively participate in our policies and processes and are a major reason for the League's continued

success. A true sense of ownership and sincerity is apparent.

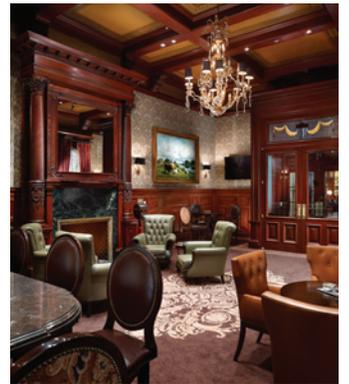
Approximately half of the membership belongs to at least one Club Table – a tradition dating back to 1863 where like minded members share meals and interests.

The membership exemplifies our motto, *Love of Country Leads* – they are engaged, involved and incredibly generous. Philanthropic efforts are at the forefront of membership activity. The best example of this is through the League's three Foundations: The Abraham Lincoln, The Youth Work and The Scholarship Foundations.

League members are exceedingly proud to be a part of THE UNION LEAGUE OF PHILADELPHIA. Many members share the privilege of membership by proposing friends, family and/or colleagues. Along with the great judgment of the current

members, the admissions process ensures that only the most qualified individuals are admitted as members. Candidates who become members understand the traditions and personify the values of the founders. They exemplify these qualities in their personal and professional relationships.

Each month approximately 24 new members join THE UNION LEAGUE OF PHILADELPHIA. Membership is on the rise and headed towards a waiting list. Currently there are 2,729 resident members (members who live and/or work within 50 miles of the League). The League's leadership has developed a working plan to include 3,000 resident members with a goal of establishing a waitlist by 2016. With 3,000 active members, available funds will increase for capital improvements by \$1.25 million annually and the League will be more financially secure and more private and exclusive than ever before.



Vision 2000
1997

Inn Rooms
1999

Midtown Garage
2001

First floor of
Broad Street and façade
2005

Administrative
Offices
2006

Inn Rooms
2007

1998
Fitness Center

2005
Business Center

2007
Grant Room

CONDITION *of* FACILITIES



Vision 2000 is nearing completion. Since its inception in 1997 the Master Planning Committee has inspected every area in the House needing attention, outlined a meticulous plan and one by one, checked-off each project. Now, nearly every area of the League House is complete. The main kitchen and Lincoln Hall are the next projects awaiting renovation. This last phase of construction has affectionately been known as *Completing the Vision*.

The guidance and direction of the Master Planning Committee was instrumental in staying on course and on budget – resulting in the finest facilities.

Private Dining events can be hosted in 14 exquisite rooms ranging in size. No matter what type of function, it is guaranteed to be one of a kind, featuring stellar service and fabulous food.

The Inn at the League's 84 hotel rooms offer an oasis in the hustle and bustle of the city with a prime location on the Avenue of the Arts.

The Sir John Templeton Heritage Center houses the impressive collections of the League and displays exhibits and archives in a permanent home.

Most recently, the Smoking Room opened to the delight of the majority of the members. All dining rooms and the rest of the House are completely smoke free. Cigar aficionados are now able to enjoy their favorite cigar in the comfort of the Club.

Many projects have made significant improvements, both financially and in function, but none have changed the face of the League quite like Founders and 1862 by Martin Hamann. This

single act was the final step in ensuring that the League offers the finest dining experience in the region. Executive Chef Martin Hamann and his team consistently deliver five-star cuisine in the ultimate dining venues. *Philadelphia Magazine* reviewed 1862 by Martin Hamann as, "the best restaurant even we can't get into." The exclusivity coupled with the experience leaves members and guests in awe and ready to quickly return for more.

With no stone unturned and no corner untouched the League House is beyond beautiful, it's breathtaking. The constant care and attention to the smallest details keeps the League looking fresh.

The League House is a haven providing refuge and relaxation for the membership. It is home away from home, where memories are made.

1862 by Martin Hamann
and Founders
2009

The Sir John Templeton
Heritage Center
2011

Main Kitchen,
Lincoln Hall
2013

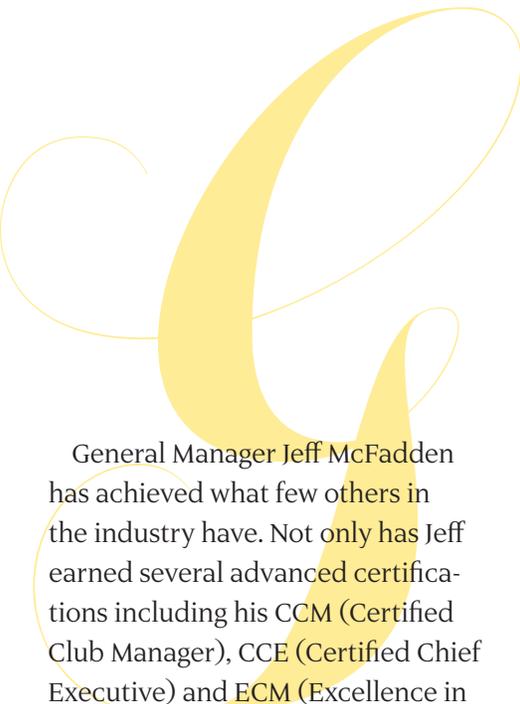
Third Floor Broad Street
2016

2011
Smoking Room

2015
Fitness Center



CALIBER *of* PROFESSIONAL STAFF

General Manager Jeff McFadden has achieved what few others in the industry have. Not only has Jeff earned several advanced certifications including his CCM (Certified Club Manager), CCE (Certified Chief Executive) and ECM (Excellence in Club Management), he was also just recognized with the 2011 *Club Manager Award for Excellence in Club Management*. Sponsored by the McMahon Group and *Club and Resort Business* magazine, this is a national award recognizing private club General Managers who exhibit outstanding skills in managing their club.

While this achievement is remarkable, Jeff is the first to turn the attention to his staff. Jeff regularly acknowledges that he has the very best staff in the Country and that none of the success would be

possible without the dedication and efforts of every employee.

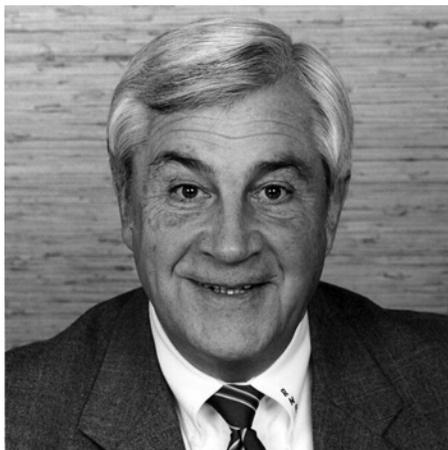
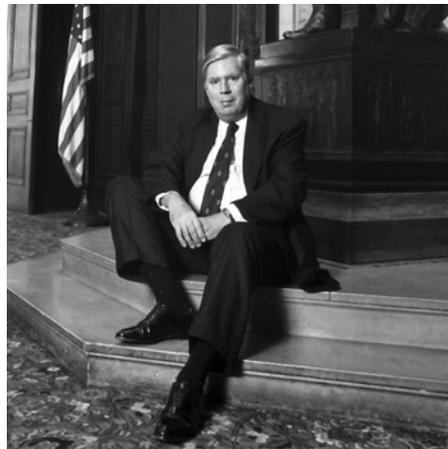
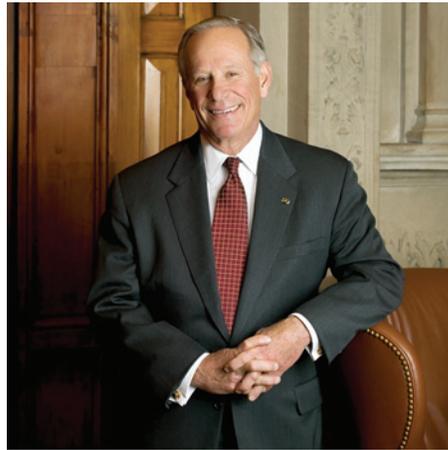
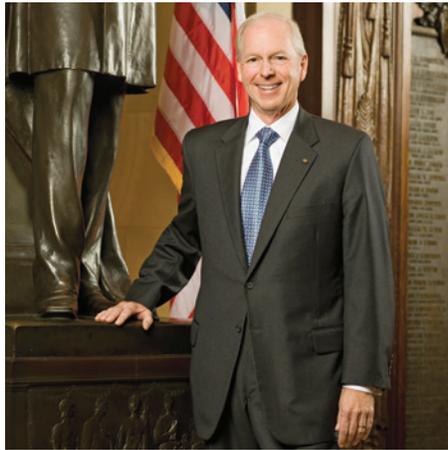
The average length of employment is 14 years. This is a true testament to the League's management. There are 298 employees who tirelessly work to ensure that the Club House is in pristine condition, that phone calls are answered immediately, follow up occurs with complete resolution within 24 hours and that the members have an experience that exceeds expectations, every time.

"Whatever it Takes - Make it Happen!" is the staff's motto. Every employee in every department takes great pride in their work and it shows. THE UNION LEAGUE OF PHILADELPHIA is a private members only club, but it's apparent that the employees have a great reverence for this historic

institution and regard it as more than a place of work. It is a home away from home among a second family.

The staff at the League has formed true and lasting friendships. There is a strong bond which makes working at the League a pleasure. The teamwork displayed is something unique to the League – employees often cross over into other roles and even departments to help whenever possible to guarantee that the job, whatever it might be, is not only done, but done very well.

Jeff leads his staff by example and trusts his team to make the right decisions. Jeff instills an important message in the staff, "The answer is yes. Now tell me the question." It is by this mantra that employees embrace every situation with a positive attitude and a desire to succeed.



ENLIGHTENED *and* CONSISTENT GOVERNANCE




In 1996, the League adopted a plan of renovation and improvement known as *Vision 2000*, with the goal of improving the League, eliminating fiscal short falls and growing the membership. Professional surveys were conducted of the membership which provided the starting point and the areas needing the most attention. The League's leadership then conducted master planning sessions to develop a strategy that put the League on the right path for growth while establishing firm financial ground for future generations. From this plan came consecutive years of increased membership and operational surplus along with the opening of the parking garage and the lowest member attrition rate in 25 years.

This strategy of surveying the membership and using the information to set the agenda for master planning has been in place since this time and has been the architect behind all of the League's improvements to

include: the overnight rooms, renovation of the first floor members' only space, creation of 1862 and *Founders* and *The Sir John Templeton Heritage Center*, along with the upcoming kitchen, ballroom and fitness projects. In addition, the growth and stability of our membership is stronger than ever with a 50% increase in members proposing new members.

Everything done at the League is now done with the master plan in mind. Each new President and their Board spend a great deal of time strategizing along with the General Manager on how to keep the League's mission: *To provide an environment for the preservation of the traditions supporting democracy, our Country's constitutional form of government and the free enterprise system as expressed in our motto, Love of Country Leads, and to promote and enhance the social interaction and camaraderie among the members by having world class quality programs, service and facilities*

which support the business, educational, charitable, social, recreational, cultural and civic needs of our members and their families.

One of the most noticeable traits among the League's leadership has been the consistent commitment of all the Presidents and their respective Boards to serve the League's interests above all else. The League has had 67 Presidents since its inception and in that time, each has adapted a steady approach, guiding the organization forward, proudly demonstrating the privilege of serving their fellow members.

Today, the League has evolved, and in doing so, has grown to be a dynamic full service club offering a plethora of amenities and services to the membership. This has only been possible with the full support and guidance of the League's leaders.

The UNION LEAGUE of PHILADELPHIA

MEMBERSHIP *as of* MAY 2012

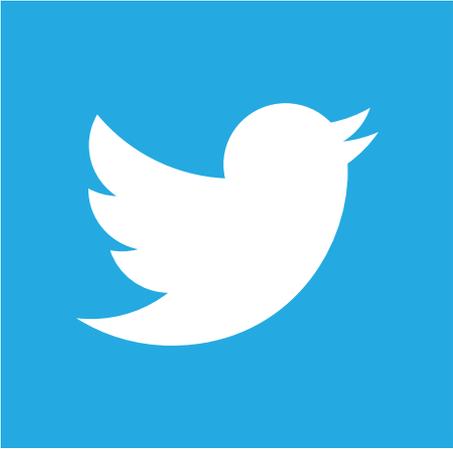
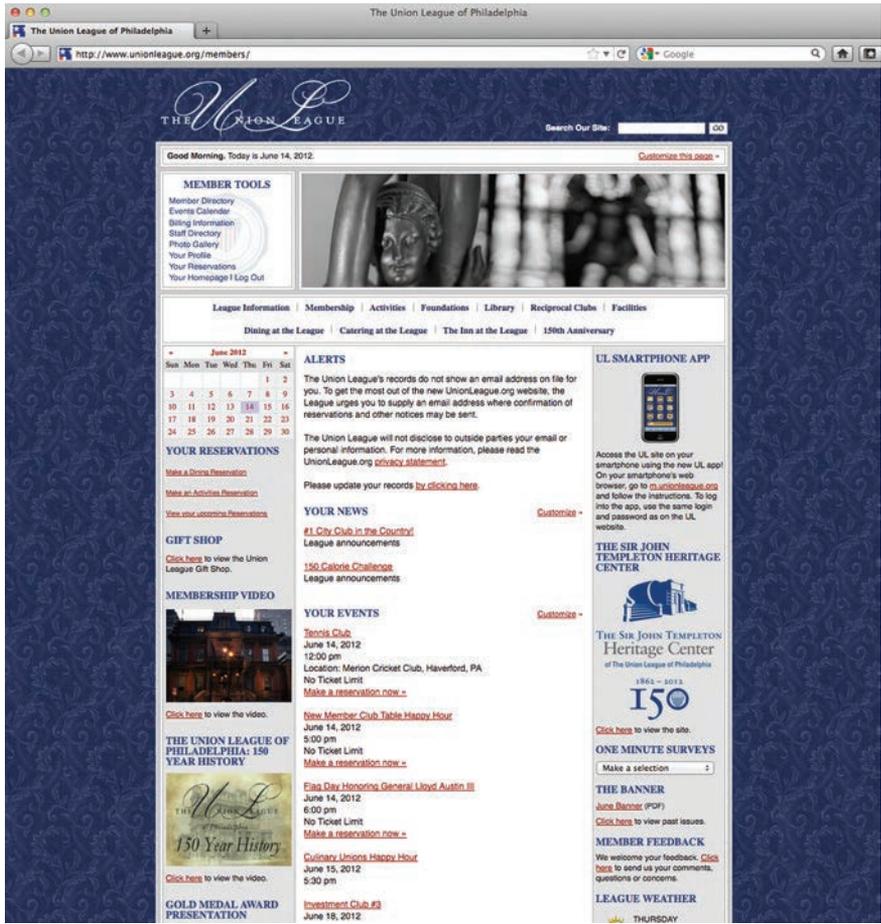


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ADAPTABLE *to* CHANGING TIMES




Ever on the cusp of technology, we aim to be the trendsetters in our industry. In addition to the official monthly magazine, the *Banner* (28 pages produced completely in house), and the website (www.unionleague.org), the League is the first private club to custom build and launch an App. While the world of Social Media is somewhat foreign to most private clubs, the League has ventured into using Twitter (@TheUnionLeague) and Pinterest (Union League Private Events) to convey quick, concise messages to our followers. We understand the importance of staying not only relevant, but ahead of the communication times.

The *Banner* is an oldie, but a goodie. The 28 page official magazine of the League showcases upcoming events and news items from every facet of the League. Members also enjoy a look back at previous events with pictures on the scene pages.

We are proud to offer our members a completely customized, interactive

website which offers the benefits of membership at the click of a button. Once logged in to the private side of the website the possibilities are virtually endless. Members are able to make reservations for dining and activities, update and manage their directory information and picture, shop in our online Concierge Gift Shop, send a letter of introduction to a reciprocal club, stay up to date with news and announcements and so much more. The website is constantly being developed and enhanced. Some of the latest and greatest improvements include the option to view other members who have reserved for events and the Inn at the League now offers an online room request form.

Members can have this same service at their fingertips on the go with the League's App which works across iPhone, Blackberry and Android.

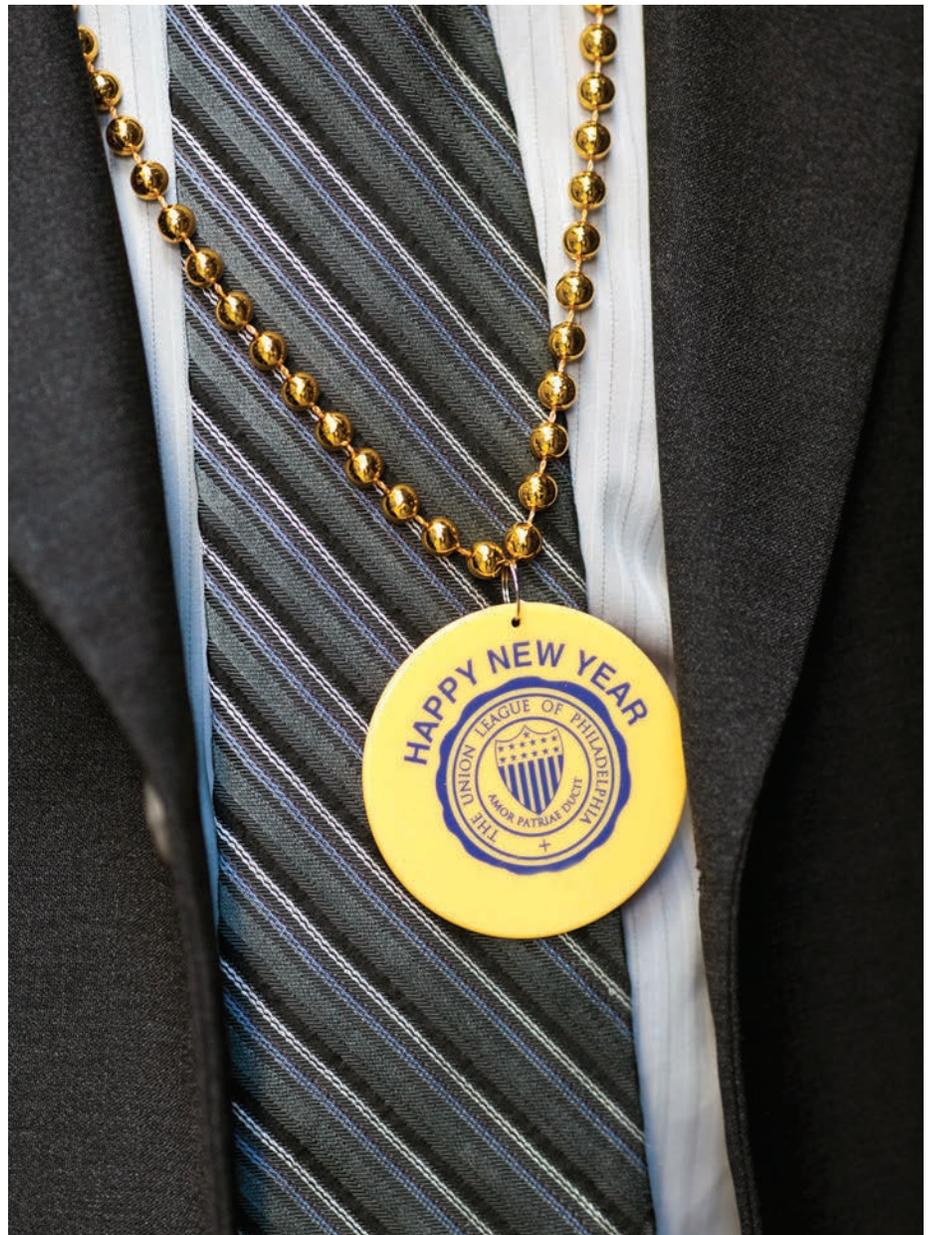
Following @TheUnionLeague ensures that members are up to date with the latest trending League news

and event details. Ticket information and specials are also regularly tweeted. Pinterest provides a pictorial view of the latest and greatest event styles.

Our new and improved member directory now offers members the option to individually customize preferred contact information and the option to provide a headshot. Getting to know fellow members has never been easier.

Additionally, our state of the art Business Center offers 16 individual work stations with a printer, copier and fax machine. Slated to open in the fall of 2012, additional business center space complete with conference rooms will be added to the third floor (old Accounting and Foundations Offices) to ensure that our members have the option to handle their professional obligations while visiting their home away from home.

The League is committed to ensuring exceptional communication.



MEMBER DEVOTION *to their* CLUB'S DISTINCTIVE CULTURE



League life is truly special. There are countless activities and events held each year for members and guests.

It is often said that it is impossible to participate in everything, but there is something for everyone.

Every event is important and handled with extreme care, but there are several annual events that stand out.

The *New Year's Day Open House* is the most traditional League celebration. Over 2,500 members and guests fill the League House every January 1 to celebrate the New Year in style. Members and guests strut their stuff at the annual Mummer's Day Parade while sipping the League's famous *Fish House Punch* and sampling delicious fare. This is always a festive affair and

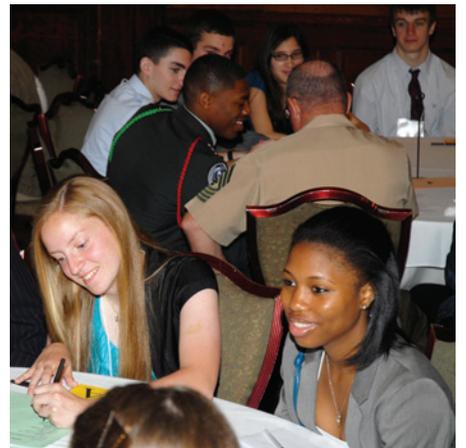
really sets the tone for a fantastic year full of family, friends and fun.

The most historic event is *Lincoln Day*. On or around February 12 (depending how the day falls), the League honors Abraham Lincoln and his legacy. From the portico, Lincoln himself delivers the Gettysburg address. Festivities continue with a parade led by Civil War re-enactors and fife and drum corps en route to Independence Hall to commemorate Lincoln's 1861 inaugural journey to Washington and his stop in Philadelphia. In addition to the grandeur, a *Lincoln Award* is presented to a deserving recipient. The *Lincoln Award* is presented to persons of distinction who, through their actions, have significantly contributed to the United States of America. The League

has honored 28 worthy individuals with this prestigious award.

Patriotism is one of the core values of the League – this is never more evident than on *Flag Day*. The Armed Services Council reminds all League members about honoring the League's motto, *Love of Country Leads*, while saluting our Country's Flag and the Army's birthday. Lincoln Hall is draped in red, white and blue and filled with men and women in uniform as a senior member of the military is recognized for his/her service to our Country.

It is events like these that make the League more than just a Club with events, but rather an Institution with a deep history and a commitment to tradition.



SPIRIT *of* GENEROSITY *in the* COMMUNITY



Since its founding in 1862, THE UNION LEAGUE OF PHILADELPHIA has been a civic leader in the city of Philadelphia. Over the past 150 years, this service has ranged from raising troops during the Civil War and lobbying for enforcement of the “freedom” amendments during Reconstruction, to feeding the hungry during the Great Depression, to finding jobs for returning veterans after World War II. The Foundations of the Union League, Youth Work, Scholarship and Abraham Lincoln, carry on this legacy of civic and charitable activity.

Members support these charities through voluntary contributions and by volunteering in a variety of programs that enable the Foundations to carry on these missions. Each year,

hundreds of members assist with historic tours of the League House, acting as facilitators for educational programs and interviewing scholarship applicants. In 2011, the Foundations concluded a successful capital campaign which raised over \$10 million for the construction of The Sir John Templeton Heritage Center, and for the endowment and operations of these charities. Nearly all of this support was made possible through the generosity of the members of the League.

In order to spread the messages of the Foundations and to share the unique history of the League, there are many events and activities planned each year including: Youth Work Day, Scholarship Awards Dinner and the Golf Classic. Proceeds from many

League events, either in whole or in part, are donated to the Foundations.

Each February, the League opens its doors to the public for an Open House - everyone is welcome and the dress code is forgiven for this special occasion. Docents lead historical tours and answer questions about the storied halls, those who have walked them and the many events and activities that take place each year.

Additionally, The Sir John Templeton Heritage Center offers times each week when non-League members are invited to come in and to experience the history. Students and researchers, by appointment, are also welcome to browse the impressive collections.

“It is the responsibility of the Finance Committee to be ‘good stewards’ of our members’ dollars.”

Thomas J. Lynch
Past President
2000, 2001

“One of the most rewarding projects undertaken during my tenure was the development of 1862 and Founders which were funded with cash flow from operations without incurring any new debt.”

Jim Hamlet,
Vice President, Finance
2009, 2010

“Managing the League’s finances is mostly about balancing both the short-term and long-term needs of our Club. Balancing these needs is relatively easy, because the ‘roadmap’ that was developed by the strategic planning committees over the last 10 years has allowed the finance committee, its subcommittees, and our management team to develop and execute a solid financial plan.”

Robert Ciaruffoli
Vice President, Finance
2011, Current



PRUDENT FISCAL MANAGEMENT



Responsible fiscal management has been a keystone in the success of the League and a major part of the master plan. If the master plan is the platform from which all changes and improvements are decided, the Board's management of the budget and all resources is the supporting structure holding it in place.

In the past 12 years, the League has experienced continuous and positive growth, both in our membership and in our financial standing. This progress can be attributed to the determination of each President and their respective Boards to make membership growth and financial stability two of their most important priorities.

General Manager Jeff McFadden has trained all of the Executive Managers how to construct and

watch over their budgets. In addition to managing the numbers, each manager has been given the tools to develop the budgets from the ground up and to reforecast those numbers each month. Financial responsibility is everyone's job and it is something that is taken very seriously.

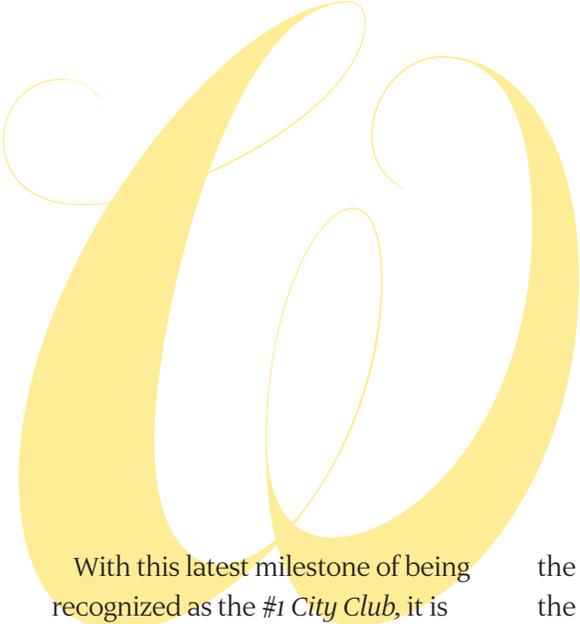
In 2002, the Board created the Board Designated Fund which was set up in case of a "rainy day." The goal is to grow this fund and to use the interest to offset and pay for capital improvements. When this began in 2002, the fund had \$500,000, and today it totals \$4.2 million. Prior to this, there was no real "savings account" for the League. The Board Designated Fund is funded from 100% of Life membership dues and 25% of all Entrance Fees. This was a wise step that will have far reaching benefits for generations to come.

The League has made \$62 million in capital improvements to the League House over the past 15 years starting with the expansion and upgrade to the overnight rooms and culminating in the last phases of the master plan to include the kitchen/ballroom and the fitness center. These capital projects were funded two-thirds through operational surplus and one-third through member assessment.

Due to the excellent fiscal management employed by the League's leadership, these changes and improvements became, and continue to become, a reality. The League is prepared to not only meet the needs of the membership today, but to also be ready for the members of the future.



UNIVERSAL ACKNOWLEDGEMENT *of* GREATNESS

With this latest milestone of being recognized as the #1 *City Club*, it is now more apparent than ever before that the League truly is the preeminent Club in the United States of America.

So many facets of League life contribute to the overall success. There are 10 criteria that make a club Platinum – each one equally important. There are 298 employees in 17 departments, 3,250 members with 21 serving on the Board of Directors, three distinct restaurants boasting exceptional cuisine, 14 unique private dining rooms, a 25,000 volume library, a fitness center, a business center, 84 beautifully appointed hotel rooms and countless amenities. This is a case where the whole is truly greater than

the sum of its parts – each a spoke in the wheel of success.

THE UNION LEAGUE OF PHILADELPHIA is one of the oldest and grandest buildings in Philadelphia, and certainly one of the most recognizable. The League's incredible façade stands out among the skyscrapers and office buildings. It is a focal point of history and beauty and one that gets better with age.

This is a celebratory time in the League's history and a time to be thankful. From its founding in 1862 right up to the present, the Union League and its members have always understood in order to live up to the motto, *Love of Country Leads*, the Union League must be more than a great club,

it must be a civic leader. In 150 years as a private club, the League has been a part of every war and crisis, enjoyed many events and activities with remarkable speakers and guests, contributed significantly to the community and enjoyed noteworthy achievements.

There is an unwavering commitment to continued growth and a determination to continue to exceed even the highest expectations.

The League is humbled and promises to be ever mindful of the values and sacred traditions while still trailblazing.

Jonas Salk once said, "The reward for work well done is the opportunity to do more." And much more shall be done.

NOTE *from* JEFF McFADDEN



Dear League Members and Staff,

Congratulations to everyone!

Together we have rebuilt the League into the *Best City Club* in America! Now it's time to build our LEGACY!

With this accomplishment comes a new beginning and the bar has been set high. We have to continue to perform at our very best. We must act and behave as the number *#1 City Club in America* ALL THE TIME! Expectations will be high, our member service has to be higher!

Constant improvement has to come naturally. Member and guest experiences must always be ranked *#1* – in every interaction.

We also have to continue to operate with an eye on the bottom line to improve surplus and mitigate losses so we can continue to invest in our staff as well as our facilities. We must continue to be good stewards of our members' resources. I will continue to employ the very best staff knowing that the best staff will take exceptional care of our members.

Membership is continuing to grow – both in quantity and in quality. I am overwhelmed with the caliber of new members proposed to the Union League and so grateful that our members introduce their friends, family and colleagues to their home away from home – the ultimate compliment that the League truly is the best.

The League House is nearly completely renovated. The main kitchen and Lincoln Hall will be complete in the summer of 2013 and the Fitness Center and the third floor of Broad Street will be finished in 2015 and 2016 respectively.

I look forward to the challenges ahead and to enhancing our status as the *#1 City Club in the Country*.

All the best,

Jeffrey P. McFadden, CCM, CCE, ECM

A y m a n
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 Mukta Ahmed • Rhonda
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