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Getting to know you

Lucy Dadd '04 builds relationships in support of Annual Fund

The world of institutional development work, Lucy Dadd notes, is less about the dollars and more about a sense of connection.

It's a lesson that Dadd, a 2004 graduate of UB Law, has taken to heart in her new role as assistant director of development for the Law School and the person primarily responsible for Annual Fund giving. "I have fond memories of my time here and know I received a great education," she says. "I'm excited to be back here and working with people who care so much about the Law School."

Building and maintaining relationships with the alumni – and one of the distinguishing features of UB Law is a large and fiercely loyal alumni base – is key to growing the support necessary to move the school forward. "Every gift counts," Dadd emphasizes. "That's why we're getting information out to our alumni about the importance of the Law School and its need for support to keep things running smoothly and to improve."

Working with lawyers is nothing new to Dadd, who grew up in a legal family in small-town Attica. Her brother is also an attorney, her father is a judge, and her mother is a general-practice lawyer with whom Dadd partnered in the family law firm for four years. Dadd also served with the office of the Livingston County conflict defender, in Geneseo, representing indigent defendants in family and criminal court matters, and with the Law Office of J. Michael Hayes in Buffalo, working with personal injury plaintiffs.

As she thought about the next chapter of her career, she was drawn to the idea of using her advocacy skills in a broader context, and a positive one, to advance the cause of the Law School. Working with the Annual Fund, she says, is a way to "use my skills to advocate for the Law School, and to work with a lot of smart people toward a common goal. It just



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The Annual Fund is one of the most important avenues of private support for the Law School, which has experienced diminishing state funding and increasingly relies on private contributions to fulfill its mission. It has grown to the point where alumni and friends of the School now contribute more than \$1 million each year toward the School's operating budget, and Dadd hopes to continue to build on that success. The Annual Fund is, she points out, the development vehicle that sees the highest numbers of alumni partici-

pating, many of them at the invitation of student callers who make solicitation phone calls year-round. Dadd will also be responsible for mailings at the start of the new academic year and at New Year's, inviting alumni participation in the Annual Fund giving campaign.

Her experience as a UB Law student, Dadd says, is what drives her to continue to stay involved in the School's fortunes. "I know I got a great education here," she says. "I had some excellent professors and courses. The professors always seemed to be working for the students and looking out for our best interests. They do a very good job with it."

As well, she says, the School plays an important role in the legal community, especially in Western New York. "UB Law School is highly respected in the area," Dadd says. "We have that camaraderie, and that's the basis of a lot of conversations. People like to know you can get a good education and not come out with an enormous debt load."

That high standard – excellence in education, and a good return on investment – persists, but only with continued alumni support. Asked how alumni can help the school's development efforts, Dadd noted that all alumni are encouraged to support the school in any way that they can and feel comfortable. Alumni are asked to lead the Annual Fund by acting as chairpersons; they are invited to attend certain events such as the leadership letter signing event, at which they write notes to their fellow graduates and encourage them to get involved and support the school financially; or get involved in numerous alumni fellowship and continuing legal education events. The hope, she says, is that all alumni will "want to support the school that gave them the opportunity for a successful career."

Lucy Dadd, whose office is in Room 409 of O'Brian Hall, can be reached at (716) 645-2113 or ladadd@buffalo.edu.