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Dear Brothers,

First and foremost, I want to express a sincere thank you for the tremendous work you do in engaging with and supporting Salisbury School. Your efforts to stay in touch with your classmates, and to encourage them to stay in touch with the School as a result, are seen, valued, and imperative to the Sarum Brotherhood's vitality. The Salisbury community is stronger today and more connected because of your outreach and efforts. We simply couldn’t be as successful without your continued partnership and loyalty.

This Alumni Volunteer Council Handbook has been created to help you stay current with Hilltop Happenings and to serve as a resource and knowledge base to support your connections with fellow alumni. Providing some guidance on how best to carry through the expectations of the role of Leadership and Class Agents, we want to make it easier for you to engage with your classmates and further your already deep connections to Salisbury. The Alumni & Development team is here to help you in any way we can. Please do not hesitate to reach out to us directly with questions or updates on your progress with engagement this year. I look forward to hearing from you!

Loyalty & Honor,

Chris Brislin '96
Director of Alumni Giving
The Board of Trustees at Salisbury School is the School's governing body. Trustees serve a four-year term and are responsible for the stewardship of the School. They guide the strategic, long term vision of Salisbury, contribute financial resources and encourage others to help support Salisbury through their philanthropy.

2021-2022 Board of Trustees

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Lisa Callahan P’04, ’08, ’09, Vice-Chair
David Leavy ’88, Vice-Chair
James P. Townsend P’10, Secretary
Campbell Langdon ’79, Treasurer
Robert P. Zabel ’85, Vice-Treasurer
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Timothy Rees ’02
Whitney Robinson ’01
J. Wood Rutter ’98 (Hon.)
Marita K. Wong P’15

*ex-officio

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Amanda D. Rutledge P ’80, ’84
J. Anton Schiffenhaus ’48
Michael S. Sylvester ’59, P’85
Anthony C. Woodruff ’01 (Hon.) P’89
Administration

Robert D. Wynne P'19
Acting Head of School

Peter Gilbert P'18, '20
Assistant Head of School for Institutional Advancement

Jonathan Siff
Dean of Faculty

Sarah Mulrooney
Dean of Academic Life

Josephine Leary
Chief Financial Officer

Shana Stalker
Director of Communications and Marketing

Andrew Will
Dean of School

Bill Warder
Director of Admissions

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Electra Webb Tortorella
Director of Leadership and Planned Giving
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etortorella@salisburyschool.org
MISSION
Salisbury School instills in boys a vibrant enthusiasm for learning and the self-confidence needed for intellectual, physical, moral, and spiritual development. Built on essential core values, the School’s unique culture promotes Brotherhood, creativity, empathy, humility, integrity, leadership, and respect. Salisbury graduates are men of character and promise who are prepared to meet the challenges of college and adulthood and to make a difference in an entrepreneurial, technological, and cosmopolitan world.

MASCOT
The Crimson Knight
In the spring of 1995, the Sixth Form adopted the Crimson Knight as the School’s mascot. It symbolizes the history, character, and devotion of the Knights represented in The Sarum Hymn.

THE SCHOOL CREST
The Salisbury crest is colored red for bravery and gold for generosity. The shell is a symbol of a spiritual journey or pilgrimage. The heart symbolizes charity and the arrow preparedness. The open book is for learning and the acorn and its brand for maturity.
Like many Northwest Corner boarding schools, we welcome students and faculty of all faiths but maintain our historic ties to the Episcopal Church. The entire school community gathers every Tuesday and Friday morning in the Chapel for reflection or to hear a message. These services embrace all faiths.

Weather permitting, we gather twice a week in the Quadrangle for updates from faculty members and students on what lies ahead in a given week. The school president oversees these meetings, giving the first words of welcome as well as the dismissal.

Twice each week, the boys and faculty come together for a sit-down, family-style meal. This tradition reflects the value of community that is instilled in each Knight during their time on the Hilltop.

Shortly before students go on break for the winter holidays, the entire boarding school community gathers in the Chapel for the traditional Hanging of the Greens. We also celebrate the service of Lessons and Carols, sung by our joint student-faculty choir.

The Sarum Hymn
The Sarum Hymn, often sung during Chapel and throughout the year at events, is our official School Song. The Sarum Hymn was written by E.W. Parmelee, master at Salisbury from 1909 through 1927, and is to be sung to Haydn’s St. Anthony Chorale.
Loyalty and honor, Sarum
We, thy sons, now pledge thee: Service and devotion, Sarum,
That thy name be worthy.

REFRAIN
Hymn we so our purpose bold, Devout as knights who fought of old; Staunch as they to guard our honor,
true in act and motive.
Faith that never falters, brothers! hope and charity!
Round thee stand the mountains, steadfast, as god’s help unfailing; to our eyes in splendor hourly
All their strength unveiling.
More than all thy beauty, Sarum, we, thy sons, will treasure what thy spirit here has taught us, truth and love and service.
Father, for our school we pray thee, buildeed to thy glory;
that we, by thy help, may keep it strong and pure and lovely.
History
The School’s Founding Headmaster, The Reverend George Quaile opened Salisbury School in 1901, after serving as Headmaster of St. Austin’s School on Staten Island in New York from 1894 to 1901.

Dr. Quaile was a man of rare moral leadership and broad vision. He purchased the original tract of land amid the rolling Berkshire hills for the present site of Salisbury School, selecting a property that was originally an apple farm. The historic Main Building was constructed under Dr. Quaile’s direction and was the centerpiece of Salisbury School as an independent college preparatory school.

After his death in 1934, Dr. Quaile was succeeded by his son, Emerson B. Quaile, a Salisbury and Yale graduate, who was then serving as a Master of Latin at the neighboring Hotchkiss School. The Depression years stalled the growth of the School, as Mr. Quaile had the arduous task of maintaining traditional academic standards in a lean financial era when student enrollment sharply declined. His untimely death in 1942 ended the burgeoning career of a charismatic and dedicated Headmaster.

Campus Expansion
The Reverend George D. Langdon succeeded Emerson Quaile, and with the blessing of the Board of Trustees, Mr. Langdon initiated an expansion program which resulted in a complex of new school buildings. Growing enrollment and a maturing of the academic program accompanied the development of the physical plant. After Mr. Langdon’s retirement in 1965, further enhancement continued under his successor, The Reverend Edwin M. Ward.

Traditions and Values
During the 16 years of Rev. Ward’s stewardship, Salisbury stuck firmly to its established traditions and values through a period of turbulence in American education and emerged as one of the finest all-male schools in America. Upon Rev. Ward’s departure in 1981, The Reverend Peter W. Sipple of Oregon Episcopal School was appointed Salisbury’s fifth Headmaster in its eighty-year history.
**Centennial Celebration**

Mr. Richard T. Flood Jr., Dean of the School at Noble and Greenough in Boston, MA, was appointed Salisbury’s sixth headmaster in 1988. Under Mr. Flood’s 15 years at the School, Salisbury celebrated its Centennial (in 2001) and saw extensive building in conjunction with that celebration. Most notable was the building of the Wachtmeister Mathematics and Science Building, the Centennial Humanities Building (which also includes the Phinny Library, the Ruger Fine Arts Center, and the Tremaine Art Gallery), and athletic fields on the north side of Route 44.

**Salisbury Today**

In November of 2002, Mr. Chisholm S. Chandler (Hon. ’11, P’17, ’24) was appointed to succeed Mr. Flood. Having served the Salisbury School admissions and college offices successfully after he graduated from Brown University, Mr. Chandler became the seventh headmaster in July of 2003. Under his leadership, recent additions to the campus include the state-of-the-art Flood Athletic Center (winter 2010), the Class of 2012 entrance to the Main Building (fall 2012), four new single-family faculty homes (fall 2015), and the William E. Buehner Digital Media Lab (fall 2015).

In June of 2021, Mr. Chandler retired and Assistant Headmaster and Director of College Counseling Robert D. Wynne P’19 became Acting Head of School as the board embarked upon a year-long Head of School search.

After a highly competitive search, Salisbury is pleased to announce William Webb as its eighth Head of School. With nearly a decade of Head of School experience, Will has deep knowledge and expertise in boarding schools and will bring his enthusiasm and leadership skills to the Hilltop beginning in the summer of 2022.
Mission
The Alumni Volunteer Council facilitates alumni engagement and improves alumni participation in The Salisbury Fund. Members are passionate about Salisbury and eager to make a positive impact on the School.

Organizational Structure
The Salisbury School Alumni Leadership is a dedicated group of alumni leaders that works to foster connectedness, engagement, and participation with graduates across all class years. Leaders will work towards creating opportunities for collaboration and engagement among its members and the greater alumni community to further drive volunteerism, mentorship, and philanthropic support.

Vision
To strengthen the bonds of Brotherhood and shared experience among the Salisbury alumni community and create new ways of increasing engagement across all class years.

Plan of Action
In order to realize our mission and vision, we will:

- Select a diverse group of alumni for the Alumni Leadership that are committed to our Mission and Vision
- Philanthropically support the school through consistent annual giving
- Seek out mentorship opportunities with young alumni
- Share our experiences and talents with members of the council and the alumni community
- Interact with alumni and the greater Salisbury community at on and off-campus networking events
- Participate in quarterly in-person or virtual council specific meetings in order to move our mission forward
Structure of the Alumni Leadership

- 10-15 individuals across a diverse cross-section of the alumni community
- Leadership: Chairman (1), Vice-Chairman (1), Secretary (1)
- Coordinate and attend quarterly meetings (in-person and virtual)
- Class Agent Co-Presidents to be members of the Alumni Leadership
- Creation of year-long initiatives by members
- Leading by example: Attendance at/or participating in alumni networking and Salisbury events
- Targeted outreach to classmates to increase giving participation rates to The Salisbury Fund

By-Laws/Term Limits

- Chairman of the Alumni Leadership to be an ex-officio member of the Salisbury School Board
- All Salisbury board alumni to be ex-officio members of this group
- 3-year term of service for all members (1st term to be from inception to December 2024)
- New members to be elected by majority vote
- Alumni Leadership to hold at least one quarterly meeting – in person or virtually
- Alumni Leadership members are required to be consistent contributors to The Salisbury Fund

Class Agents

Structure

Alumni Co-Presidents (2)

- Works closely with the Director of Alumni Giving to coordinate Class Agent engagement and giving
- Writes and sends out a quarterly letter to Class Agents encouraging giving and event attendance
- Writes a letter for the annual Salisbury Magazine discussing the Alumni Volunteer Council activities
- Reports to the Class Agents/Board on engagement and giving rates of alumni
Class Agents

At a glance:

- Coordinates outreach plan to classmates working with other Class Agents
- Uses Give Campus (volunteer management system) to increase class participation around designated days of giving and throughout the fiscal year
- Reports back to Director of Alumni Giving on progress and update class notes and contact information
- Organizes the class ahead of milestone reunion years to increase attendance and drive overall giving
- Leads by example and makes their gift by 12/31 of each fiscal year
- Remains knowledgeable about key alumni networking events and helps to encourage attendance
- Stays up to date with the latest news from campus, priorities, and future plans of the School

Fundraise

Class Agents should lead by example and make their own gift to the school by 12/31 of each fiscal year, July 1 to June 30. Ask, and thank, your classmates for gifts to The Salisbury Fund and work with fellow Class Agents to increase your class participation.

Contact Info & Class Notes

Ask classmates for updated contact information and class notes and send along that information to the Alumni & Development Office. Current contact info and notes are crucial information for engagement and fundraising efforts. In addition, our annual publication of The Salisbury Magazine relies on current relevant alumni updates. After all, everyone loves reading the Class Notes section of the magazine!

Encourage Event Attendance

Become knowledgeable about the alumni networking event calendar and spread the word about regional and on-campus alumni events through personal outreach and social media. Important events on-campus include
Legends and Homecoming weekends in the fall, the Winter Classic weekend in February, and Reunion and Spring Family weekend in May. In addition, the Alumni and Development Office hosts many regional networking events throughout the country each year.

Remember, personal outreach from classmates is the single most important and impactful way to increase participation in The Salisbury Fund and engage your classmates in alumni events. The Alumni and Development Office is here to help you in your efforts so please involve us as often as needed.

Recommend a Brother!
Know of a Sarum Brother who would make a great Class Agent? The more the merrier!
Email recommendations to cbrislin@salisburyschool.org
HELPFUL FUNDRAISING TIPS AND TOOLS

Asking for donations can seem intimidating at first glance. Just remember, you and your classmates have common ground in your Salisbury experience.

Participating in The Salisbury Fund once a year is something we can all get behind as one of the most important factors in the continued success of Salisbury.

Rallying around an event like Reunion, The Sarum Challenge, or our annual Giving Day can also be a great way to ask your classmates to join you in participating since there is so much buzz around it already.

- Participation is more important than the gift amount.
- Concentrate on those who donated last year first, those who gave in the last 3-5 years second, and first-time donors third. Use the information available in the GiveCampus Volunteer Management System to contact classmates who gave last year but haven't yet this year, and go from there.
- Remember to thank past donors for their generosity to The Salisbury Fund. This can be a great ice-breaker and conversation starter.
- Work as a team. Keep in touch with other Class Agents and share tips amongst yourselves.
- Salisbury's Development Office is here to support you. Let us know how we can help!
**Contacting Your Assignments**

**Sending an Email to One Assignment**

1. Click on the name of the assignment you wish to email.
2. Click "Send Email."
3. Email templates are provided for you at the top of the page. By selecting the email template, it will auto-populate for you. You may still edit this email if you would like to add a personal touch. A preview of how the email reads will appear in a text box to the right.
   
   If you’d like to create your own email, you can do so in the 'my template' section. Your template will populate in the 'email' tab after you’ve created one.
4. To send a test email to yourself, click "Send Test to Me."
   
   Do NOT select "send me a copy" - this will send you a copy for each email that is sent out.
5. When you are ready to send your email, click "Send Email."
   The system will automatically code this as an outreach, so you do not need to create a note for this.
6. Responses to the emails you send through the VMS will go directly to the inbox of the email address associated with your GiveCampus account.

**Sending an Email to Multiple Assignments**

1. Click "Email" on the navigation menu on the left-side.
2. Select the email template you wish to use.
3. Select the assignments to email from the list of "Recipients" or "Select All."
4. Click "Send Email."

**A One-Stop Shop for Class Agent Success**

*To begin, login via www.givecampus.com/login*

**My Assignments**

- shows giving history, contact information, and other data for your assignments.

**Notifications**

- alerts you if an assignment has made a gift and if you have been paired/unpaired from an assignment.

**Messages**

- allows you to send a note to the Salisbury Alumni & Development team.

**Tasks**

- tracks future to-do list items which will appear until the task is marked complete.

**My Templates**

- houses pre-made templates. You can also create and save your own emails to send to assignments.

**Resources**

- see recent webinar recordings, communications from the School, and more.

**Search Constituents**

- allows you to search for and add additional assignments. Search by name, location, activity, and more. Click the "Advanced Search" box for best results!
The Salisbury Fund - Our Giving Priority!

The Salisbury Fund is our top giving priority because it directly supports the School’s greatest assets—our students and faculty. The broad reach of The Salisbury Fund means that each student, family, and faculty member benefits from the dollars we raise. The Fund supplies over 10% of the annual operating budget.

We ask all Class Agents to contribute to The Salisbury Fund. For those who would like to support a more specific area within The Salisbury Fund, you may choose to direct your gift to Academics & Faculty support, Arts, Athletics, Campus Life, Financial Aid, and/or Sustainability. Last year, gifts from alumni ranged from $10 to over $50,000. Every gift, regardless of size, is welcomed with gratitude.

Take a look at the impact gifts made to The Salisbury Fund had last year!

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<tr>
<th>THE SALISBURY FUND</th>
<th>2021 END OF YEAR REPORT</th>
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<tr>
<td>$2,602,819 raised from 1,541 donors</td>
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<td>27% Alumni Participation</td>
<td>83% Parent Participation</td>
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<tr>
<td>5,750 COVID-19 tests administered to students/faculty/staff</td>
<td>238 AP Exams administered</td>
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<td>125 Scholarship recipients</td>
<td>20 Sarum Sprints around the quad in the spring!</td>
</tr>
<tr>
<td>720 Daily work hours clocked by the amazing Dining Services team</td>
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2021-22 Salisbury Fund Goals
- Raise $2.5 million
- Achieve 30% alumni participation
WHAT HAPPENS WHEN YOU GIVE TO The Salisbury Fund?

Your gift = more financial aid for talented students
Approximately 40% of students receive financial aid with an average grant of $37,500. The Salisbury Fund directly supports the financial aid program.

You support our faculty and a challenging academic program
By giving to the Fund you are creating a partnership and demonstrating your support for our dedicated Salisbury faculty.

You build community on the Hilltop
The School’s student body includes boys from 19 countries and 29 states. The Fund supports an admissions program that builds a diverse campus community with a global perspective.

You enrich Salisbury’s special programs
Salisbury is known for its project-based learning, LEADS curriculum, and traditions of spirituality. Your gift to the Fund helps enhance these programs that foster collaborative and leadership skills.

You support a thriving arts curriculum
From building a boat to creating a short film, Salisbury boys’ creativity is inspired by the top-notch arts courses we offer. The Fund supports the diversity of the art offerings and the talented arts faculty.

You support the Crimson Knights
There are 31 interscholastic teams and 13 intramural programs offered to Salisbury students. Every boy can experience being part of a team, the excitement of winning, and the acceptance of defeat. The Fund supports our dedicated coaches, and provides uniforms, facilities maintenance, transportation, and so much more for our Knights.

You help Salisbury boys reach beyond themselves
Salisbury boys participate in many community service projects and activities throughout the year that tie them into the local and global community.
Why am I being asked to contribute to The Salisbury Fund?

Tuition payments alone cover around 81% of the cost of educating a child. The annual fund helps to cover that gap. Each year, 10% of the annual operating budget comes from The Salisbury Fund and the generosity of the Salisbury community enables the School to moderate annual increases in tuition and assure that the Financial Aid budget is met.

Is my gift important even if I cannot contribute at a leadership level?

Every gift to The Salisbury Fund is a meaningful gift. We enthusiastically encourage participation in The Salisbury Fund from each and every alum. No gift is too small! Gifts of all sizes are important to the success of The Salisbury Fund and demonstrate a vote of confidence in the School, its faculty, staff, and administration, and its programs. In 2020-21, gifts from alumni ranged from $10 to over $50,000 but over 60% of gifts were at a non-leadership level (> $5,000).

When should I make a gift to The Salisbury Fund?

Our fiscal year begins on July 1 and ends on June 30 of the following year. We encourage alumni to make their pledges and gifts as soon as possible, knowing that the earlier we receive your donation, the sooner we can put it to work for our students. Traditionally, alumni will receive a fall and spring appeal via mail. Two specific opportunities to give are our Giving Day in the fall and the Sarum Challenge in the spring. As the year progresses, email reminders and challenges will be sent to your inbox with information on virtual training opportunities on our Volunteer Management System in the days prior so you can set your class up for success early!

What does my gift support?

All Gifts to The Salisbury Fund allow the School to continue meeting its strategic goals, including enhancing the student experience, maintaining competitive salaries for our talented faculty and staff, and building a diverse global community. It touches every part of the school, including:

- technology on campus and in the classroom
- athletics and unique student activities
- teacher professional development
- performing arts
- building and grounds maintenance
- financial aid
How can I give?

Online: www.salisburyschool.org/donate
By Mail: Please make checks payable to "Salisbury School"

Send to:
Salisbury School Development Office
251 Canaan Road
Salisbury, CT 06068

Gifts of Stock: Contact Gifts Coordinator, Heather Pelletier hpelletier@salisburyschool.org

Recurring Gifts: Signing up is as easy as checking the recurring gift box on our online giving form. By setting up a recurring gift, you become a member of The Sarum Loyalty Society!

Matching Gifts: Please check with your employer to see if they have a matching gift program.

JOIN US!

ANNUAL EVENTS

- Homecoming (fall)
- Legends Reunion Weekend (fall)
- Holiday Party (winter)
- For the Boys Night (winter)
- Winter Classic/Alumni Hockey Game (winter)
- Reunion Weekend (spring)
- Regional Receptions Year Round!
**Financial Snapshot**

These graphs show Salisbury's revenue and expenses during the 2020-2021 school year.

**FY21 Revenue**
- Tuition and Fees: 76.4%
- Salisbury Fund: 10.1%
- Endowment: 10.6%
- Other Income: 2.9%

**FY21 Expenditures**
- Program Related Costs: 57.4%
- Financial Aid: 17.1%
- Plant Maintenance: 16.4%
- Investment in Plant: 9%
Communication

Salisbury strives to communicate effectively with the greater Sarum community in a variety of ways. Although we value face-to-face and voice-to-voice communication as a primary mode of contact, much of the communication with alumni is electronic.

Salisbury is a vibrant community and there are often many events and sports games that alumni are always welcome to attend. To that end, the website and social media are often good resources for up-to-date information.

The Salisbury Magazine
is published once each year and focuses on Hilltop Happenings, alumni news and class notes, and articles related to students, alumni, and School news.

LinkedIn Network
currently serves as Salisbury's alumni directory. Networking and connecting with your Sarum Brothers have never been easier with the ability to search by name, industry, or location with the ability to connect right then and there.

Sarum Snapshots
is a quarterly digital newsletter emailed to Class Agents by Director of Alumni Giving Chris Brislin '96. It highlights the exciting happenings on and off-campus and development news. The Communication Office also sends a digital newsletter each trimester to all alumni.

Broadcast Emails
Emails from Salisbury are a primary source of important information for alumni regarding upcoming events and updates. Please mark Salisbury as a “safe sender” in your email platform or they may be marked as spam.

Salisbury Website
is our main hub of information with plenty of resources available for students, parents, and alumni. These include athletic schedules, alumni podcasts, academic year calendar, upcoming events, and Hilltop Happenings, our news stories.

Social Media (Facebook, Instagram, YouTube, etc.)
These platforms highlight on and off-campus events, celebrates students, faculty, and alumni accomplishments, and are often the place for "breaking news." Salisbury's Vimeo channel live streams school and athletic events throughout the year. Be sure to follow our Salisbury School Alumni Facebook page to stay in the loop!
Local Places to Stay

In addition to local Air BnB and Vrbo properties, check out the following hotels and inns located near the Hilltop!

**Connecticut**
- White Hart | (860)435-0030
- Sharon Country Inn | (860)364-0036
- Inn at Iron Masters | (860)435-9844
- Interlaken Inn | (860)435-9878
- Wake Robin Inn | (860)435-2000

**New York**
- Troutbeck | (845)789-1555
- Millerton Inn | (860)435-1900
- The Alander | (518)329-3000

**Local Restaurants**

**Salisbury, CT**
- Neo Restaurant & Bar
- The White Hart Inn
- Sweet Williams

**Canaan, CT**
- Industry Kitchen and Bar
- Roma Pizza
- Berkshire Country Cafe

**Lakeville, CT**
- Black Rabbit Bar and Grill
- The Boat House
- Deano's Pizza
- Mizza's Pizza Restaurant
- The Woodland
- Morgan's at the Interlaken Inn
- On the Run

**Millerton, NY**
- Four Brothers Pizza
- Golden Wok
- Harney Tea
- 52 Main
- Oakhurst Diner
- Taro's Pizza
- The Millerton Inn
- Irving Farm

**Sharon, CT**
- The Edward Wine Bar
- JP Gifford Cafe
- When Pigs Fly
- Le Gamin Cafe

**Amenia, NY**
- Amenia Steak House
- Four Brothers Pizza
- Seravan
- Troutbeck
- Back in the Kitchen