

Jazzy Jay Jefferson

CONFIDENTIAL Solicitation Profile
Prepared for Juliana University

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Prepared by:


Capacity Ratings

Rating	Range	Description
Major Gift Capacity	\$1 million - \$2 million	Stretch gift over five years
Annual Gift Capacity	\$30,000 - \$70,000	Gift in one year
Planned Giving Capacity	\$3 million - \$5 million	Estate or structured gift from assets

These ratings are strictly based on wealth indicators and not on affinity or inclination. Capacity ratings suggest ability to give without considering unknown liabilities and are NOT solicitation amounts. Capacity ratings are designed to inform solicitation strategy.

Wealth Stats

Largest Gift:	\$250,000*
Real Estate:	\$5.7 million
Income Estimation:	>\$250,000
Stockholdings:	\$4.2 million
Other Assets:	\$800,000-\$1 million



*Grant made by his family foundation.

Summary

Jazzy Jay Jefferson and his wife, Janet, live in five-bedroom condo in Miami Beach and are 67 and 66 years of age, respectively. They have two grown children, Jonathan and Julia, who have both joined Mr. Jefferson's company, Jazzy Jay Jefferson Advisors.

Mr. Jefferson served in the U.S. Army for three years after graduating with a B.S. in marketing from Juliana University in 1963. He worked in the financial field until he founded his company, Jazzy Jay Jefferson Advisors in 1978. The company's services include account management, research and consulting, and public closed-end fund management. Mr. Jefferson opened The Jefferson Central Europe Fund in 1992, a closed-end fund seeking to earn long-term capital appreciation from investments in central Europe. He is in the process of registering another closed-end fund, The Czech Fund, which will investment in the Czech Republic. Mr. Jefferson established Jazzy Jay Jefferson & Co. as a broker-dealer to the firm.

Mr. Jefferson is frequently referred to in articles and appears on radio and television as a guest expert. He has written five books and his company publishes a monthly subscription newsletter. He is paid fixed quarterly compensation by his company and receives no compensation from the Jefferson Central Europe Fund. His company is small, and currently operates one small fund (assets of \$20.5 million). However, the changing political climate in central Europe may provide significant opportunities for his current and pending funds.

Mr. Jefferson is active in the community. He is a director of the Financial Literacy Foundation and advisory board member of the Miami University School of Business Administration. He and his wife have been loyal donors to their children's alma mater, Johns Hopkins University. Mr.

Jefferson is chair of the Jefferson Family Foundation, founded by his parents. In calendar year 2007, the foundation had assets of \$5.3 million and total giving of \$747,000. The University of Florida has a Jazzy Jay Jefferson School of Business and the University of Miami, School of Business has a Jazzy Jay Jefferson Scholarship Fund.

Mr. and Mrs. Jefferson own three properties in Florida with a combined estimated market value of \$5.7 million. Mr. Jefferson's stockholdings, if still held, would be worth \$4.2 million. Mr. Jefferson was also mentioned in a Business Week blurb in 1998 as owning a Corvette and two small boats. His income is unknown, but is likely to be greater than \$250,000.

Based on assets, occupation, and giving history, Mr. and Mrs. Jefferson have been assigned a capacity rating of \$1 to \$2 million.

Applicable Donor Study Findings

Mr. and Mrs. Jefferson have assets of greater than \$10 million, not including company ownership and foundation assets, and are considered a high net worth household.

According to the 2008 Bank of America Study of High Net Worth Philanthropy conducted by the Center on Philanthropy at Indiana University:

- High net worth households are more likely to support education and education is more likely to receive their largest gifts.
- Based on data between 2005 and 2007, the more high net worth individuals volunteer, the more they give. Even high net worth individuals who volunteered infrequently gave more than those who were not volunteers.
- More than 60% of wealthy donors actively involve their children in philanthropy and 95.9% instruct their children about philanthropy and the value of giving.

According to another study conducted by the Center on Philanthropy at Indiana University, An Analysis of Million Dollar Gifts: January 2000-September 2007:

- Donors with "self-made" wealth account for the highest share of both the number of gifts made and total dollars given.
- Entrepreneurs gave 42% of dollars of all million dollar gifts from 2000 to 2007. Only real estate wealth (17%) and investment wealth (15%) came close.

According to a study on Causes and Correlates of Charitable Giving in Estate Planning conducted by Russell N. James III, J.D., Ph.D., Assistant Professor at the University of Georgia and published in 2008:

- Wealth is not an indicator for planned giving. The absence of children, a graduate degree, annual gifts of \$500 or more and volunteering, respectively, are top indicators for planned giving.

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Relationship with Juliana University

Mr. and Mrs. Jefferson are alumnae and donors. They hosted an alumni event at their Miami penthouse in March of 1999. The Jefferson Family Foundation made two gifts to the university from 1991 to 1992, totaling \$254,000.

Biographical

Home address	15 Flowering Lane, Unit #4001, Miami Beach, FL 33139
Home phone	(305) 222-3333
Children	<p>Jonathan Jefferson</p> <ul style="list-style-type: none">• Fluent in Japanese• B.A. in Economics and Mathematics from Johns Hopkins University (1997) and an M.B.A. from the University of Pennsylvania, Wharton School of Business (1999)• Joined Jazzy Jay Jefferson Advisors Inc. as Head of Strategies in April, 2005 at the age of 30 years• Previously a currency-derivatives trader for Goldman Sachs in Singapore and Sydney, Australia <p>Julia Jefferson</p> <ul style="list-style-type: none">• Julia Jefferson is a member of the Asian research team for Jazzy Jay Jefferson Advisors. She spent two years on the Japanese equity desk at J.P. Morgan and is a graduate of the Wharton Executive Program at Singapore Management University.• She received a B.S. from Johns Hopkins University and an M.A. in East Asian Studies, Stanford University (2003)• She is a graduate of Growing Giggles Hall (1994), a boarding school in Hartford, CT; made an annual fund gift in 2005
Marriage	Jazzy and Janet were married in 1969.

Jazzy Jay Jefferson

Date of birth	6/10/1942
Political affiliation	Republican
Religious affiliation	Not found
Parents	Jackson J. Jefferson and Jill (Johnson) Jefferson
Siblings	Not found
Interests/Hobbies	Not found
Education	<ul style="list-style-type: none">• BS in Marketing, Juliana University, 1963• NASD Series 7 and 24 certifications
Honors/Awards	<ul style="list-style-type: none">• Golden Key Award, the United Way of Southern Florida, 1995• United Way of Miami Community Service Award, 2000

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Janet Jefferson

Date of birth	9/24/1943
Political affiliation	Republican
Religious affiliation	Not found
Parents	Not found
Siblings	Not found
Interests/Hobbies	Chess
Education	BS, Juliana University, 1964
Honors/Awards	Not found

Community Involvement

Organization Affiliations

Organization	Position	Service
<u>Jazzy:</u>		
Financial Literacy Foundation	Director	Present
Miami University School of Business Administration	Advisory Board Member	1996-Present
Miami Youth Council	Chair of the Board of Directors	Past
United Way of Southern Florida	Campaign Chair	1997
<u>Janet:</u>		
Activities School Partnership	President	Present

Foundations

Jefferson Family Foundation

1700 Broadway, Suite 1100, Miami Beach FL

- The Foundation was incorporated in 1948 in Florida with donations from Mr. Jefferson's parents, Jackson and Jill Jefferson. Jackson Jefferson, a former oil executive, served as a director of United Banks of Florida and was vice-president of the foundation until 1976. Jill Jefferson was president of the foundation until her death in 1978. An active philanthropist, she received several awards for her work with Florida's juvenile courts. (Source: The Foundation Center Online)

Officers and Directors

- Jazzy Jay Jefferson, Chair; Julia Jefferson, Vice-Chair and Treasurer; Jonathon Jefferson, President; Bryan Smucker, V.P. and Program Officer

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Year ended 12/31/2007:

Total Assets \$5.3 million
 Total Giving \$747,000
 Largest Gift \$250,000 to Johns Hopkins University

All grants made (year ended 2007)

Amount	Organization	State
\$250,000	Johns Hopkins University	MD
\$200,000	University of Florida	FL
\$150,000	Financial Literacy Foundation	FL
\$100,000	Miami University School of Business Administration	FL
\$40,000	United Way of Southern Florida	FL
\$5,000	Miami Youth Council	FL
\$1,000	Feed the Hungry	FL
\$1,000	Affordable Housing Project	FL

Philanthropic Giving History

Note: Giving history reflects only those gifts made public by the nonprofit organization.

Giving Range	Year	Gift Type	Recipient	Contributor
Unknown	2007	Annual	Johns Hopkins University	Jazzy J. Jefferson
\$5,000- \$9,999	2006	Annual	Financial Literacy Foundation	Jazzy J. Jefferson
Unknown	2006	Cumulative Giving	Johns Hopkins University	Mr. & Mrs. Jazzy J. Jefferson
Unknown	2005	Cumulative Giving	Johns Hopkins University	Mr. & Mrs. Jazzy J. Jefferson
Unknown	2005	Memorial	Miami Youth Council	Mr. & Mrs. Jazzy J. Jefferson
\$500-\$999	2003	Annual	Miami University	Mr. & Mrs. Jazzy J. Jefferson

Of Note:

- The University of Florida has a Jazzy Jay Jefferson School of Business.
- The University of Miami, School of Business has a Jazzy Jay Jefferson Scholarship Fund

Political Contributions

Jazzy Jay		Janet	
Amount	Year	Amount	Year
\$1,700	2006	None found	
\$2,500	2004		
\$2,000	2003		
\$3,000	1994-2002		

Occupational History

Current Employment

Jazzy Jay Jefferson Advisors Inc.

PO Box 23456, Miami, FL 33116; (305) 222-3333; www.jefferson.com

Mr. Jefferson is Founder, Chairman and President of Jazzy Jay Jefferson Advisors Inc., which he incorporated in Florida in 1978. It is an investment advisory firm specializing in the field of closed-end funds. The firm and its affiliated stock brokerage firm offer clients services related to account management and research. Mr. Jefferson's two children are also employed by the firm. Julia Jefferson is a member of the Asian research team and Jonathan Jefferson joined the firm as Head of Strategies in 2005.

Different from mutual funds, closed-end funds do not continuously offer their shares for sale. Instead they sell a fixed number of shares in an initial public offering, after which the shares typically trade on a secondary market, such as the New York Stock Exchange or the Nasdaq Stock Market. Also, once an investor purchases shares from the fund, the closed-end fund is not required to buy the investor's shares back. Closed-end funds are permitted to invest in a greater amount of "illiquid" securities than are mutual funds. Because of this feature, funds that seek to invest in markets where the securities tend to be more illiquid are typically organized as closed-end funds. (Source: Securities and Exchange Commission)

The firm has five Managed Portfolio programs, which finished the first quarter of 2008 just off a record high at \$4,123,456, representing a gain of 1.2% for the quarter. (Source: The Investor's Guide to Closed-end Funds, May 2008) According to fund documents, Mr. Jefferson receives fixed quarterly compensation from the company, which is likely to be greater than \$250,000.

Jazzy Jay Jefferson & Co.

The Herzfeld Building, P.O. Box 161465, Miami FL 33116

Mr. Jefferson is President and Chairman of this broker-dealer serving the Herzfeld funds, which was incorporated in Florida in 1979.

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The Jefferson Central Europe Fund (NASDAQ: CEURO)

P.O. Box 123456, Miami, FL 33116; (305) 222-3000

Mr. Jefferson is Founder, Chairman and President of this Fund. The Fund was incorporated in Florida in 1990. According to documents filed with the Securities and Exchange Commission, Mr. Jefferson has been a director of the Fund since 1992 and receives \$0 compensation from the Fund.

The Jefferson Central Europe Fund's investment objective is long-term capital appreciation. The Fund invests in issuers that are likely to benefit from economic, political, structural and technological developments in the countries in Central Europe. (Source: the Fund's Annual Report, 06-30-2008) The Fund's last trading price on 6/30/2009 was \$5.95 and it delivered an annual dividend of \$0.21 in 2008. There are 3.7 million shares trading and assets as of 6/30/2009 were \$20.5 million. The 52-week high/low share values are \$7.03/\$5.62.

The Czech Fund Inc.

The Jefferson Building, P.O. Box 123456, Miami FL 33116

As of fiscal year ending 06/30/2008, the Fund had not commenced business. The Fund is a non-diversified, closed-end management investment company. The Fund's investment objective is to seek maximum total return by investing in securities of issuers and companies that are likely to benefit from political, legal and economic developments in the Czech Republic. The Fund's investment adviser is Jefferson/Czech, a division of Jazzy Jay Jefferson Advisors, Inc. (Source: 01/12/07 SEC registration statement)

Past Employment

<i>Dates</i>	<i>Position and Company</i>
1976-1978	Executive Vice President & Director, Habib Rosen & Co.
1964-1976	Vice President, Sartorius & Co.
1962-1963	Officer, United States Army

Occupational Affiliations

<i>Company</i>	<i>Position</i>	<i>Service</i>
AMC Bank of Chicago	Director	Present
Association of Closed-End Funds	President	Present

Publications

- *The Investor's Guide to Central Europe*, a monthly subscription publication of Jazzy Jay Jefferson Advisors, Inc.
- Jefferson, Jazzy J. *High-return, low-risk investment: Combining market timing and stock selection*. Mistletoe Publishing, 1980
- Jefferson, Jazzy J. (author) and Gidget, Galia L. (editor) *The Jazzy Jay Jefferson 1996/1997 Encyclopedia of Central European Funds*. Jazzy Jay Jefferson Advisors, Incorporated, 1998
- Jefferson, Jazzy J., Dewey, Robert F. *High-Return, Low-Risk Investment: Using Stock Selection and Market Timing*. McGraw-Hill, 1994
- Jefferson, Jazzy J. *Jefferson's Guide to Central European Funds*. McGraw-Hill, 1993
- Jefferson, Jazzy J. *Investor's Guide to Central Europe Funds*. McGraw-Hill Education, 1977

Assets

Stock Ownership

Note: Prospects usually appear in SEC filings under two circumstances: when they own 10% or more of a company's stock and/or they serve as a Director or officer of the company. A prospect may have a much larger portfolio of stock holdings even though s/he doesn't meet the 10% or director status criteria to be reported in public SEC filings.

<i>Company</i>	<i>Ownership</i>	<i>Shares (as of)</i>	<i>Value (as of 10/16/08)</i>
AMC Bank of Chicago (NYSE:AMC)	Direct	60,580 (12/1/06)	\$4,004,338
The Jefferson Central Europe Fund (NASDAQ: CEURO)	Direct	17,124 (9/19/07)	\$191,446
Total			\$4,195,784

Of Note:

Mr. Jefferson sold 6,345 shares in November and 5,654 shares in December of 2006 of AMC Bank of Chicago, for which he received \$558,588.

Current Real Estate Holdings

15 Flowering Lane 4001, Miami Beach FL 33139

- Dade County condominium; 5-bed, 5-bath, 4503 sq ft interior
- Owned by Jazzy Jay and Janet Jefferson
- Purchased in 1996 for \$1,595,000 in cash
- 2009 estimated market value is \$3.7 million

12345 SW 97th Lane, Miami FL 33176

- Dade County single-family residence; 5-bed, 6-bath, 5,000 sq ft interior
- Owned by Jazzy Jay and Janet Jefferson
- Mortgage recorded in 1992 for \$40,000
- 2009 estimated market value is \$1.1 million

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54321 SW 95th Ave, Miami FL 33176

- Dade county single-family residence; 4,950 sq ft interior
- Owned by Jazzy Jay and Janet Jefferson
- Purchased in 1986 for \$265,000
- 2009 estimated market value is \$900,000

Past Real Estate Holdings

53321 NW 93rd Ave, Miami FL 33176

- SOLD by Jazzy Jay and Janet Jefferson in 1985 for \$350,000

Other Wealth Indicators (Other property such as boats and planes, collections, etc.)

According to *Business Week Online* (03/10/2001), Mr. Jefferson owns a bright green 1976 Corvette, which is likely to be worth between \$5,000 and \$10,000, and two boats. The 30-foot *Lumpy* appears to have been sold. The 1979, 80-foot yacht named *Planet Janet* manufactured by the Burger Boat Company is likely to be worth between \$800,000 and \$1 million. The cost to maintain a yacht like this might be from \$55,000 to \$70,000 with expenses such as insurance and any dockage fees or crew costs would additional.

Quotes

Shannon, Joyce "When it comes to chess, Jennings' king of the castle" *Miami Jewish Times*, 5/22/2007 retrieved from www.highbeam.com on x/xx/2009

Janet Jefferson, president of Activities School Partnership, said she is happy to be able to contribute time and money so that schools can have competitive chess programs. "Helping those in need is very much a Jewish value," said Jefferson, who played chess herself as a child.

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