



# ENDOWMENT & IMPACT REPORTING SAMPLES

ALL EDUCATION

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# DONOR IMPACT REPORT

SPRING 2022

*Highlighting the positive impact of your philanthropy on Albright's students today*



**ALBRIGHT**  
COLLEGE

INTEGRITY | CONNECTION | CURIOSITY | RESILIENCE

# A message from the president

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Dear Albrightians,

Your Albright College is not standing still even while the pandemic continues to challenge the world. In February 2020, just before the pandemic changed our world, our Strategic Vision outlined institutional priorities and identified core areas designed to engage, energize, and focus our efforts to support student success. Through your generosity, engagement, and volunteerism, you have joined us in this significant work, and I thank you!

Despite the challenges of the global pandemic, the Albright community contributed \$3,753,513 to the college during the 2020-2021 fiscal year. We also secured an additional \$1,521,147 in government grants, bringing our total raised to \$5,274,660. (Note that this total does not include pandemic funding received from the Federal Higher Education Emergency Relief Fund.)

To say that our students, parents and guardians, faculty, staff and community members are grateful would be an understatement. Your actions are lifting up our Albright Lions. With your gifts, we are helping talented students achieve the best education, supporting them to reach beyond the artificial barriers we all set for ourselves. A few highlights include:

**Retaining talented students through financial support:** To raise funding for students facing financial hardship in their sophomore, junior and senior years, Jeff '83 and Cindy Joyce provided a matching challenge leadership gift to help create endowed Advancing Lives Scholarships. To date, \$5.4 million has been raised toward the initial \$10 million endowment goal, and an additional \$415,000 has also been provided by generous donors for immediate impact use. So far, 26 scholarships have been awarded to more than 70 students. *Amazingly, the majority of those students have progressed academically or graduated!*

**Focusing on student success:** Fundraising to transform Gingrich Library into our new Student Success Commons & Library continues to be our top priority. So many of you have contributed, resulting in more than \$10.4 million towards our \$16.5 million goal! See page six of this report for more details.

**Changing education at the community level:** With the support of the Conrad Weiser School District, the Science Research Institute (SRI) moved to Albright in February 2020 and is bringing Berks County middle and high school students to campus to experience research in STEM fields and beyond. A ribbon cutting was held in November at SRI's temporary space at 11th and Rockland Streets. SRI's after-school, summer and dual enrollment programming will expand and diversify Albright's revenue sources. Fundraising to transform Albright's Camp Building into a new home for SRI has commenced.

Without you and the generosity of so very many, we could not support student success, reimagine our facilities, deepen ties with the community and accomplish so much more. The following pages include inspirational stories about alumni whose lives have benefitted from their experiences at Albright, and how their gifts to their alma mater are impacting today's students and programs.

Thank you for all that you do for Albright. I look forward to seeing you on campus or perhaps in your area during this next year.

With deep gratitude,

A handwritten signature in cursive script that reads 'Jacquelyn S. Fetrow'.

Jacquelyn S. Fetrow, Ph.D. '82  
President and Professor of Chemistry and Biochemistry

# Albright College strategic vision

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In 2030, we envision that Albright will have a national reputation for closing the gap on education for all students of academic promise — for students who earn an affordable and high-quality degree with a strong liberal arts foundation, who are prepared to enter the workforce, who experience significant socioeconomic mobility and who are prepared to hold fulfilling jobs, across all student demographics. Learn more at [www.albright.edu/a-strategic-vision-for-albright-college/](http://www.albright.edu/a-strategic-vision-for-albright-college/)

## ALBRIGHT COLLEGE MISSION

As a diverse community of learners, we cultivate integrity, curiosity, connection and resilience.

## ALBRIGHT COLLEGE VISION

Albright College endeavors to be an equitable, sustainable, inclusive learning community and a leader in advancing lives in our dynamic world.



# *The power of* **SCHOLARSHIPS**

Since 1856, Albright College has been challenging students intellectually through our high-quality liberal arts education.

Our goal has been – and continues to be – helping our students prepare for meaningful careers while encouraging them to become lifelong learners and caring, committed human beings. Your gifts to scholarships enable high-achieving students access to an outstanding liberal arts education. Thank you for your generosity.

## **IMPACT BY THE NUMBERS\***

**39%**

of students are  
first to attend college

**54%**

of all undergraduate students  
receive federal grant funding

**78%**

of all undergraduate students  
have unmet financial need

**87%**

of students receive a  
scholarship or grant

**\$14,632**

first-year average institutional gift aid

**\$2,529,467**

total amount of donor-funded scholarships awarded

*\*data pertains to Fall 2020 enrollment*

# A message from the vice president for advancement



## Lions roar because of you.

During this ongoing pandemic, Albright's alumni, parents, friends, faculty and staff have generously responded to the call for support. Whether it was toward planned initiatives or to help immediate needs, we're so grateful to all who keep the college among your philanthropic and volunteer priorities. Your continued partnership allows for our students' success! Thank you!

*Wendy Parsons*

Wendy Parsons, CFRE  
Vice President for Advancement



Matthew D. Sonntag, Ph.D., associate professor of chemistry and biochemistry, works with students in Albright's state-of-the-art Science Center. Photo by Dan Z. Johnson



## ALBRIGHT COLLEGE APPRECIATES THE GENEROSITY OF OUR LOYAL SUPPORTERS.

Our three giving societies — President's Council, 1856 Legacy Society, and the J. Warren Klein Society — were created to recognize outstanding generosity. Our societies celebrate three types of giving.

### President's Council

President's Council recognizes alumni, parents and friends who have made cumulative gifts of \$1,000 or more annually to Albright College. Through their faithful support, President's Council members help ensure Albright's stature as a strong liberal arts institution and play a critical role in meeting the needs of our students.

### 1856 Legacy Society

1856 Legacy Society embraces donors whose gifts will benefit the college in the future through estate gifts, beneficiary designations, charitable gift annuities, remainder trusts or life insurance proceeds. The society's name commemorates the founding of Albright College.

### J. Warren Klein Society

J. Warren Klein Society distinguishes the college's premier donors, those who have made cumulative gifts of \$100,000 or more during their lifetime to support Albright. It is named for Albright's eighth president.

All gifts from our donors sustain Albright and its students, faculty and staff, in the present and enable us to plan for a stronger and brighter future for all.

# Student Success Commons & Library transformation

Albright students require interactive learning environments and built-in tools for digital scholarship in their library, whether to study, complete research, write papers or make social memories. A fount of knowledge and a catalyst for learning since 1964, Gingrich Library is in the next phase towards transforming into the Student Success Commons & Library — a 21st century technology-infused academic hub. In addition to dynamic, flexible learning spaces, the redesign will establish the library as a full-service educational center with all student success initiatives and academic learning services under one roof.

Karen A. Campbell, Ph.D., provost and senior vice president for academic affairs, has been co-leading the initiative and the Library Vision Team with Albright President Jacquelyn S. Fetrow, Ph.D. '82 since 2019.

“Having a welcoming, inclusive academic center that supports emergent technologies along with the many different ways in which our students learn, study, research and engage with peers, faculty and staff is critical to our students’ academic success,” said Campbell.

Donor support for re-envisioning the library has been essential in realizing this capital project with more than \$10.4 million raised toward the \$16.5 million goal. The Advancement team continues to work with donors on naming opportunities such as the Joyce Academic Learning Center, gift of the Joyce Family Foundation, and the Falcone Center for Student Success, provided by the late Albert Falcone, M.D. '41.

Prospective college students and their parents will have an inspiring first visual impression of Albright as they start their campus tour right from the state-of-the-art library where the Admissions Office will be located. Centrally positioned among Albright’s 118 acres, the library will offer students quick access to tutoring, academic coaching, accessibility and retention support services. Students can also explore careers, majors and hands-on learning opportunities in the Experiential Learning and Career Development Center.

The Griffiths History and Cultural Center, a gift from Jean and Jeffrey Griffiths '73, will be the home of the college’s special collections including the historical archives, the Nolan local history collection, the Lakin Holocaust Resource Center and the Black Cultural Collection and Resource Center. Connecting students in history classes closer to the museum-level collections, the classrooms, research spaces and faculty offices will be adjacent to the center in the Schultz History Department Suite, provided by Michele Alfiero Schultz '86 and John Schultz '86.

Integral for professional communication and success, elevating the writing ability of students has always been tightly woven into the Albright educational experience. The Patty Parker Molnar '69 Center for Writing Excellence, a gift from Patty and her husband, Attila, will include writing program tutors, learning and study spaces, and English composition faculty offices (see next page for more on the Molnars’ gift).

Thank you to the many donors who contributed \$10.4 million toward the \$16.5 million goal to transform the library!



## Patty and Attila Molnar support excellence in writing



Reading and writing have always been central to Patty Molnar '69.

As a child who loved to read, she developed a deep appreciation for writing — a process she calls “a craft.” As an English major at Albright College, she further developed her writing skills while embracing the study of literature, poetry and other subjects. Her liberal arts background has served her well.

After graduation, Patty embarked on a successful career doing promotional work for the Philadelphia Orchestra and the Houston Symphony, positions that required a great deal of writing. While working in Houston, she met her future husband, Attila, who was born in Thalmassing, Bavaria, Germany, and holds a Ph.D. in chemistry from Erlangen University. After they married, the couple moved to Germany twice for Attila's job with Bayer AG, spending more than a decade there.

“When we lived in Germany, I wrote to stay in touch with people at home,” Patty said.

Her travels only deepened her appreciation for writing and poetry and, while living in Germany, Patty made it a point to learn the language. After returning to the United States, where Attila would finish his 30-plus-year career with Bayer as president of Bayer North America, Patty embarked in various charitable endeavors, where once again her writing skills proved useful. She also reconnected with Albright when she was invited to tour the campus.

“I had lost touch with the school, and I was thrilled to be invited to come to the campus and reconnect,” Patty said. “I was impressed with the quality of the campus and its programs.”

She stayed in touch with her alma mater following the tour, and in appreciation of the education she had received there, Patty and Attila decided to make a gift to the college. Recalling the many hours she had spent in the library as a student, they decided to contribute toward a project underway to transform Albright's Gingrich Library into a new Student Success Commons & Library. A team led by college President Jacquelyn Fetrow, Ph.D. '82 has been working since fall 2019 on plans for a 21st century library designed to bring together students, faculty, skilled professionals, information resources, high-end technology resources and student support services.

“Dr. Fetrow explained the plans for the new library to us, and we were so impressed,” Patty said. “I consider a library to be the center of a college campus, and we recognized there's a strategy in place to update the library so it will be just that.”

Patty was especially interested in one aspect of the project — a Center for Excellence in Writing that will be housed on the third floor.

“I was elated to hear the new library would include a writing center,” she said. “We decided to focus our funding there, and I'm honored that my name will be on the center when it opens.”

Molnar's investment in the new writing center will create a central location for teaching and learning writing skills, something that remains close to her heart. She hopes the center will foster a love of writing in students and help them learn to express themselves through the written word.

“It cannot be overstated that the ability to communicate using good grammar, an extensive vocabulary, and imagination is essential to good communication in business and private life,” Patty said. “I hope the center helps to improve the abilities of many students to express themselves in a cogent, grammatically correct and thoughtful manner.”

**The Student Success Commons & Library, including the Patty Parker Molnar '69 Center for Writing Excellence, will greatly contribute to the success of Albright Lions.**

# Grateful for strong foundations, Albright couple gives back



Photo courtesy of Charnita Zeigler-Johnson '92

Grateful for the firm foundations Albright College helped them build, Robert Johnson, M.Div. '91 and Charnita Zeigler-Johnson '92 gladly provide support in various ways.

"Albright is a very special place to me," said Charnita, who has been a member of the Board of Trustees since 2018, serving as chair of the Academic Affairs Committee. "I'm happy to give back to an institution that has given me so much."

Charnita also is the recipient of a Distinguished Alumni award and a member of the Albright Society of Black Alumni (SOBA), while Robert was Albright's invited baccalaureate speaker two years in a row and recently received a Distinguished Alumni award. In addition to giving their time, the couple contributes to the college's Advancing Lives Scholarship, an initiative that supports the education of students of academic promise.

"The burden of student loans makes scholarships very important," Robert said. "Those scholarships may be the difference between someone being able to stay in college or having to drop out."

With a son and a daughter of their own currently in college, the couple understands the struggles of some families to keep their children in school.

"As a parent, I definitely understand the importance of being able to afford everything they need while in college," Charnita said. "If we're able to help someone reach their dreams, we're very happy to do that."

An epidemiologist and assistant professor of population science in the department of medical oncology at Thomas Jefferson University, Charnita said Albright provided the basis for her career.

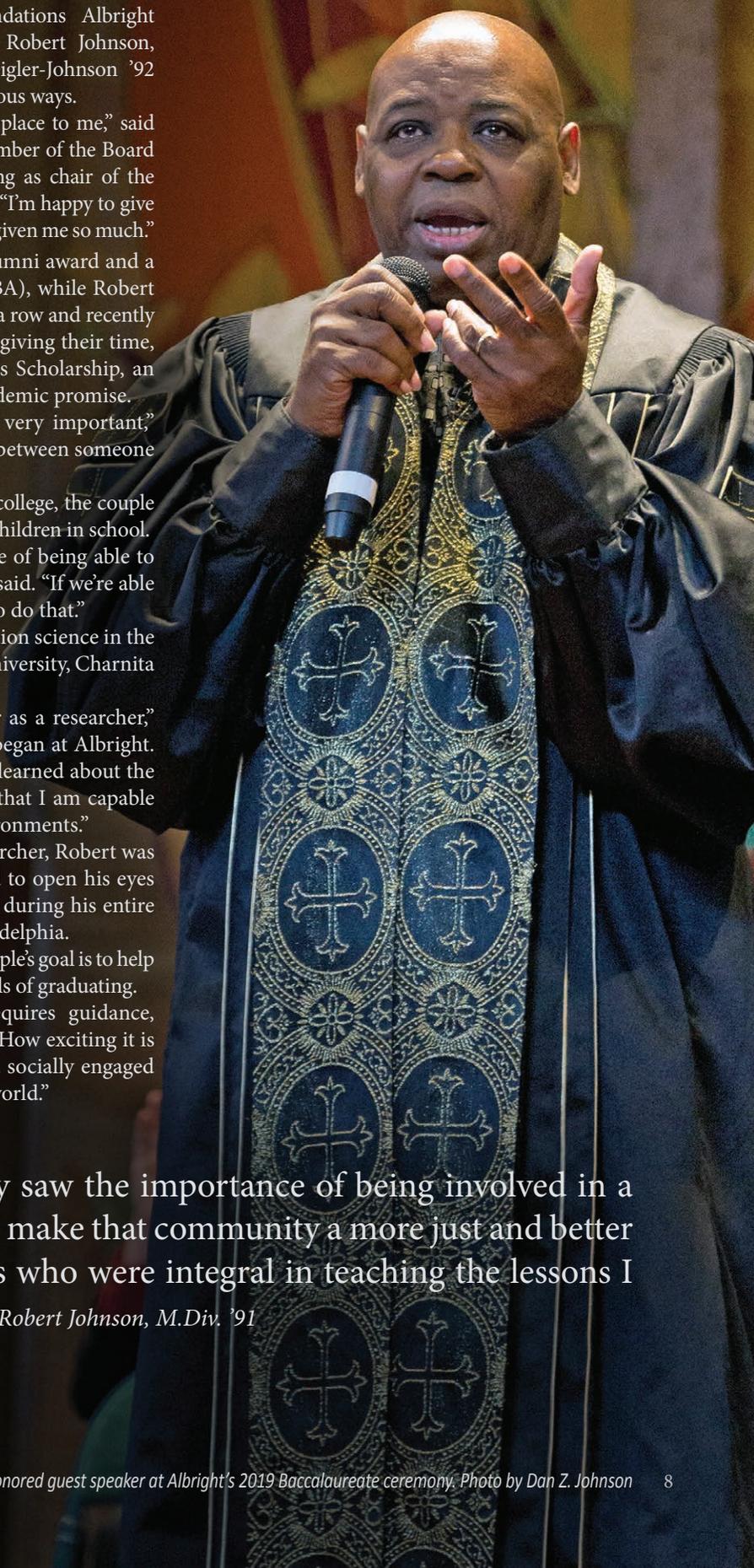
"Albright set the foundation for me and my career as a researcher," she said. "I always tell people that my research career began at Albright. In addition to gaining a strong academic foundation, I learned about the resiliency I would need as a researcher, and I learned that I am capable and can achieve my career goals in many different environments."

While Charnita was preparing for a career as a researcher, Robert was preparing for one as a pastor. Faculty members helped to open his eyes to issues of social justice, a goal he has worked toward during his entire career in ministry that focuses on at-risk youth in Philadelphia.

Having benefited from all Albright has to offer, the couple's goal is to help today's students overcome obstacles and realize their goals of graduating.

"Helping students make it to the finish line requires guidance, encouragement and financial support," Charnita said. "How exciting it is to think of new generations of bright, enthusiastic and socially engaged Albright students prepared to make an impact on our world."

**"Albright was the first place I really saw the importance of being involved in a greater community and working to make that community a more just and better place. There were faculty members who were integral in teaching the lessons I took with me when I graduated." – Robert Johnson, M.Div. '91**



# Beall Scholarship for Study Abroad enriches student lives



“I wanted not only to learn, but to do something positive while I was there. The time I spent in Ghana was a wonderful experience that really enriched my life.”

—Janae Taft '21



When Robert “Bob” J. Beall ’65 and his wife, Mary Ellen “Mimi” (O’Connor) Beall ’67, established the Beall Scholarship for Study Abroad, they envisioned it would support students with financial need who were interested in not only studying in another country, but also in engaging in service-learning while they were there.

Janae Taft ’21 met all the criteria for the Beall Scholarship, which enabled her to spend part of her sophomore year at the University of Ghana, a public school located in Accra, the capital of the West African country. In addition to keeping up with her classes and attempting to learn Twi, an African language spoken in some parts of Ghana, Janae tutored a 14-year-old girl at Play and Learn, an organization for underprivileged children located near the university. She also served as an intern for the West African AIDS Foundation.

The Bealls have a long history of volunteerism themselves, extending back to when they were students at Albright and participated in service projects. Mimi’s experience of volunteering at a pre-school near campus, where she taught two deaf girls, influenced her to pursue a career helping students with special needs.

“That was a wonderful experience for me, and really was the catalyst for what I ended up doing as a career,” said Mimi, who taught deaf children for three years after graduating from Albright with a degree in psychology, and then taught for many years in a special education program at Montgomery Knolls Elementary School in Silver Spring, Maryland.

She currently serves as a member of the Alumni Association Board and was a member of the Class of 1967’s 50th Reunion Committee. Bob, a biology major who retired in 2015 after 35 years with the Cystic Fibrosis Foundation, serving the last 21 years as president and Chief Executive Officer, was a trustee of the college from 2004 until 2012, chairing the Academic Affairs Committee and serving on several others.

“We’ve always felt it is important to give back,” Bob explained. “Both of us feel that helping others is a satisfying and important part of life, and that really started for us in college. It’s just become a part of our lives.”

Janae, who said she wouldn’t have been able to afford to study in Ghana without the Beall Scholarship, is grateful for their help. She hopes to travel internationally again, the next time as a missionary. Janae expects to soon become a staff laborer with Disciple Makers, a Christian campus ministry based in State College that has a presence on Albright’s campus. She was involved with the group as a student and plans to continue as a campus ministry staffer, eventually extending her mission work to other countries.

The experience she had in Ghana, she said, helped her realize that people are basically the same regardless of where they live, and all deserving of respect and care.

“I went to Ghana because I wanted to learn how other people live and what they were like,” Janae said. “And I learned that we’re all pretty much the same.”

## Alumnus establishes scholarship to honor Albright professor



Photo courtesy of Bryan R. Wilson, M.D. '11

“I just wanted to give back and help another student the way I was helped. If I can help a little, I’m happy to do it, especially in honor of Dr. Campbell.”

– Bryan R. Wilson, M.D. '11

Karen A. Campbell, Ph.D. remembers the moment she realized she would not have enough money to cover expenses during her senior year of college.

“I didn’t know what I was going to do,” she said.

She learned of a scholarship fund for students with extenuating circumstances and applied for help. More than three decades later, she still recalls the day she learned she was approved for an immediate need scholarship, enough to assure she could continue her education.

“It enabled me to stay in college,” said Campbell, Albright College’s provost and senior vice president for academic affairs. “I’ve been appreciative of that help ever since.”

That experience makes it extra special to Campbell that a former student created an Advancing Lives Scholarship — a fund that also provides assistance for students with extenuating circumstances — in her honor.

“I was just overwhelmed when I found out he had done that,” said Campbell, who, after teaching biology for more than 30 years still holds the P. Kenneth Nase Chair of Biology endowed position in addition to her administrative roles. “It means so much to me.”

The former student — Bryan R. Wilson, M.D. '11 — said establishing the Karen A. Campbell, Ph.D. Advancing Lives Scholarship was an easy decision. Wilson took several classes with Campbell and the two established a relationship, remaining in close contact.

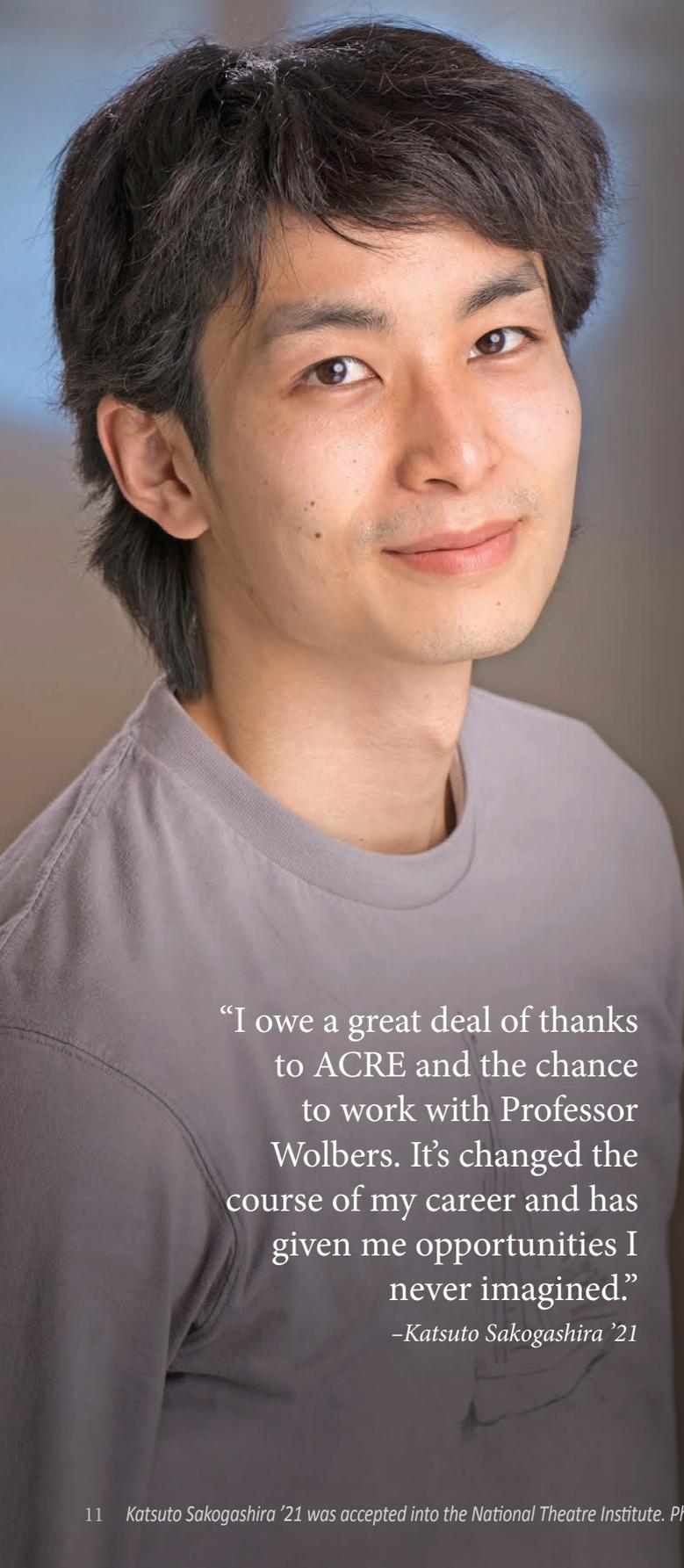
“Dr. Campbell is one of the best and the whole motivation for what I did,” said Wilson, a physician at St. Luke’s University Health Network in Bethlehem. “She’s had a huge impact on dozens and dozens of students, especially those going into the medical field. It was a no-brainer to me that she should be recognized for everything she did to support us.”

When Wilson encountered some difficulties with a class during his first year in medical school, he knew who to turn to.

“My first ask for help wasn’t to anyone at the medical school, it was to Dr. Campbell,” he recalled. “And she was there to help, just like she always was.”

Wilson received scholarships for college and medical school that made costs far more manageable and enabled him to concentrate more fully on rigorous academics and clinical experiences. Being able to pass along those benefits to other students is a satisfying feeling, he said.

## ACRE program an on-going gift for Katsuto Sakogashira '21



“I owe a great deal of thanks to ACRE and the chance to work with Professor Wolbers. It’s changed the course of my career and has given me opportunities I never imagined.”

–Katsuto Sakogashira '21



Photo courtesy of Katsuto Sakogashira

Were it not for the Albright Creative Research Experience (ACRE) project he completed last summer in partnership with English Instructor Marian Frances Wolbers, Katsuto Sakogashira '21 doesn't believe he would have had the courage to apply to the National Theater Institute, a

highly competitive training ground for artists at which he was accepted for the fall 2021 semester.

“The ACRE program not only gave me affirmation that what I am doing is worth something — it helped me be courageous enough to apply to the National Theater Institute in California,” said Sakogashira, a theatre major who is known to most people as “Sako.”

Sakogashira, who grew up in Japan and attended college in California for a year before coming to Albright, partnered with Wolbers on an ACRE project titled “The Doors that Shut: Finding Japan through Theatre.” During the course of the project, each worked to help develop a stage play the other had written. Both plays are set in Japan, and through the lens of Japanese culture and language explore social problems such as sexism in patriarchal society and a hyper-competitive education system.

Sakogashira and Wolbers met when he enrolled in her class, *Uncovering Fashion*. They discovered they had quite a bit in common, as Wolbers had been a high school exchange student on the Japanese island of Kyushu, where Sakogashira grew up.

“We connected quite easily since he is from Kyushu, and we both speak Japanese,” Wolbers said.

For Sakogashira, Wolbers has provided a calm and steady presence. “Professor Wolbers is always there for me,” he said. “She understands whatever I talk about better than most of my American friends because she has a better idea of the culture I was brought up in and understands how it’s different from U.S. culture. I was very happy to get the ACRE scholarship and have the opportunity to work with her.”

Receiving an ACRE stipend for a student like Sakogashira is huge, Wolbers said, because it recognizes him for the work he’s already done and provides inspiration for him to move on to even bigger things.

“It’s incredibly important to be funded and recognized as a budding artist,” Wolbers said. “Just one stipend of this sort can mean the difference between forever standing still as an artist or shooting forward like the star you’re meant to be.”

Without the stipend award and the opportunity to partner with Wolbers on the ACRE project, Sakogashira believes he would not have discovered the passion he has for playwriting and would not have been accepted into the National Theater Institute’s Advance Playwriting program, which he is attending as a post graduate student.

# Brad Erdman '93 gives back with President's Council challenge



Photo courtesy of Brad Erdman '93

Nearly 30 years after graduating from Albright College, Brad Erdman '93 remains grateful for his experiences as a student that shaped his life and were instrumental in helping him to succeed.

"Albright prepared me for my career because the credibility of the college enabled me to land a job with a top insurance company shortly after graduation," explained Erdman, who is vice president for claims at Kentucky

National Insurance Company in Lexington. "Long term, Albright provided me with so much more. The faculty, curriculum, and even my friends challenged me socially, athletically and academically to be a better person."

To express his gratitude, Erdman, an Alumni Association Board member, made a gift to Albright in the form of a challenge grant to generate contributions at the President's Council level of at least \$1,000. For any donation of \$750, Erdman contributed \$250 to raise the gift to the level of President's Council.

Rainer Floeter '14 and his wife, Danielle (Hassard) Floeter '15, who live in Philadelphia, accepted the challenge.

"We saw a flyer about the challenge grant and decided we would go for it," Rainer said. "We both loved our time at Albright and the education we got set us up career-wise, so we thought this was a good opportunity for us to give back."

Both varsity swimmers while at Albright, the couple returns to campus to cheer on the team, when possible. They remain in touch with their former coach, John Stuhltrager, and many of the friends they made while on campus.

"Our entire wedding party was friends from Albright," said Rainer, a product manager at Penn Interactive, the digital arm of Penn National Gaming, Inc., working on the popular online gambling app Barstool Sportsbook & Casino. "We still have a lot of connections there."

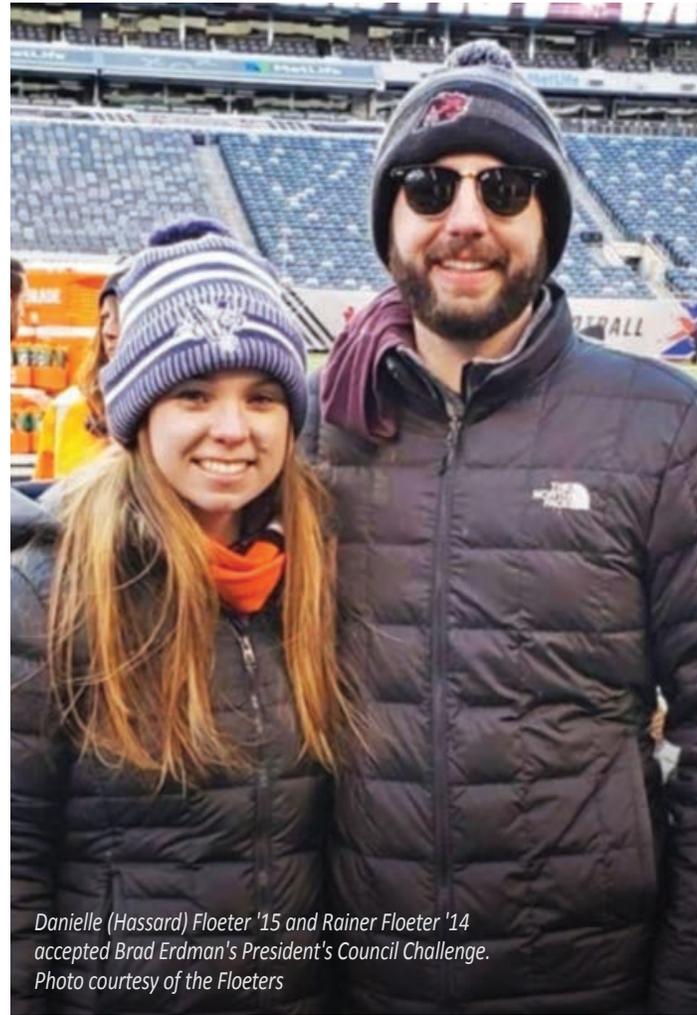
Erdman, who also visits Albright when he returns to Reading to visit his best friend, Scott Hunsicker '92, general manager of the Reading Fightin' Phils, was prompted to make the gift when he realized that although he was involved in his community, he hadn't done much for his alma mater.

"I realized I was giving my time and money to community organizations, but I wasn't doing much for the college I loved so much," he said. "It was time for me to show my appreciation for the place that did so much for me."

Erdman and the Floeters said it's important that Albright students and prospective students have access to the same quality education and activities they did. They applaud the college's diverse campus where students from many backgrounds and experiences have access to academics, athletics, theatre, music and other opportunities.

"Albright shaped who we are, in our careers and as people," said Danielle, a nurse at the Children's Hospital of Philadelphia.

For Erdman, supporting Albright is a show of gratitude. "If you feel like you're blessed with the life you have, what better way is there to express that than to make sure kids can have the same opportunities you've had?" he asked.



Danielle (Hassard) Floeter '15 and Rainer Floeter '14 accepted Brad Erdman's President's Council Challenge. Photo courtesy of the Floeters

"We got great educations, and as swimmers, we had a reliable support system of friends and coaches. We want to continue to grow Albright College and ensure that others can have the same experience we did."

-Danielle (Hassard) Floeter '15

# Scholarship helps students in the classroom and on the field

Gabrielle Spracklin '21 graduated early and began her career as a marketing associate at Birch Run Financial. Photo courtesy of Amber Auchenbach



To say that Gabrielle Spracklin '21 enjoyed a busy college career would be an understatement.

Spracklin, who graduated in December with a degree in business administration/finance, exemplified the best of Albright's brand of student-athlete. A four-year member of the varsity women's lacrosse team, her name appeared regularly on the Dean's List. She was a member of the Dearden Honor Society, an organization for business majors who maintain a grade-point average of 3.5 or higher. In her role as vice-president of community functions, Spracklin helped organize a program promoting healthy lifestyles to students at a Reading elementary school, an undertaking she called "time consuming and very rewarding."

She held down a campus job while completing several internships, one which led to a full-time employment opportunity with a wealth management firm after graduation. A member of the Business, Accounting and Economics Club, she also served on the Student-Athlete Advisory Council. All in all, Spracklin said, her four years at Albright College provided opportunity for tremendous growth and learning.

"I loved being a student-athlete and learning to balance the academic and athletic loads," she said. "And I was able to take a leadership role with the honor society and participate in a project that was really meaningful to me. It's been a busy four years, but I wouldn't trade it for anything."

She could not have accomplished all that she did, Spracklin said, without the benefit of an Advancing Lives scholarship.

"I was committed to keeping my grade-point average at 3.5 or above every semester and to doing my very best on the lacrosse field. Not having to worry so much about working was a great stress reliever that allowed me to fully participate in the college experience," she explained.

Spracklin said she is thankful to everyone who has contributed to Advancing Lives scholarships, and particularly to Jeffrey J. Joyce '83 and his wife Cindy, who established the Joyce Family Foundation Challenge for the Advancing Lives Scholarship Initiative. The Joyce Challenge was the catalyst that encouraged other donors to establish 26 newly endowed scholarships. She had a chance to meet Jeffrey and Cindy Joyce, Spracklin said, and was impressed with their commitment to helping Albright students.

"I am definitely grateful to all the donors who contribute to these scholarships," she said. "They've helped so many students."

The generosity she has witnessed from Albright donors and benefits she received from the Advancing Lives Scholarship has inspired Spracklin to think about how she may pass along her good fortune to students in the future. She said she would consider a mentoring role or other means of helping.

Reflecting on her time at Albright as graduation was approaching, Spracklin said she will take with her the important lessons of teamwork and collaboration.

"Albright is a small school, and as a student you're working with others all the time," she said. "I think that being involved with so many other people really improved my communication skills and ability to interact with others. I've experienced a lot of growth during my time at Albright, and I'll always be appreciative of that."

**"That scholarship was so important to me because I was able to reduce the number of hours I had to work and embrace the experience of being a student-athlete."**

*- Gabrielle Spracklin '21*

## Honoring those who lead through philanthropy

It is always wonderful when Albright students and alumni share time together, but it is especially meaningful when students meet the scholarship benefactors who help provide for their education. On May 15, 2021, Albright College hosted a virtual event titled Care to Lead to thank and celebrate the donors who are making an impact through their generosity. In attendance were student and alumni scholarship recipients, donors or their family members, and Albright staff and leaders including Ron Scheese '83, chair of the college's Board of Trustees who established an endowed scholarship with his wife, Katherine '85.

President Jacquelyn S. Fetrow, Ph.D. '82 expressed her deep gratitude to those who support Albright students in perpetuity through an endowed fund. She shared how when she was an Albright undergraduate, she greatly benefitted from receiving scholarships. In honor of her parents, she and her partner, Brian Kell, established the Mildred Folk Fetrow '58 and David E. Fetrow Scholarship.

"You, our most generous donors, are helping Albright to achieve its strategic vision goal of providing a high-quality education that matters, across all student demographics," said Fetrow, who informed attendees that even with a high percentage of the college's students receiving scholarships and grants the majority still have unmet financial need.

Endowed scholarship funds aid in filling that need. During the 2020-2021 academic year, Albright awarded \$2.5 million from more than 340 endowed scholarships to students of all socioeconomic and cultural backgrounds to help them afford an outstanding liberal arts education.

Jocelyn Lewis-Johnson '22 is the recipient of the Amy Leigh Miller Birkbeck '86 Memorial Scholarship created in Amy's honor by friends whom she formed a close relationship with while a student at Albright.

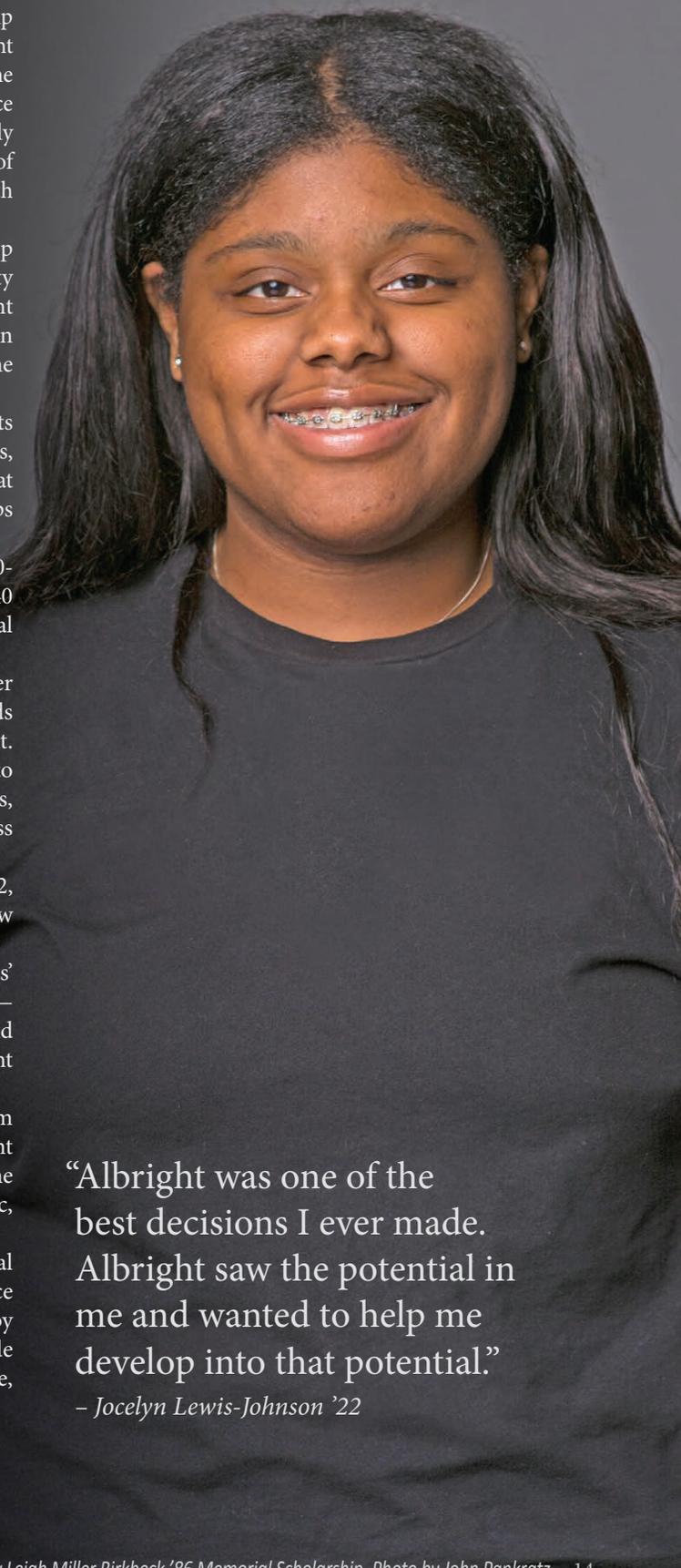
"Your investment to Albright is not just to the school, but to the students like me who want to become more for their families, communities and themselves," said Lewis-Johnson, a business administration major with a minor in political science.

Amy's father, Herbert Miller Jr. '61 — who, with his wife, Jan '62, regularly contributes to their daughter's scholarship — spoke about how rewarding it is for them to meet students who benefit from the fund.

Trustee Emeritus Andrew Maier II, custodian of his parents' scholarship fund, spoke about how his musically talented parents — William '31, a former Albright College Board of Trustee member and singer, and accomplished pianist Ruth — created the fund to help Albright students earn an education in music or business.

"Unfortunately, I never met William and Ruth Maier, but I'm grateful to be able to get to know Andy," said Maier scholarship recipient Matt Zimmerman '22, who is a music industry studies major. "The scholarship I received has come from a couple passionate for music, which makes this gift so much more special and meaningful."

The event included a musical performance by Albright choral ensembles and the premiere of a newly commissioned musical piece just for Albright College, composed by B. E. Boykin and directed by Jordan Schomper. The composition, "Holding the Light," was made possible through a gift from scholarship benefactor Jane Masters Nase, who was in attendance.



"Albright was one of the best decisions I ever made. Albright saw the potential in me and wanted to help me develop into that potential."

– Jocelyn Lewis-Johnson '22

Advancement Office  
1621 N. 13th Street  
Reading, PA 19604

610-929-6608  
[www.albright.edu/givenow](http://www.albright.edu/givenow)

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Front and back cover photos: Dan Z. Johnson

## **Endowment Welcome Package Standard Operating Procedure**

To expand stewardship and recognition for donors who establish new endowments, Donor Relations will send out a “welcome package” upon receipt of the first payment of a commitment. Sending the package after the first payment is received allows us to provide more details about the donor’s individual endowment schedule and their custom investment timeline (information we wouldn’t necessarily know when the gift is booked).

### **Welcome Package**

- Emory embossed leather document envelope
- Signed letter from the chair of the Board of Trustees Development Committee
- Printed copy of the donor’s gift agreement
- Fact sheet detailing Emory’s annual endowment reporting schedule and process

### **Background**

- Donor Relations will send one welcome package per household
- Donor Relations will send the document envelope only once (for first-time endowment donors) with the exception that it has been 10 years since the previous endowment was created

### **Notes**

- “Organization” entities will not be included in the welcome package, except for family foundations. Family foundations will be reviewed on an individual basis; stewardees will be added as needed and a review to see if entities with the family foundation need to receive an endowment welcome package.
- Entities NOT included in endowment welcome package:
  - Donors to the endowed allocation who are not listed/added/included as stewardees
  - Stewardees who already have one or more endowed allocations
    - *See details above under Background*

### **Review Process**

- New allocations will be reviewed on a quarterly basis to see if entities qualify for a welcome endowment package
- Included in the review process, Donor Relations will closely examine:
  - List of entities on spreadsheet who already have an endowment
    - *See details above under Background and Notes*
  - Following up with entity RM to see if entity needs to be added as a stewardee; for example – one spouse signs the gift agreement, does the other spouse need to be added as a stewardee or is there a reason not to include?
    - Add Entity Note/Allocation Note if spouse should not be added

### **Welcome Package Execution**

1. Create/execute list quarterly
2. Review entities on the list
3. Draft letters
  - a. Three templated letter versions
    - i. Donor to an endowment that is not a professorship or scholarship – generic template
    - ii. Donor to professorship
    - iii. Donor to scholarship
4. Merge letters; Donor Relations reviews letters
5. Letters will be postdated approximately 7-10 business days
6. Josh Newton to review all letters before sending them to chair of the Board of Trustees Development Committee
  - a. Send all letters in one group with track changes turned on
7. Chair of the Board of Trustees Development Committee to sign letters at scheduled Board meeting (quarterly)
8. Save copies of final merged letters as PDF; extract individual files and save each letter to be updated as an attachment for contact report and for OneDrive folder (ECM Updates)

9. Print letters on 2036 Board of Trustees letterhead
10. Print gift agreements on second page 2036 letterhead
11. Welcome packages will be prepared and mailed via FedEx to stewardees
12. Prepare the following for OneDrive: PDF copy of each final letter, notification spreadsheet, Fact Sheet
13. RMs to be notified when a welcome package is sent through monthly link in ECM Updates
14. Contact reports will be entered once the welcome package is sent; final letter attached to contact report

#### **Roles and Responsibilities**

1. Senior Associate Director, Operations – runs SQL queries for list generation
2. Assistant Director, Operations – manages and executes project
3. Coordinator – creates contact reports, coordinates and executes mailing of packages

#### **Additional References**

Endowment Welcome Package\_FY22\_Final (updated?)

OneNote: Donor Relations Operations > Non-Endowed Reporting > New Endowment Welcome Packet

2036

THE FUTURE STARTS WITH YOU



## UNDERSTANDING THE EMORY ENDOWMENT

### A Donor's Guide to the Emory Endowment and Reporting Process

Thank you for playing an integral role in advancing Emory's mission through your support and unwavering confidence in what we do. Your investment not only makes a difference today but has a profound influence on Emory's future. We understand that navigating the endowment reporting process can appear complex. We hope this information will serve as a useful tool as we welcome you into this special group of Emory donors.

#### What Will My Annual Endowment Report Include?



A financial summary for each endowed allocation



Beneficiary names, impact statements, and photos, when available



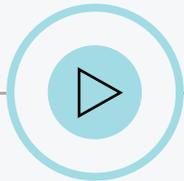
A page with overall Emory endowment financial information

#### When Will I Receive My Endowment Report?



##### SEPTEMBER 1

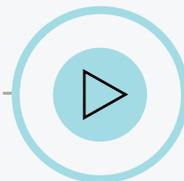
New fiscal year begins.



##### OCTOBER/ NOVEMBER

Scholarships and other funds are awarded.

Income distributions are complete.



##### DECEMBER

Beneficiary information is gathered for reporting.

Financials are audited for accuracy.



##### FEBRUARY

Endowment reports are mailed.

## What Are Emory's Investment Priorities?



Balancing the endowment's competing priorities of supporting today's scholars and growing capital for future generations of scholars



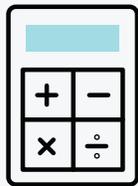
Delivering a real return that exceeds spending over the long term



Protecting on the downside and ensuring the real value of the endowment assets does not decline over the long term

## What Is Emory Investment Management? (EIM)

- EIM manages the assets of Emory University, Emory Healthcare, and The Carter Center and facilitates the missions of each by investing assets to meet present and future spending needs.
- EIM's investment strategies aim to produce superior long-term investment results by maintaining a concentrated portfolio of top-tier global investment managers.
- EIM incorporates and continues to evolve in the practice of environmental, social, and governance investing, a methodology that is often used synonymously with sustainable investing, socially responsible investing, mission-related investing, or screening.



## What Is Emory's Spending Distribution Policy?

Emory has set a targeted spending rate of 5%. The spending policy establishes a procedure for determining the annual flow of funds from the corpus earnings of each endowment to the operating budget and other restricted funds. In other words, the goal is to spend what is needed for the current generation without diminishing resources available for future generations.

If you have questions, please contact us at **404.727.6200** or **donor.relations@emory.edu** or visit the websites below for additional information.

EIM online: **[investment.emory.edu/](https://investment.emory.edu/)**

Emory's sustainability initiatives: **[sustainability.emory.edu/resources/](https://sustainability.emory.edu/resources/)**



# 2036

FISCAL YEAR SEPTEMBER 1, 2020-AUGUST 31, 2021

## ENDOWMENT REPORT

PRESENTED WITH GRATITUDE TO  
**John Doe**

THE CLAIRE DOOLEY ENDOWED SCHOLARSHIP  
Benefiting a faculty member at the Nell Hodgson Woodruff School of Nursing

THE CLAIRE DOOLEY ENDOWED SCHOLARSHIP  
Benefiting a faculty member at the Nell Hodgson Woodruff School of Nursing

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THE CLAIRE DOOLEY ENDOWED SCHOLARSHIP  
Benefiting a faculty member at the Nell Hodgson Woodruff School of Nursing



A MESSAGE FROM

**President Gregory L. Fenves**

Your endowment makes a difference every day across Emory University and Emory Healthcare. This report accounts for our stewardship in fiscal year 2019 and illustrates the promising larger picture of Emory’s endowment.

But this report is about more than just the numbers. Through scholarships and program funds, donors help make Emory an academic community of choice, where all are welcome no matter their background or household income. Your spirit of generosity makes us a home where our academic family strives to engage in conversations that matter—and to do so with respect and integrity. Students themselves are stepping forward to lead these dialogues, and we treasure the endowed scholarships that helped bring these students here.

Through professorships and faculty support, donors make Emory a lifelong learning environment where creativity drives discovery, teaching, service, and positive change. Your research support allows us to focus not only on the future of Emory, but also on the future of our youth, our community, and our planet.

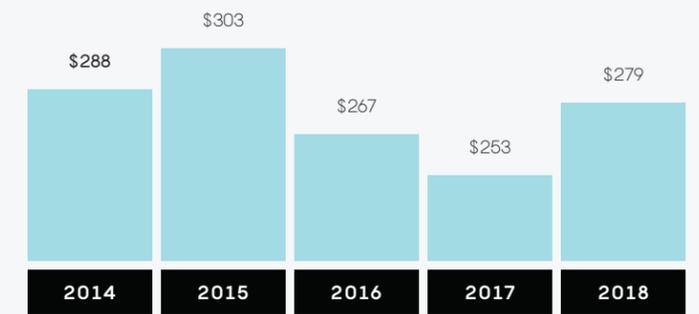
Please know that you have a standing invitation to visit our campus and see firsthand the collective impact of Emory’s endowment. You are the reason Emory’s legacy grows every day, and why this report comes with our heartfelt gratitude.

FINANCIAL SUMMARY

**THE CLAIRE DOOLEY ENDOWED SCHOLARSHIP**

Beginning market value 9/1/2018	\$00,000,000
Gifts	\$00,000,000
Reinvestment and transfer income	\$00,000,000
Investment return	\$00,000,000
Distribution for expenditure	(\$00,000,000)
<b>Ending market value 8/31/2019</b>	<b>\$00,000,000</b>

ENDOWMENT MARKET VALUE (000S)



This endowed fund is part of Nell Hodgson Woodruff School of Nursing’s endowment, valued at \$58 million. The majority of endowed funds in the Emory University endowment are restricted to purposes determined by donors. In this fiscal year, the nursing school distributed \$1.2 million for scholarships.

THIS FUND SUPPORTS

- John Smith



FUND BENEFICIARY

**John Smith 200X 22C**

Thank you for giving me this scholarship! It has truly made a difference for my family and me because it means that I can attend Oxford College. Additionally, it alleviated the burden of having a job, so I can focus on my courses and campus involvement during my college career. I chose Oxford because of its small class sizes and opportunities for involvement and personal development. I have already secured two leadership positions; I am a first-year representative for the OxFirst club and I am on the Concerns and Communications Committee of Student Government. Thank you for giving me this scholarship! It has truly made a difference for my family and me because it means that I can attend Oxford College. Additionally, it alleviated the burden of having a job, so I can focus on my courses and campus involvement during my college career. I chose

Oxford because of its small class sizes and opportunities for involvement and personal development. I have already secured two leadership positions; I am a first-year representative for the OxFirst club and I am on the Concerns and Communications Committee of Student Government. I plan to pursue a business degree on a pre-medical track, so I am currently taking pre-medical and pre-business classes. My future career plans are attending medical school, after graduating with a bachelor’s degree from the business school. I intend to become an innovative physician with a business background; I will provide leadership expertise in clinical settings, ensuring that operations run smoothly and patients are treated justly.

ELLER COLLEGE OF MANAGEMENT

# ANNUAL REPORT

2020-21



THE UNIVERSITY  
OF ARIZONA

# ELLER

## College



### DEAR WILDCATS,

Despite challenges, one thing remains certain at the Eller College: we continue to move ahead thanks to the perseverance and determination of our faculty, staff, students and alumni. In the 2020-21 academic year, all classes were converted to online and graduation was held virtually—and we all rose to the challenge, stepping-up and assisting each other. Including you—our alumni, friends and supporters. Thank you for making our success possible! Just another example of what it means to Bear Down.



And change continues! Our dean, Paulo Goes, has accepted the deanship with the Freeman School of Business at Tulane University in New Orleans. We all wish Paulo and his family the best. He will be missed, and I thank him for his 13 years with the Eller College of Management.

Jeff Schatzberg, vice dean and Frances McClelland Chair in Accounting, has been appointed the dean for an interim period—a role he has filled in the past. I am very appreciative that Jeff will lead Eller while a search for a new dean is conducted. Additionally, Walt Zipperman '69 BSBA '75 MBA has assumed the role of Board Chair. Walt has been on the board for many years and is a pillar in the Eller College.

Eller will continue to thrive in the 2021-22 academic year, and I look forward to your continued engagement.

Thank you for your support.

**Rob Ross '88 BSBA** (Finance)

**ELLER NATIONAL BOARD OF ADVISORS CHAIR**



# MESSAGE

## FROM THE DEAN

### DEAR ELLER FRIENDS AND SUPPORTERS—

It is with very mixed emotions that I share with you news of my transition to Tulane University as Dean of the A.B. Freeman School of Business in August 2021.

This is an exciting opportunity for me personally and for my family. Professionally, I feel the Freeman School offers a great environment to continue to do what I love in this new chapter of my career: develop exciting programs and initiatives in a similar way to what we have successfully accomplished at Eller in the past few years.

But this transition does not come without great sadness at leaving a family and a culture I have come to love in my 13 years at Eller. When I started as MIS department head in 2008 I knew I was joining one of the best business colleges in the United States. It has been an outstanding experience for me.

I am grateful for the support so many of you have shown me during my tenure as Eller Dean, and I hope you will review the contents of Eller's 2020-21 Annual Report as a fitting recognition of the many accomplishments we've achieved together. As Eller donors, supporters, alumni—in short, as the backbone of the Eller family—you are well poised to help sustain the college into the future.

Thank all of you for the immense leadership you show every day to Eller. I have been enriched by you, and I will continue to cheer Eller on from afar.

All my best,

Paulo



**Paulo B. Goes**

*Dean and Halle Chair in Leadership  
The Eller College of Management*

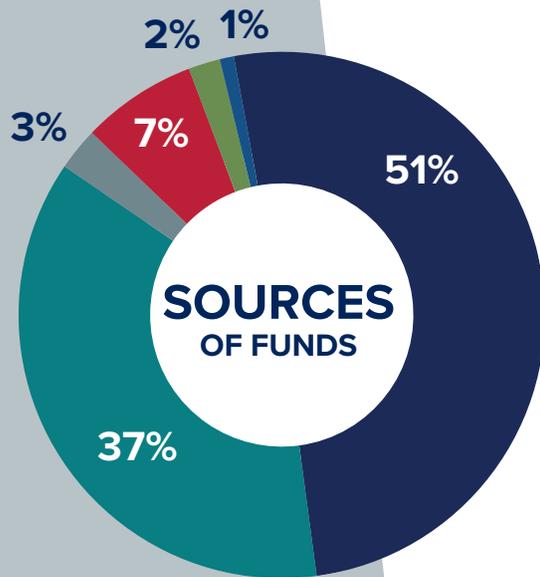
**THE UNIVERSITY OF ARIZONA**



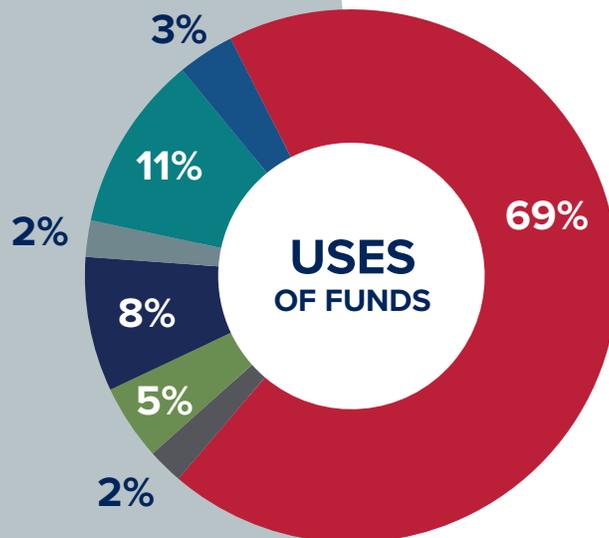
**“When I started as MIS department head in 2008 I knew I was joining one of the best business colleges in the United States. It has been an outstanding experience for me.”**

**—DEAN PAULO GOES**

# INVESTMENT IN ELLER BREAKDOWN



- 51% Allocated State Budget and Tuition Revenue
- 37% Other Tuition and Fee Revenue
- 7% Gifts
- 3% Research Grants and Contract Revenue
- 2% Other Revenue
- 1% Commitments from Other Units



- 69% Academic Departments and Centers
- 11% Administration
- 8% MBA Programs
- 5% Undergraduate Programs
- 3% Scholarships and Financial Aid
- 2% Research Centers
- 2% IT and Systems

# RANKINGS\*

## NATIONAL UNDERGRADUATE

### THE TFE TIMES

#3  
FINANCE

#6  
ACCOUNTING

#11  
ECONOMICS

U.S. NEWS &  
WORLD REPORT

#32  
PROGRAM

#4  
MIS

#6  
ONLINE  
BSBA

#23  
ENTREPRENEURSHIP

#24  
MARKETING

#29  
MANAGEMENT  
AND ORGANIZATIONS

#38  
ACCOUNTING

## NATIONAL GRADUATE

#3  
MIS

U.S. NEWS &  
WORLD REPORT

#6  
MIS  
ONLINE

#21  
ENTREPRENEURSHIP

#10  
ONLINE  
MBA

#21  
BUSINESS ANALYTICS

#40  
ECONOMICS

#28  
ACCOUNTING

#51  
PART-TIME MBA

#19  
ONLINE MBA  
FINANCE

#64  
FULL-TIME MBA

POETS &  
QUANTS

#22  
ONLINE MBA



## NEW SCHOLARSHIP

# Bridging the Opportunity Gap

With the creation of a new scholarship for the Department of Finance in the Eller College of Management, the **ALLSUP FAMILY CHARITABLE FOUNDATION** hopes to make a lasting and direct impact in the lives of undergraduate finance students—a goal already reached 38 times over with no signs of stopping.

The Allsup Engagement Award, which was distributed to the first students in summer 2021, is awarded to current undergraduate finance majors who need financial assistance in order to pursue summer internships and other career-related experiences.

Engaged couple Andrew Allsup '20 BSBA (Finance) and Cammy Stevenson '20 BSBA (Finance), BA (Art History), who met during their time at Eller, came up with the idea for the scholarship after reflecting on their experiences at the college.

“We both realized that our current career interests are direct results of the internships and work experiences we had during our time at Eller,” says Stevenson. “I wouldn’t have been able to pursue my degree—let alone graduate from Eller—without financial aid and scholarships. While tuition scholarships are wonderful, if a student isn’t receiving similar support during the summer, they may not be receiving the full college experience—which can have a lasting impact on their career.”

“We learned that it isn’t a lack of opportunities or internship offers keeping students from earning real-world experience,” adds Allsup. “It is largely due to the financial constraints of

# ALLSUP

## ENGAGEMENT AWARD

internships, whether that be a flight needed to attend an interview, a security deposit on an apartment or a means of income during an unpaid internship.”

The 38 scholarships distributed during summer 2021 went toward a number of different needs, including assisting a student to rent a car to drive to and from an internship, relocation costs and purchasing tech equipment like computers, webcams and mics for virtual internships.

“With my internship at Northwestern Mutual, I will begin my experience as a financial advisor and begin building my clientele base,” says one scholarship recipient. “I didn’t have enough formal clothes to wear to the internship, enough money to afford my licensing exam, and I knew I wouldn’t make enough money to cover my rent. But with this scholarship, I will be able to cover all those costs so I can focus solely on my internship. I’m extremely grateful for this opportunity.”

“The hope is that this scholarship can help remove obstacles for hardworking, ambitious students,” says Jessica Allsup, Andrew’s mother and director of the Allsup Family Charitable Foundation.

“In turn, we believe that this will help both the students and the Eller College in the long-run.”

### SOME OF THE ALLSUP ENGAGEMENT AWARD RECIPIENTS



### NEWLY ENDOWED FUNDS

Chester A. Baker, LTC, USA, Retired, C. Jean Baker, and Timothy J. Townson Endowed Scholarship for Current Service Members, Veterans, and Their Families

BeachFleischman Endowed Scholarship in the Dhaliwal-Reidy School of Accountancy

Compton-Foresman Endowed Scholarship in the Eller College of Management

Dupont Family Scholarship

Leslie Eldenburg Scholarship Endowment

Eller African American Honorary Alumni Scholarship Fund

Jerri L. Frantzve, Ph.D. Endowed Scholarship

Grow and Give Back Scholarship Endowment

Steve J. Hilton Family Endowed Scholarship in Finance

Dhaliwal-HSLopez Chair in Accounting Scholarship

Blaney Lundberg Endowed Scholarship

Notehall Scholarship Endowment

Douglas Paddison Memorial Scholarship

The Polonsky Family Scholarship Endowment in Honor of their Grandchildren

Riegger Family Scholarship

Saguaro Scholarship Endowment

Brad Sarnoff Family Endowed

Joseph Smeeding Memorial Scholarship

Lynn H. Stockman Endowed Scholarship

Jayanthi and Shyam Sunder Endowed Scholarship in Accounting

# ELLER MBA

## CLASS PROFILE

### SPECIALTY MASTERS PROGRAMS

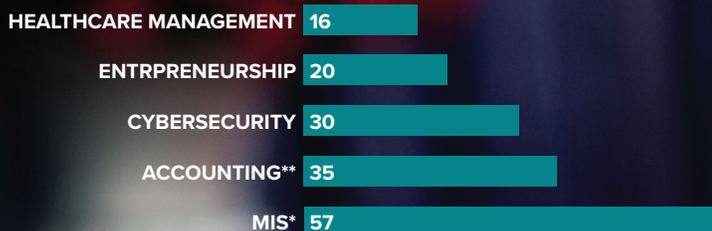
Main Campus in Tucson



\* includes Business Intelligence & Analytics and Enterprise Information Security Certificates

### SPECIALTY MASTERS PROGRAMS

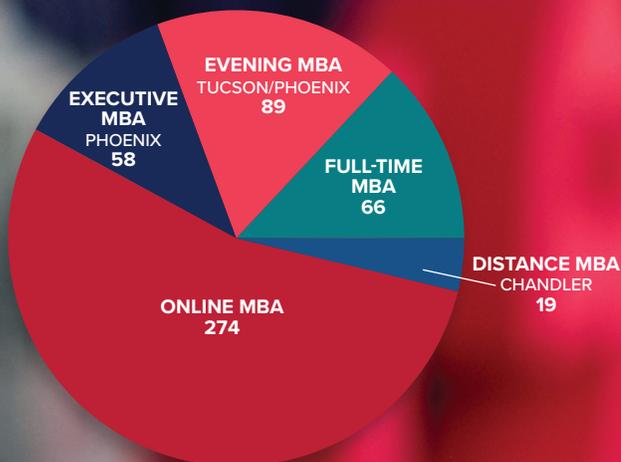
Online



\* Includes Business Intelligence & Analytics and Enterprise Information Security Certificates

\*\* Includes Accounting Graduate Certificate

### STUDENTS IN MBA PROGRAMS



**605**  
AVERAGE GMAT

**38%**  
AVERAGE  
MINORITIES

**♀ 29%**

**7%**   
INTERNATIONAL

**28**  
ENROLLMENT

**4.6**  
YEARS

PROFESSIONAL  
EXPERIENCE

**29**  
AVERAGE AGE

# INCOMING ELLER UNDERGRADS

**1,242**  
NEW FRESHMEN

**1,212** Pre-Professional  
**30** Pre-Economics

**209**  
NEW TRANSFERS

**201** Pre-Professional  
**8** Pre-Economics

**444**  
NEWLY ADMITTED  
TO BUSINESS  
PROFESSIONAL PHASE

  
**3.665**  
AVERAGE GPA

**459**  
ONLINE  
BSBA STUDENTS

**62**  
NEW STUDENTS  
FOR FALL 2020

## UNDERGRADS BY MAJOR

Tucson, Online, Micro-campuses, Global Direct campuses

62 OPERATIONS & SUPPLY CHAIN MGMT

63 ENTREPRENEURSHIP

91 BUSINESS ECONOMICS

258 BUSINESS MANAGEMENT

259 ECONOMICS

310 ACCOUNTING

342 FINANCE

343 MARKETING

362 MANAGEMENT INFORMATION SYSTEMS

381 BUSINESS ADMINISTRATION

# LUMS GIVE BACK

**FOUR RECENT ELLER COLLEGE OF MANAGEMENT ALUMNI** and former Eller African American Honorary (EAAH) members—Jacob Lassiter '18 BSBA, Ebitie Amughan '16 BSBA, Tripp Twyman '18 BSBA and Riem Kidane '18 BSBA—are well on their way to making EAAH a place where Black students can also find financial assistance for their education, thanks to the creation of the **ELLER AFRICAN AMERICAN HONORARY ALUMNI SCHOLARSHIP**.

In 2015, EAAH had its humble beginnings: a mission statement jotted down on a paper napkin, according to Amughan, who served as founding president. “We wanted to build a community centered around helping more Black students get through the professional admissions process and navigate business school experience,” she says.

“Starting the honorary almost felt like an inevitability,” says Twyman, also a founding member and former EAAH president. “The amount of growth that we saw over the first few years can be attributed to the desire for a community like the one we were forming.”

The group began offering professional development workshops, service opportunities and ways to connect with community organizations. The EAAH Leadership Empowerment and Academic Development Program (LEAD), which the group developed with Veronica Atondo, coordinator for leadership and engagement and current advisor for LEAD, helps first-year pre-business students transition to life

in college. Thanks to founding member Lassiter’s web design experience, EAAH was also able to develop a robust website where members can access study guides, discover scholarships, internship opportunities, find weekly readings and more.

The lasting impact of EAAH has stuck with these recent alumni even after leaving Eller and entering the workforce, fueling them with the desire to give back to EAAH to ensure more students can experience the benefits of the honorary. “I have always known I wanted to give back in some fashion,” says Lassiter. “But the idea for the Eller African American Honorary Alumni Scholarship came about while having dinner with friends and family for my brother’s graduation. During our conversations, I realized that if I got enough EAAH alumni together, we could contribute enough to start a scholarship and then build from there.”

**“IT IS EXCITING TO HAVE THIS TYPE OF OPPORTUNITY TO MAKE AN IMPACT TOGETHER WITH OTHERS.”**



Ebitie Amughan '16 BSBA, Tripp Twyman '18 BSBA, Riem Kidane '18 BSBA and Jacob Lassiter '18 BSBA

After relaying the idea to Twyman and ironing out the details, the two approached several recent EAAH alumni to encourage them to commit funds to the scholarship, and the news was eagerly received.

**“THE ABILITY TO GIVE BACK TO ANOTHER STUDENT IS ONE OF THE MOST PROFOUND THINGS THAT WE CAN DO TO CREATE EQUITABLE CHANGE IN THE WORLD.”**

“As someone who received scholarships to help fund my education at the University, I know how much it means to provide financial funding directly to students,” says Amughan. “The ability

to give back to another student is one of the most profound things that we can do to create equitable change in the world.”

Through discussions with the Eller Development and Alumni Relations team and the University of Arizona Foundation, the group launched a crowdfunding campaign during Black History Month as a way to kickstart Black futures and support the endowment. The campaign was open to anyone and within hours they received an outpour of support.

The campaign, which ran during the month of February, passed the first goal of \$5,000 in less than one day, beat a stretch goal of \$7,500 in just three days later, then the goal of \$12,000 just shortly after. Over the course of the campaign, \$15,610 was raised by 149 donors to support the scholarship.

“To be honest, I didn’t expect to be able to give back in any kind of capacity this early-on after graduating,” says Kidane. “It is exciting to have this type of opportunity to make an impact together with others.”

The scholarship, which will begin selecting recipients this fall, will be used to help EAAH members who show academic excellence and need financial assistance.

“We hope that this ends up being something where Black students at Eller can indefinitely receive some sort of financial assistance so they can focus on what really matters,” says Twyman. “The more we can free up their mental capacity from worrying about funding their education, the more I believe we will see their talents, ambitions and passions shine through.”

# COMMUNITY LEADERS



## Humberto and Czarina Lopez Establish Two Endowed Chairs at University of Arizona

Longtime University of Arizona supporters and volunteers **HUMBERTO AND CZARINA LOPEZ** have given the University of Arizona \$3.5 million to establish two endowed chairs, including \$1.5 million to establish the Dhaliwal-HSLopez Chair in Accounting at Eller's Dhaliwal-Reidy School of Accountancy in honor of Dan Dhaliwal, a 1977 alumnus, who was head of the accounting department from 1996 until his passing in 2016.

**“Attending the University of Arizona was the best decision I ever made. It was a steppingstone to get me where I am today.”**

**—HUMBERTO LOPEZ**

Humberto Lopez is a 1969 graduate of the Eller College and chair of HSL Properties, Arizona's largest owner-operated property management company, which he co-founded. The Lopezes are well-known at the university and in the Tucson community for their philanthropy and for their volunteer service on many organizations' governing boards.

“We've been blessed, and we're getting to an age where we realize we can't take it with us. We started out with nothing and we will leave with nothing, so in the meantime we'd like to be able to help others,” Humberto Lopez says.

“It grows on you. The more you give, the more you notice it's not enough,” Czarina Lopez says.

Humberto Lopez recalls a high school counselor saying he wasn't college material because he was a C student. What the counselor didn't know was that Lopez was working long hours to help support his family and didn't have much time for homework. The counselor's comment gave Lopez a greater sense of determination to pursue higher education. He enrolled at Cochise College in Douglas, Arizona, before transferring to the University of Arizona, where he majored in accounting.



“Attending the University of Arizona was the best decision I ever made. It was a stepping-stone to get me where I am today,” he says.

The couple have remained connected to the university ever since Lopez’s graduation; their gift to create an endowed chair at Eller was motivated primarily by Humberto Lopez’s long friendship with Dhaliwal.

“Dan brought the accounting department to the level it is today. He was a very dear person, admired by all,” Humberto Lopez says.

“He was always so hopeful, just a wonderful person,” Czarina Lopez adds.

When the chair is filled in the 2021-22 academic year, the Lopezes plan to share with the holder what Dhaliwal meant to them.



A few images from the dedication of the Dhaliwal-Reidy School of Accountancy earlier this year.



# UPGRADES

## Generous Donor Support Funds McClelland Hall Tech Upgrades

Generous support from two Eller College of Management alumni, Charles “Chuck” Tyler ’90 BA (Economics and Political Science) and Kerry Tyler ’91 BSBA (Finance and Accounting), enabled a number of classroom tech upgrades in McClelland Hall to support hybrid classroom learning environments.

New classroom features include ceiling microphones to ensure both in-person and online students can hear the instructor clearly, adjustable cameras that allow for either a wide or close view of the instructor, tracking cameras so that the instructor can move around the classroom while still on video, monitors to display online students in the classroom, upgraded audio systems and cameras placed above whiteboards so online students can view content written on the board.

“I taught my first class this semester using the new technology,” says Katie Maxwell, senior lecturer in accounting. “It worked incredibly well and I felt connected to all the students in person and at home. Thanks to everyone who worked so hard to get the technology set up for us.”



Though all classes are scheduled to return to in-person in the fall, instructors can still opt to offer their classes in a hybrid format—an endeavor made easier by these new tech installations, thanks to the Tyler’s support.

“We are so grateful to have the opportunity to help Eller continue to thrive through this difficult year,” say the Tylers. “All the credit for the successes during the challenging ’20-’21 school year goes to the amazingly talented, creative and hardworking administration, faculty and staff at the University of Arizona! Bear Down!”

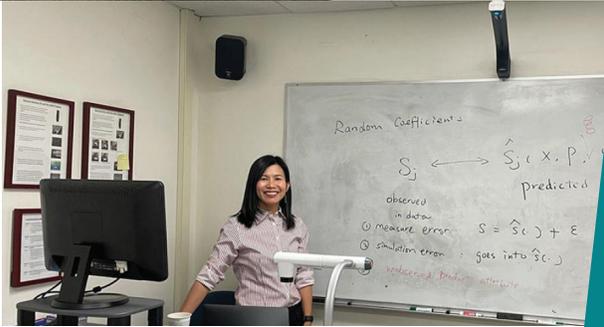
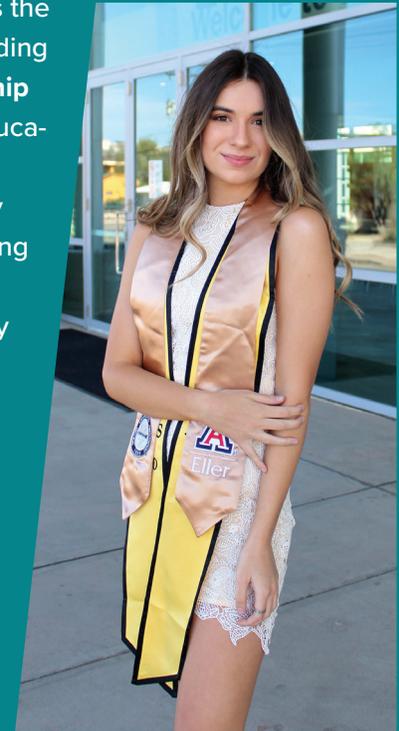
# THANK YOU!

“My name is Shelby Carlson, and I was the recipient of multiple scholarships including the **Phil and Susan Hagenah Scholarship** during the final year of my graduate education. These generous scholarships were crucial in allowing me to excel during my time at the University of Arizona. Balancing a variety of leadership positions and maintaining academic rigor was extremely important to me. I fused these goals by joining several organizations such as the Zipperman MIS Scholars Program, Kappa Alpha Theta Sorority, Surfrider AZ Sustainability Club and working on campus. I was also given the opportunity to complete several internships, including with Honeywell Aerospace, Famers Insurance and Ironwood Wealth Management.

In Fall 2020 I had the opportunity to work directly with Microsoft through a consulting class. The scholarships I received allowed me the financial freedom to work less at my on-campus job and focus on my education. I graduated in May 2021 with my master’s in Marketing and started a full-time position in Scottsdale, Arizona as a business analyst for Cognizant Consulting. This career choice is truly an accumulation of all the experiences I gained during my time at Eller.

Thank you to all the donors that provide scholarship support to students like me. Scholarships enriched my time at the Eller College of Management and allowed me to be involved on-campus. I appreciate all the donors who give their time and resources to Eller students, as I know first-hand the impact it makes on each of their lives.”

—SHELBY CARLSON



Upgrades include microphones, adjustable and tracking cameras, new monitors and upgraded audio systems.

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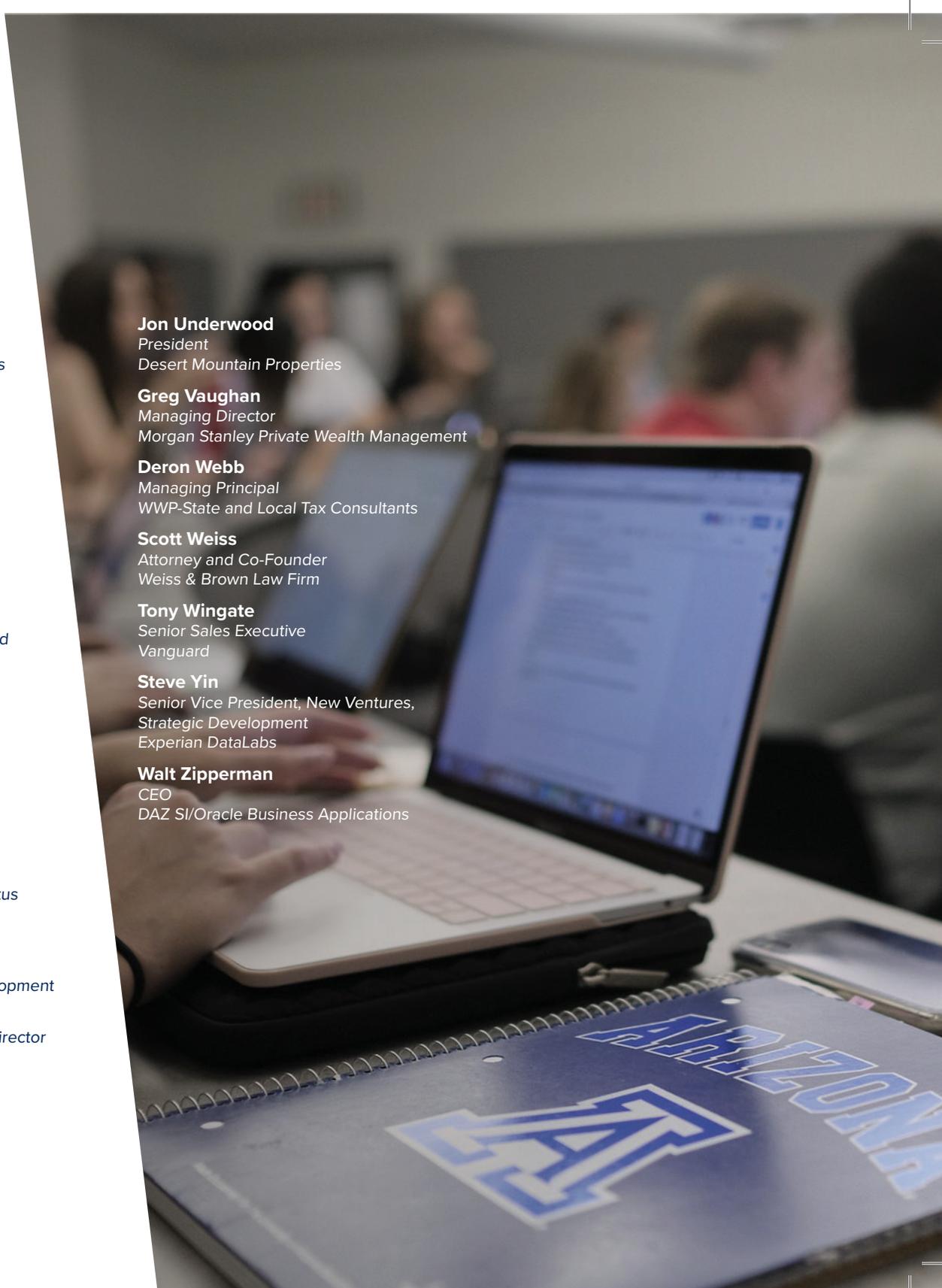
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As a donor, your support is making an important impact on our students. **Because of you** is a way to keep in touch every few months so you can learn how your support is changing lives through bite-size stories about our students and the Georgian community. We hope you enjoy the stories and we look forward to keeping in touch!

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**GENEROSITY**

**Over \$7 million in support received from our generous donors last year!**

Financial Aid | Student Success | Campus Growth



## Feed students, nurture their dreams

When five Georgian students lost their rental home due to a fire last year, the impact was devastating, but at least they could rely on the Georgian Food Locker for free food. Whenever students have to choose between buying books or paying rent, the Food Locker is there for them. Through the loss of a job or unexpected expenses, the Georgian Food Locker continues to be there to support our students because our donors are always there to support the Food Locker.

While the pandemic caused financial hardship for many in our communities, 104 donors were still able to step up (some repeatedly) and raise almost \$22,000 in the 2020/21 fiscal year. When our students don't have to worry about paying for food, they can pay for other important things, and as Alexandra Aiken tells us, they can focus on their studies and fulfill their dreams.

[Hear from Alexandra](#)



## Empowering women

It all started when Georgian Advancement Committee member, Giselle Bodkin, founded the WOMEN'S InTuition endowment fund in 2015, in honour of her late sister-in-law who studied nursing at Georgian. Over the years, donors have contributed almost \$650,000 to the fund, helping 194 female students through awards, scholarships and bursaries worth a total value of \$203,400. Thanks to our generous donors, recipients like Samantha Dhillon can worry less about finances and focus on achieving their academic, career and personal goals.

[Hear Samantha's story](#)

# GEORGIAN'S ECONOMIC IMPACT



**\$1.4 billion**

alumni impact on the region

**22,752**

total jobs supported in the region

**5.3%**

of the region's gross regional product (GRP)

**\$1.7 billion**

total income added to the region

[Read more about Georgian's impact](#)

## Connect with us

Has your contact information changed or do you have feedback on this report? We'd love to hear from you!

[Email us](#)



[GeorgianCollege.ca](http://GeorgianCollege.ca)

Georgian College | 1 Georgian Dr., Barrie, L4M 3X9 Canada

[Unsubscribe alumni@georgiancollege.ca](mailto:Unsubscribe_alumni@georgiancollege.ca)

[Update Profile](#) | [Our Privacy Policy](#) | [About Constant Contact](#)

Sent by [advancement@georgiancollege.ca](mailto:advancement@georgiancollege.ca)

# BECAUSE OF YOU

Dear Georgian,

As a donor, your support is making a substantial difference in the lives of our students. *Because of you* is our way to keep in touch every few months, update you on our progress, and share stories of the amazing impact your generosity is having.

In this edition, Jasmine Hanratty (class of 2014 and 2021), Lisette Verzijenberg and Ishaan Sachdeva (class of 2021), share how donors, like you, help students achieve their goals and show the importance of giving back. We also celebrate the funds raised in 2021 for student financial aid, and how every dollar of support helps.

We hope you enjoy the stories and we look forward to keeping in touch!

## Because of your GENEROSITY



### Alumni generosity gives peace of mind

As a part of the global [Giving Tuesday](#) initiative on Nov. 30, 2021, Georgian College launched a one-day digital appeal through the Grizzlies Give Back program. With the help of matching funds from [Johnson Insurance](#), Georgian's preferred home and automobile insurance provider, Georgian alumni raised \$20,000 to help support the *Frontline Support: Health-care Heroes Closer to Home* campaign, as well as other student success initiatives. For students like Lisette Verzijenberg, a BScN student in the Georgian/York collaborative program, these funds mean peace of mind when they are focused on their studies.

[Hear Lisette's story](#)



### Students honoured for helping their peers in India

Members of the Georgian College Students' Association – Barrie (GCSA) were recently honoured for their ongoing efforts to support students, both at home and abroad, with the **2021 Outstanding Youth in Philanthropy award** by the Association of Fundraising Professionals Central Ontario Chapter.

In raising over \$6,000 to support their peers in India during the country's devastating second wave, the GCSA has helped elevate the voices of countless youth in need of support during the COVID-19 pandemic. In early May 2021, India was seeing more than 400,000 new COVID-19 cases a day while fatalities were topping 4,500 a day.

[Hear the GCSA story](#)

## BECAUSE OF YOU – 2021 had MORE Impact.



**MORE** than **\$160,000**

in new endowment funding to support long-term student success.

**MORE** than **615**

donor-funded awards, scholarships and bursaries helped students.

**MORE** than **\$1 million**

generously donated toward awards, scholarships and bursaries.

# Thank you for supporting our students!

### Connect with us

Has your contact information changed or do you have feedback on this report? We'd love to hear from you!

[Email us](#)



HAWAI'I COMMUNITY FOUNDATION

## Mahalo

for believing in a better Hawai'i

Because of generous donors like you, more than \$142.4 million in grants and contracts were awarded statewide this year, including \$20 million in donor advised grants. Your generosity gives hope to the future of our islands. Thank you for being a part of our 'ohana of funds.





HAWAI'I COMMUNITY  
FOUNDATION

**Jane Doe Fund  
A Donor Advised Fund**

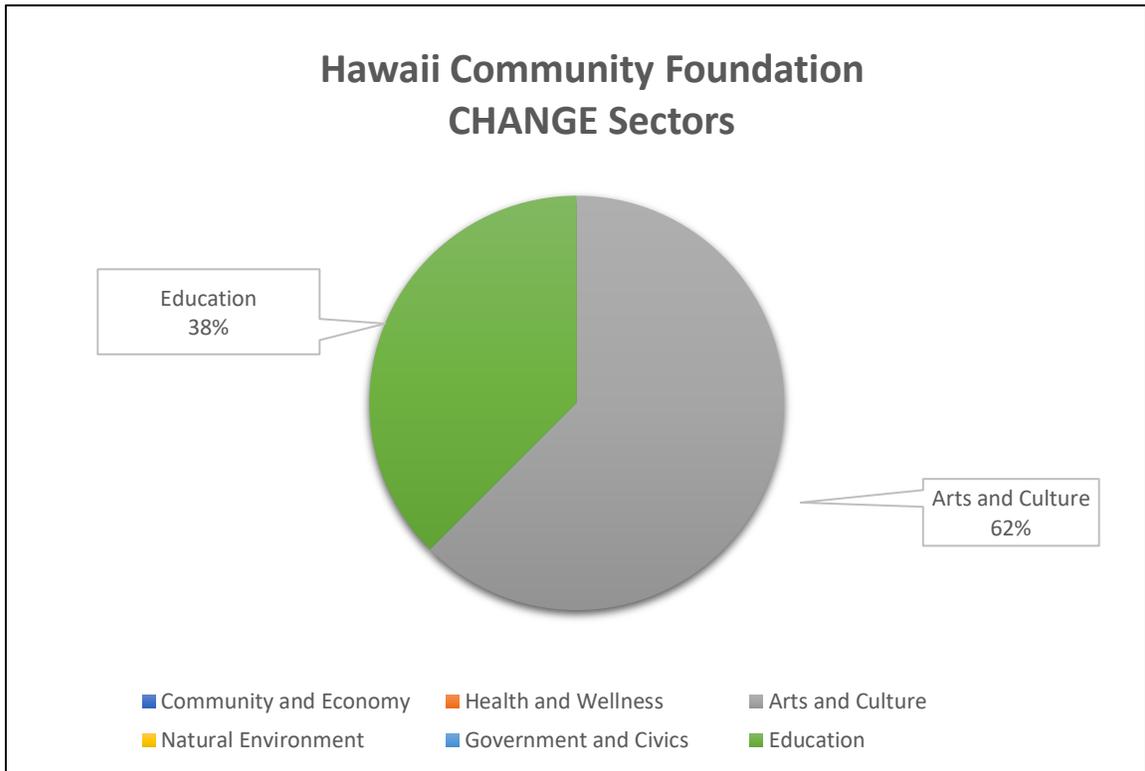
<b>Fund Creator:</b>	Jane Doe	
<b>Date Fund Established:</b>	1/5/2017	
<b>Fund Advisor:</b>	Jane Doe & Advisor Doe	
<b>Purpose:</b>	For general charitable purposes	
<b>Interest Area:</b>	Broad Purpose	
<b>Type of Fund:</b>	Donor Advised Fund	
<b>Endowed or Expendable:</b>	Expendable	
<b>Anonymous:</b>	Yes	
<b>Current Fund Balance:</b>	\$11,113.43 October 25, 2021	
<b>Total Gifts from Fund:</b>	\$4,800.00	
<b>Total Grants from Fund:</b>	2	
<b>Total Organizations/Programs Awarded:</b>	2	
<b>Award History Summary (10/1/2020 – 9/30/2021)</b>	<b><u>Name</u></b>	<b><u>Amount</u></b>
	Charity A	\$1,800.00
	Charity B	\$3,000.00



HAWAI'I COMMUNITY  
FOUNDATION

**Jane Doe Fund**

**Hawaii Community Foundation  
CHANGE Sectors**





# Stronger Together

*Thanks to you ...*

**The COVID-19 pandemic was a challenge for all of us, but few experienced as many setbacks as did the Class of 2020.** As they were finishing high school and trying to prepare for their futures, the most vulnerable students became even more vulnerable as parents lost jobs, lost income, and in some cases even lost homes as the coronavirus changed life forever.

▶ **TO ADDRESS THE INEQUITIES** exacerbated by the pandemic, the *Stronger Together Hawai'i Fund* was created to offer a flexible scholarship that students could use as needed, even as they changed schools or changed enrollment from full- to part-time in response to the pandemic.

Through the overwhelming generosity of people in our community like you, 370 high school graduates were offered a helping hand in 2020. Beginning their post-secondary educations in one of the toughest academic years in memory, more than half of the 2020 Stronger Together scholars reapplied for additional assistance to continue their educational pursuits in 2021.

The community's ongoing support made it possible for 200 students who reapplied for Stronger Together Hawai'i and other HCF scholarships to receive assistance for a second year. Of those students, 51 expect to graduate from their chosen field of study by the end of calendar year 2022.

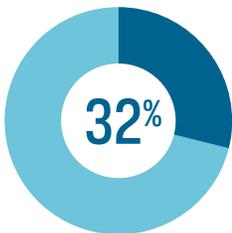
They can be proud of their tenacity, resilience, and progress since March 2020. Your support helped give them the ability to continue.



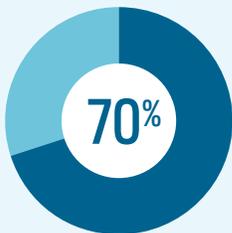
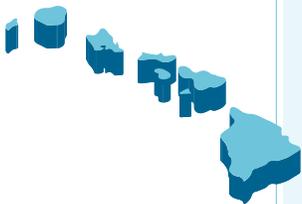
# Stronger Together Hawai'i in 2021, *By the Numbers*

# \$1.2 Million

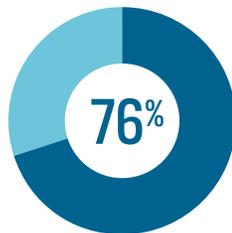
in scholarships awarded,  
with an average scholarship of \$6,000.



Percent of returning students come from neighbor islands



Percent are attending a University of Hawai'i system school, with almost 27 percent attending a UH community college



Percent identify as an underserved or underrepresented student, including foster youth, those who were homeless or at-risk of being homeless, first-generation college students, LGBTQ+ and/or an underrepresented ethnic minority.



are the first generation in their family to potentially graduate from college



are Native Hawaiian

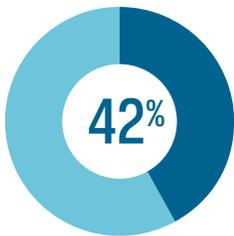


are LGBTQ+



COVID has changed our lives. This past year was extremely difficult with all the opening and closing of facilities, campuses, volleyball practice, everything. My father has been without work since March 2020 and remains unemployed.

*By the grace of God, we were able to receive the Stronger Together Hawai'i Scholarship and that made it possible for me to return to school for Spring 2021. I am truly grateful for this scholarship for it pays my tuition and a portion of my living allowance since there is no on-campus housing. Mahalo piha to all who make scholarships available to Hawai'i future leaders.” —Julie W.*



**42%** of scholarship recipients worked to support their education or household expenses and/or were a primary caregiver.

## Emergency Savings Program

► **As part of the Stronger Together Hawai'i** (STH) program offerings, First Hawaiian Bank teamed with the Hawai'i Community Foundation (HCF) to offer an Emergency Savings Program to prepare Stronger Together Hawai'i scholars for unforeseen situations. In 2021, 55 scholars participated and earned up to \$1,000 each by opening savings accounts, learning about personal financial management, staying in school, and maintaining good academic standing. These students can be commended for their persistence at a time when many drop out between their first and second years. This additional financial support is intended to help pay for unexpected life costs, so students can continue to focus on their college goals.

“

*When COVID-19 hit the Islands, my family was hit hard. I had a part-time job and got laid off, which played a tremendous role in my education because I was in the process of saving money to pay for college.*

Another thing is that my family's food stamps were lowered. We were already stretching it before COVID, and now we had to figure out other ways to put food on the table and to pay the bills. There would be times where we wouldn't have food so we would rely on local food banks. There would be times where we couldn't wear our clothes, so we had to stretch whatever we had left to use that was clean. Me and my family experienced things we thought would never happen to us, especially in Hawai'i.”—Kyla Rae P.

### More Information

► **To learn more** about how your contribution makes a difference contact Eric La'a at [ela@hcf-hawaii.org](mailto:ela@hcf-hawaii.org) or call (808) 537-6333. For more information about the Hawai'i Community Foundation Scholarship program visit: [hawaiicommunityfoundation.org/scholarships](https://hawaiicommunityfoundation.org/scholarships).



HAWAI'I COMMUNITY FOUNDATION

# Meet the Returning Stronger Together Hawai'i Scholars

► **This list includes** the scholar's graduating high school, college choice, major, and intended graduation date.



## HAWAII ISLAND

[Hilo High School \(Public - Hilo\)](#)

### Leilani Guerrero

University of Hawai'i - Hilo  
Psychology, May 2024

### Paige Hiraki

University of Hawai'i - Hilo  
Kinesiology, May 2024

### Wyatt Lorenzo

Hawai'i Tokai International College  
Liberal Arts, July 2021

### Keanikuipo Midel

Bellevue College  
Liberal Arts, December 2022

### Kyla Rae Pacheco-Paglinawan

University of Hawai'i - Mānoa  
Hawaiian Studies, May 2024

[Honoka'a High School \(Public - Honoka'a\)](#)

### Lilliana Ryann Canario-Carvalho

Veterinarian Assisting/Technology, June 2022

### Sheena Mae Dalmacio

Hawai'i Community College  
Automotive Technology, May 2022

### Sadie Radl

Grand Canyon University  
Psychology, May 2024

### Exel Reelo Ramos

University of Hawai'i - Hilo  
Mathematics, May 2024

[Kea'au High School \(Public - Kea'au\)](#)

### Wilmer Agpaoa

University of Hawai'i - Mānoa  
Biology, May 2024

### Aldwin Badua

University of Hawai'i - Hilo  
Biochemistry, May 2025

### Ryclan Bernal

University of Hawai'i - Hilo  
Nursing, June 2024

### Briana Burns

Hawai'i Community College  
Liberal Arts, May 2022

### Alapaki Kanaina-Endo

Seattle Central College  
Business - International, May 2024

### Jenifer Oher

Accounting, May 2024

### Roberto Ramos Jr

University of Hawai'i - Hilo  
Kinesiology, May 2024

[Kealakehe High School \(Public - Kailua-Kona\)](#)

### Cristine Anne Afan

University of Hawai'i - Hilo  
Nursing, May 2024

### Junseo Choi

Hawai'i Community College  
Nursing, May 2023

### Sae Fujitani

Oregon State University  
Therapy - Physical, June 2024

### Joseph Jimenez

Rochester Institute of Technology New York  
Graphic Arts & Design, May 2024

### Renell Kaupu-Kaialilii

Hawai'i Community College  
Law, May 2022

### Viena Manukia-Mapapalangi

University of Hawai'i - Mānoa  
Biology, May 2024

### Nina Kimberly Nabor

University of Hawai'i - Hilo  
Nursing, May 2024

### Joyce Rosabia

University of Hawai'i - Mānoa  
Engineering - Biomedical, May 2024

### Amanda Schiff

University of Portland  
Engineering Technology - Mechanical, May 2024

### Deven Wagner

Chabot College  
Fire Science, June 2023

[Konawaena High School \(Public - Kealakekua\)](#)

### Breeze Chinen

University of Portland  
Education, May 2024

### Keilana Crane

Hawai'i Community College  
Liberal Arts, December 2022

### Malie Grace

Colorado Mesa University  
Engineering, May 2024

### Elimar Utrera

University of Rochester  
Political Science, May 2024

### Shayne Victor

Education-Secondary, December 2021

### Aiko Watanabe

Criminal Justice & Criminology, May 2022

[Pāhoa High School \(Public - Pāhoa\)](#)

### Uilani Barajas-Alconcel

University of Hawai'i - Hilo  
Nursing, May 2024

### Kauanoeanuheha Choy Foo

University of Nevada - Las Vegas  
Business - Management, May 2025

**Rayanne Ganiron**

University of Hawai'i - Hilo  
Business - Management, May 2024

**Caeden Kadarusman**

University of Hawai'i - Mānoa  
Chemistry, June 2024

**Britlynn Lee**

Northern Arizona University  
Biomedical, May 2024

**Bailey-Ann Lee**

University of Hawai'i - Hilo  
Chemistry, May 2024

**Rudy Pasion**

Engineering - Mechanical, May 2024

[Waiakea High School \(Public - Hilo\)](#)

**Jennifer Nakano**

University of Hawai'i - Hilo  
Engineering - Computer, May 2024

**Pohakalaokealani Van Veen**

University of Hawai'i - Hilo  
English, May 2024

**KAUA'I**

[Kapa'a High School \(Public - Kapa'a\)](#)

**Kyler Arruda-Sukehira**

Kaua'i Community College  
Nursing, March 2024

**Angeline Roslin**

Kaua'i Community College  
Nursing, May 2024

[Kaua'i High School \(Public - Lihu'e\)](#)

**Robyn Saronitman**

Kaua'i Community College  
Accounting, May 2022

**Justine Solsoloy**

Kaua'i Community College  
Nursing, May 2024

[Kawaikini PCS \(Charter - Lihu'e\)](#)

**Kahiau Hamberg**

Kaua'i Community College  
Hawaiian Studies, May 2024

[Waimea High School \(Public - Waimea\)](#)

**Kristian Cardejon**

Clark College  
Psychology, June 2024

**Naomi Nakaahiki**

Kaua'i Community College  
Liberal Arts, May 2022

**Wade Pimsaguan**

Pacific University  
Kinesiology, May 2024

**MAUI**

[Baldwin High School \(Public - Wailuku\)](#)

**Ryce Andres**

California State Polytechnic University - Pomona  
Graphic Arts & Design, May 2024

**Brenda Franco Rodriguez**

Portland State University  
Political Science, June 2024

[Kihei PCS \(Charter - Kihei\)](#)

**Riki MacMillan**

University of Hawai'i - Maui College  
Engineering, May 2024

[King Kekaulike High School \(Public - Pukalani\)](#)

**Wendellyn Enosara**

University of Hawai'i - Mānoa  
Biochemistry, May 2024

**Nalu Nakamura**

University of Hawai'i - Hilo  
Aviation, June 2024

**Shaira Sabugo**

University of Hawai'i - Maui College  
Nursing, May 2024

**Julia Wagner**

Fullerton College  
Kinesiology, December 2022

[Lahainaluna High School \(Public - Lahaina\)](#)

**Anjennette Rabe**

University of Hawai'i - Maui College  
Tourism & Hospitality, May 2022

**Janelle Irish Raguindin**

University of Hawai'i - Maui College  
Tourism & Hospitality, May 2022

[Maui High School \(Public - Kahului\)](#)

**Calistra Hawkins**

University of Hawai'i - Maui College  
Liberal Arts, December, 2021

**Jacob Jones**

University of Hawai'i - Maui College  
Business - Management, May 2022

**Aubrey Santiago**

University of Hawai'i - Mānoa  
Public Health, May 2024

**Breanna Marie Taguchi**

Oregon State University  
Marketing, June 2024

**Briana Valentin**

University of Hawai'i - Maui College  
Culinary Arts, May 2023

**MOLOKAI**

[Moloka'i High School \(Public - Ho'olehua\)](#)

**Daylen Shayne Casino**

Leeward Community College  
Nursing, May 2024

**O'AHU**

[Aiea High School \(Public - 'Aiea\)](#)

**Adam Alamodin**

University of San Francisco  
Biology, May 2024

**TJ Chan**

Leeward Community College  
Computer Science, May 2024

**Tori Evans**

Brigham Young University - Hawai'i  
English, June 2024

**Sherilyn Matsuoka**

Leeward Community College  
Health Science, May 2023

**Nathaniel Okamoto**

University of Hawai'i - Mānoa  
Athletic Training, May 2024

**Mai Phan**

University of Hawai'i - Mānoa  
Biology, May 2024

[Anuenue School \(Public - Pālolo\)](#)

**Shawn Tamarra**

Kapi'olani Community College  
Culinary Arts, May 2023

[Campbell High School \(Public - 'Ewa Beach\)](#)

**Ayla Marie Bio**

University of Hawai'i - Mānoa  
Biology, May 2024

**Keelia Choi**

Honolulu Community College  
Fire Science, May 2022

**Jasmin Diaz**

University of Hawai'i - West O'ahu  
Education-Elementary, May 2024

**Cori-Lee Kipapa**

University of Hawai'i - Mānoa  
Art, May 2021

**Miriam Joyce Lipman**

University of Hawai'i - Mānoa  
Environmental Science, May 2024

**Thor Mendez**

Wentworth Institute of Technology  
Business - Management, May 2024

**Gabrielle Tessier**

Leeward Community College  
Biology, December 2021

[Castle High School \(Public - Kāne'ohe\)](#)

**Troy Anderson**

University of Hawai'i - Mānoa  
Architecture, December 2024

**Draven Arnold**

The University of Alabama  
Dance, May 2024

**Tallea Corales**

Kapi'olani Community College  
Culinary Arts, May 2022

**Madisyn Polendey**

Chaminade University of Honolulu  
Nursing, May 2024

**Kaili Wasson**

University of Hawai'i - Mānoa  
Business - Management, May 2024

**Austin Yoshida**

Long Island University Post  
Theatre, September 2023

[Farrington High School \(Public - Kalihi\)](#)

**Isabella Asuncion**

University of Hawai'i - West O'ahu  
Marketing, May 2024

**Chantell Cambia**

Kapi'olani Community College  
Psychology, December 2022

**Diego Luiz Clemente**  
Leeward Community College  
Computer & Information Science, June 2022

**Elerose Apple Cordero**  
Honolulu Community College  
Liberal Arts, May 2022

**Cyrus Dagdagan**  
Kapi'olani Community College  
Nursing, May 2022

**Frenz Jamaica Dulluog**  
Creighton University  
Health Care Administration, May 2024

**Lawrence Gerald Guittap**  
University of Hawai'i - Mānoa  
Molecular and Cell Biology, May 2024

**Matthew Madayag**  
University of Hawai'i - Mānoa  
Engineering - Mechanical, May 2024

**Rom-Alvem Rosit**  
Honolulu Community College  
Architecture, August 2022

**Paula Angela Saladino**  
University of Hawai'i - Mānoa  
Public Health, May 2024

**Ashley Sebastian**  
Kapi'olani Community College  
Nursing, May 2024

**Hanting Zhou**  
Kapi'olani Community College  
Psychology, June 2024

[Hawai'i Technology Academy PCS \(Charter - Waipahu\)](#)

**Maunakea Bitler**  
Leeward Community College  
Automotive Technology, June 2022

**Kaulani Garso-Steward**  
University of Hawai'i - Maui College  
Culinary Arts, May 2022

**Carley Matsumura**  
University of Hawai'i - West O'ahu  
Graphic Arts & Design, May 2023

[Kailua High School \(Public - Kailua\)](#)

**Kale Makaneole**  
Honolulu Community College  
Aeronautics Maintenance Technology, May 2022

**Grace Myers**  
University of Hawai'i - Mānoa  
Microbiology and Immunology, May 2024

[Kaimuki High School \(Public - Kaimuki\)](#)

**Bryan Nguyen**  
University of Hawai'i - Mānoa  
Philosophy, May 2024

[Kaiser High School \(Public - Hawai'i Kai\)](#)

**Sophia Daniel**  
Kapi'olani Community College  
Environmental Science, May 2023

**Gabriel Goes**  
Honolulu Community College  
Music, May 2023

**Kellen Imada**  
Honolulu Community College  
Criminal Justice & Criminology, May 2022

**Haley Lenander**  
University of San Francisco  
Computer & Information Science, May 2023

**Howin Ma**  
University of Hawai'i - Mānoa  
Engineering - Mechanical, May 2024

**Kaela Shimabukuro**  
Kapi'olani Community College  
Business - Administration, May 2022

[Kalaheo High School \(Public - Kailua\)](#)

**Briana Abraham**  
Windward Community College  
Education-Elementary, May 2022

**Jonah Lene**  
University of Hawai'i - Mānoa  
Computer Science, May 2024

**Aaron Nezzar**  
University of Hawai'i - Mānoa  
Computer & Information Science, June 2024

**Ysabella Reyes**  
University of Portland  
Nursing, May 2024

**Micah Willweber**  
Concordia University - Nebraska  
Physics, May 2024

**Kylie Wolff**  
Oregon State University  
Biology, June 2024

[Kalani High School \(Public - Honolulu\)](#)

**Kaylyn Hara**  
Creighton University  
Kinesiology, May 2024

**Noah Hee**  
Kapi'olani Community College  
Economics, December 2022

**Makai Kato**  
Kapi'olani Community College  
Culinary Arts, April 2023

**David Le**  
CUNY Queens College  
Finance, May 2024

**Kenneth Lin**  
University of Hawai'i - Mānoa  
Biology, May 2024

**Yongxin Lin**  
University of Portland  
Nursing, May 2024

**Joelle Kristensen Romero**  
California Polytechnic State University - San Luis Obispo  
Engineering - Mechanical, June 2024

**Dorothy Ward**  
University of Hawai'i - Mānoa  
Liberal Arts, May 2024

[Kapolei High School \(Public - Kapolei\)](#)

**Macey Cargo**  
University of Hawai'i - West O'ahu  
Graphic Arts & Design, May 2024

**Jessica McNeil**  
Saint Martin's University  
Education-Special, May 2024

**Madeleine Nguyen**  
Leeward Community College  
Health Science, May 2024

**Shai Paige**  
University of Hawai'i - West O'ahu  
Computer Science, May 2024

[Leilehua High School \(Public - Wahiawa\)](#)

**Andrea Falealili**  
University of Hawai'i - Mānoa  
Travel Industry Management, December 2024

[McKinley High School \(Public - Makiki\)](#)

**Pookela Akana-Andrew**  
Honolulu Community College  
Finance, June 2022

**Alexandria Buchanan**  
University of Hawai'i - Mānoa  
Film, June 2024

**Alan Dennis**  
University of Hawai'i - Mānoa  
Art, June 2025

**Tomoaki Horoiwa**  
University of Hawai'i - Mānoa  
Psychology, May 2024

**Mancy Huynh**  
University of Hawai'i - Mānoa  
Accounting, May 2024

**Alyssa Kondo**  
University of Hawai'i - Mānoa  
Sociology, December 2023

**Kaia LaFave**  
University of Hawai'i - Mānoa  
Social Work, May 2024

**Hubert Liang**  
University of Hawai'i - Mānoa  
Computer & Information Science, June 2024

**Keoni Martin**  
University of Hawai'i - Mānoa  
Nursing, May 2024

**Samantha Quinones**  
Kapi'olani Community College  
Biology, May 2022

**Karla Angela Sales**  
University of Hawai'i - West O'ahu  
Criminal Justice & Criminology, December 2021

**Lester Sibal**  
Kapi'olani Community College  
Nursing, May 2022

**Mai-Phi Tran-Dang**  
University of Hawai'i - Mānoa  
Biology, August 2024

**Zion Williams**  
Psychology, May 2022

**Calvin Wong**  
University of Hawai'i - Mānoa  
Computer Science, May 2024

[Mililani High School \(Public - Mililani\)](#)

**Kaila Aiwohi**  
Menlo College  
Marketing, May 2024

**Kobey Arai**  
University of Hawai'i - Mānoa  
Computer Science, December 2023

**Nicole Victoria Arios**  
University of Hawai'i - Mānoa  
Biology, May 2024

**Tiana Chang-Kamealoha**  
Leeward Community College  
Liberal Arts, May 2022

**Riky-Jaye Chung**

University of Hawai'i - Mānoa  
Education-Elementary, May 2024

**Kaena Coleman-Saloricman**

Leeward Community College  
Psychology, May 2022

**Shadrack Nabea**

University of Hawai'i - Mānoa  
Engineering - Mechanical, May 2024

**Sasha Numazu-Fisher**

University of Hawai'i - Mānoa  
Psychology, May 2024

**Taylor-Ann Okimoto**

University of Hawai'i - West O'ahu  
Education-Secondary, May 2024

**Swasthita Sadagopan**

University of Hawai'i - Mānoa  
Biology, May 2024

**Crislen Suan**

University of Montana - Western  
Biology, May 2024

**Moanalua High School (Public - Salt Lake)****Rodjela David**

University of Hawai'i - Mānoa  
Business - Entrepreneurship, May 2024

**Amy Giang**

University of Hawai'i - Mānoa  
Biology, May 2024

**McCade Ho**

Leeward Community College  
Business - Entrepreneurship, May 2022

**Kailee Hung**

University of Hawai'i - Mānoa  
Computer Science, May 2024

**Makena Lemapu**

Northern Arizona University  
Social Work, May 2022

**Kristyn Mimura**

University of Hawai'i - Mānoa  
Computer Science, May 2024

**Trinity Oakland**

University of Hawai'i - Hilo  
Psychology, June 2024

**Destiny Lei Ramilo**

University of California - Merced  
Biology, May 2024

**Brandon Sheen**

University of Hawai'i - Mānoa  
Accounting, May 2024

**Kitanna Torres**

Oregon State University  
Engineering - Mechanical, July 2024

**Carol Wong**

University of Hawai'i - Mānoa  
Computer Science, May 2024

**Nānākuli High School (Public - Nānākuli)****Alana Chong**

Honolulu Community College  
Environmental Science, June 2022

**Kazlen Delenia**

Saint Martin's University  
Nursing, May 2024

**Chaz Gouveia**

Leeward Community College  
Engineering - Electrical, May 2022

**Pearl City High School (Public - Pearl City)****Kamanakai Alipio**

Honolulu Community College  
Diesel Mechanics Technology, May 2022

**Hermaine Ghenila Beltran**

Chaminade University of Honolulu  
Nursing, May 2024

**Kaci Koizumi**

University of Hawai'i - West O'ahu  
Graphic Arts & Design, May 2024

**Michelle Santiago**

Leeward Community College  
Medicine May 2022

**Radford High School (Public - Salt Lake - Honolulu)****Jia Xin Chen**

University of Hawai'i - Mānoa  
Nursing, May 2024

**Roosevelt High School (Public - Papakūlea - Honolulu)****Calyx Badon**

University of Hawai'i - Hilo  
Nursing, May 2024

**Le Yi Feng Zheng**

University of Hawai'i - Mānoa  
Business - Administration, June 2024

**Junhong He**

University of Southern California  
Business - Entrepreneurship, May 2024

**Kathy Ho**

University of Hawai'i - Mānoa  
Environmental Science, May 2024

**Chelsea Kaneshiro**

University of Hawai'i - Mānoa  
Psychology, May 2024

**Mia Lee**

University of Hawai'i - Mānoa  
Nursing, May 2024

**Beyonce Maligaya**

Kapi'olani Community College  
Liberal Arts, August 2024

**Jennifer Rodriguez Flores**

University of Hawai'i - Mānoa  
Architecture, May 2024

**Aurora Rowland**

University of Hawai'i - Mānoa  
Psychology, May 2024

**Dallas Son**

University of Hawai'i - Mānoa  
Nursing, December 2024

**Min Qi Yue**

University of Hawai'i - Mānoa  
Biochemistry, April 2024

**University Laboratory School (Charter - Mānoa)****Melissa Dole**

Computer & Information Science, May 2024

**Alyssa Guillermo**

University of California - Irvine  
Engineering - Mechanical, June 2024

**Maile Sai**

Oregon State University  
Biology, June 2024

**Tea Stephens**

University of Hawai'i - Mānoa  
Biology, May 2024

**Sabrina Weaver**

University of Hawai'i - Mānoa  
Marketing, May 2024

**Arisa Yamamura**

Oregon State University  
Accounting, June 2024

**Velika Yasay**

University of Hawai'i - Mānoa  
Anthropology, May 2024

**Emily Yu**

University of Hawai'i - Mānoa  
Biology, May 2024

**Waiialua High School (Public - Waiialua)****Janai Medrano**

University of Nevada - Las Vegas  
Nursing, May 2024

**Wai'anae High School (Public - Wai'anae)****Janea Johnson-Garliyo**

Honolulu Community College  
Cosmetology, May 2022

**Miliani Kuhaulua**

Leeward Community College  
Liberal Arts, May 2022

**Waipahu High School (Public - Waipahu)****Jaymarc Clifford Asuncion**

Leeward Community College  
Nursing, May 2022

**Daniel Baon**

Leeward Community College  
Psychology, May 2022

**Jhon Patrick Bilen**

University of Hawai'i - Mānoa  
Engineering - Civil, May 2024

**Christian Fernando-Alonzo**

University of Hawai'i - Mānoa  
Psychology - Clinical, May 2024

**Divine Samuelu**

Leeward Community College  
Film, May 2022

**International****Nhu Anh Tran**

Kapi'olani Community College  
Fashion Design & Merchandising, December 2021



HAWAI'I COMMUNITY FOUNDATION

***THANK YOU*** ***BRAVE. BOLD.***  
***IMPACT.***



**THANK YOU** **BRAVE. BOLD.**  
**IMPACT.**

EUBEXC

March 22, 2022

Dear [REDACTED]

**Brave. Bold. Impact.**

Donor-supported scholarships like yours unlock the potential in every hard-working, deserving student. It's through your generosity that U of I students are developing lifelong skills as they prepare to improve the health, well-being and economic prosperity of communities near and far.

At the University of Idaho, 71% of our students are from Idaho. One-third of all U of I students are the first in their families to attend college. Scholarships make a college education possible for them and many others, resulting in more career options, higher salaries, improved health and deeper community involvement. Thank you for making this far-reaching impact possible.

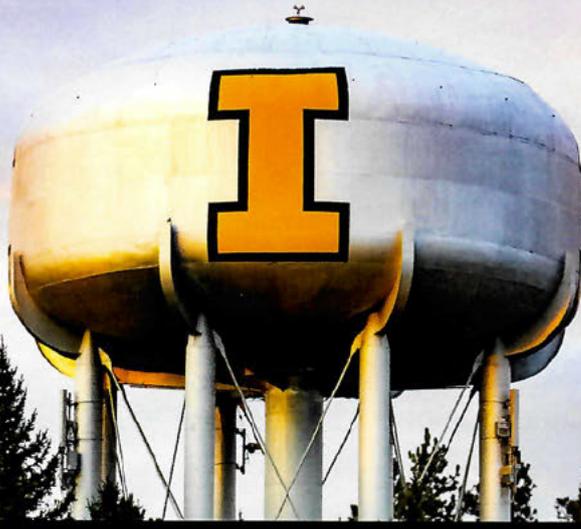
Through this report, we are thrilled to introduce you to students who are actively exploring their potential thanks to scholarship support. Each student is unique, but they all share a drive to explore, question, connect and build in ways that propel our state and world forward. This is the Vandal Experience, and it cannot be replicated!

With gratitude,



Mary Kay McFadden

*Vice President for University Advancement*



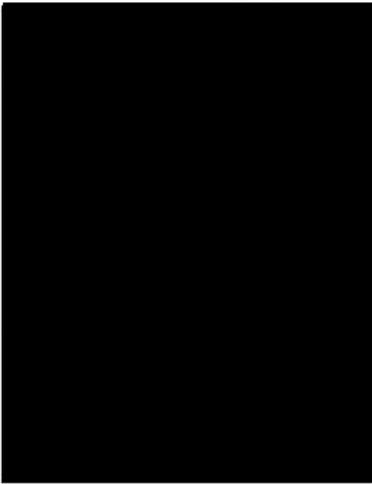
**THANK YOU** *BRAVE. BOLD.*  
*IMPACT.*

**[Redacted]** Scholarship

EUBEXC

### 2021-2022 Recipient(s)

Scholarships make it possible for more students to enroll at U of I and once students are here, scholarships decrease their financial stress and long-term financial burden. With robust scholarship support, students thrive in their studies and graduate on time with less debt.

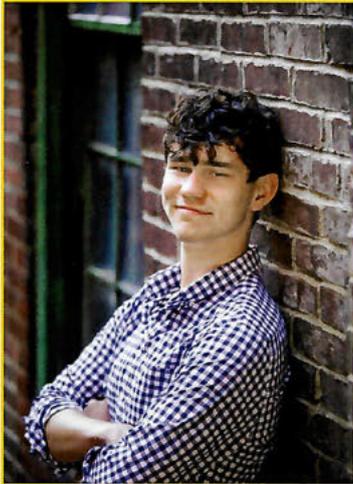


# THANK YOU **BRAVE. BOLD. IMPACT.**

## Brave. Bold.

---

A promise to Idaho's students.



[REDACTED]  
**2021-2022 Recipient**

[REDACTED] **Scholarship**

CLASS YEAR: **Freshman**

MAJOR: **Fisheries Resources**

MINOR EMPHASIS: **Aquaculture**

HOMETOWN: [REDACTED]

### Experiences That Matter

I have really enjoyed meeting new friends and getting to share experiences with them both on campus and in the great outdoors. I've also enjoyed the time I've been able to spend volunteering in the College of Natural Resources Wet Lab. It has been a great experience that has me excited for my major and career to come.

### Meaningful Careers

I chose my major because I knew I wanted to help preserve the things I love doing. My father and grandfathers have taken me fishing ever since I could walk, and it's something that's been such a huge part of my life. I know I can make a difference in protecting those ecosystems so that I can do the same for my grandchildren.

### Access For All

This scholarship has allowed me to attend U of I with a lot more ease than without it. It's opened the door to so many opportunities on campus, it's made travel to and from home so much easier for my family and I, and it's pushed me to work harder because I know someone else, you, is putting your faith in me to succeed.

### A Note of Appreciation

All I want to say is thank you. Thank you for giving me to opportunity to study here at U of I. Your scholarship has allowed me to focus more on my academics and less on the financial impact that attending college has on me and my family. I can be more focused and devoted to my studies, hoping to create a better world for generations to come.

# THANK YOU **BRAVE. BOLD. IMPACT.**



Overall student enrollment at the University of Idaho for the fall 2021 is **up more than 4.7%** over fall 2020 enrollment.

First-year student undergraduate enrollment is **up 16.2% percent** over enrollment of fall 2020 and is the largest freshman class at the University of Idaho since 2016.

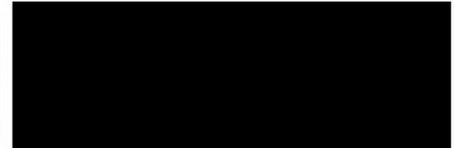
**1411**  
Number of  
donor-funded  
scholarships

**\$8,872,931**  
Total amount of  
donor-funded  
scholarships awarded

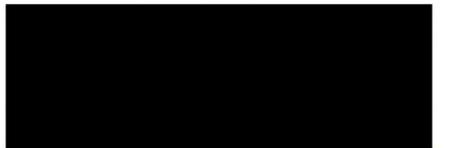
**2981**  
Recipients of  
donor-support  
scholarships

Average amount of  
total need per student  
**\$22,634**

Average annual  
unmet need for  
residential students  
**\$5,612**  
average per student



*I can't begin to express how much this scholarship changes and will change my life forever. It means everything to me to have access to this community and its resources. I count myself incredibly lucky. Many people in my life cannot afford to attend school. This scholarship is a lifeline. I wish I could thank you every time I buy books for class, groceries, or gas. Having this scholarship motivates me to be deserving of it academically and is a constant reminder of the kindness of others.*



*Thank you so much for your tremendous generosity in financially assisting my goal of earning a degree in Civil Engineering. I chose Civil Engineering because it is real-world problem solving, which requires inventive thinking. It can have challenging situations where new technologies can be used to provide the best solution to open-ended problems. Your assistance makes it easier for me to choose internships that offer a great variety of exposure and experience, rather than just the top paying summer job, so I decide what I want to specialize in.*



*It is because of my scholarships I am thankful I have had the chance to be so involved with my campus. I am Vice President for my Sorority, Pi Beta Phi, Communications Chair for the College of Agriculture and Life Science Student Affairs Council, and I am a member of multiple clubs. I have also been able to be a part of Steer a Year and experienced hands-on learning pertaining to my major. Being an out-of-state student I was worried about balancing a job while succeeding in my studies, but now I don't have to worry.*



*Studying molecular genetics, in the context of plant sciences, allows me to combine my passion for research and growing things. Thank you for your support of my future career. I can teach classes and run my club of dedicated hydroponics students. It's the people, it's the place, it's the research - it all makes U of I special.*



**University  
of Idaho**



# 2021

## Generosity HIGHLIGHTS

July 1, 2020–June 30, 2021



University of  
Massachusetts  
Amherst **BE REVOLUTIONARY™**

# ENDOWED SCHOLARSHIPS AWARDED

over the last 10 years



## CLASS OF 2025

**4900**  
STUDENTS

**37%**

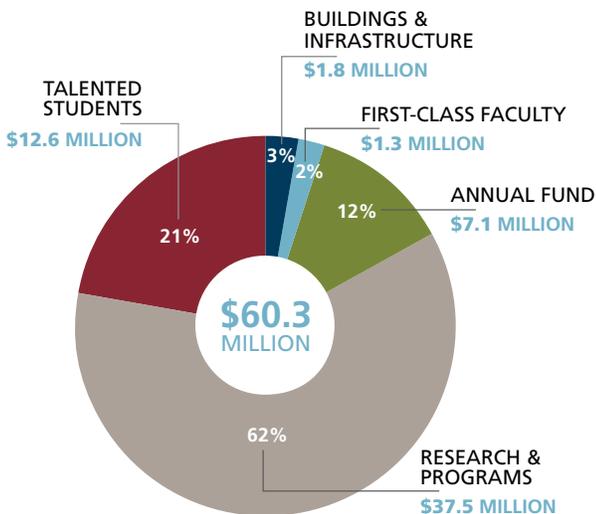
**ALANA**  
(AFRICAN, LATINO/HISPANIC,  
ASIAN, HAWAIIAN/PACIFIC  
ISLANDER AND NATIVE  
AMERICAN)

**4.0**  
OVERALL HIGH SCHOOL GPA

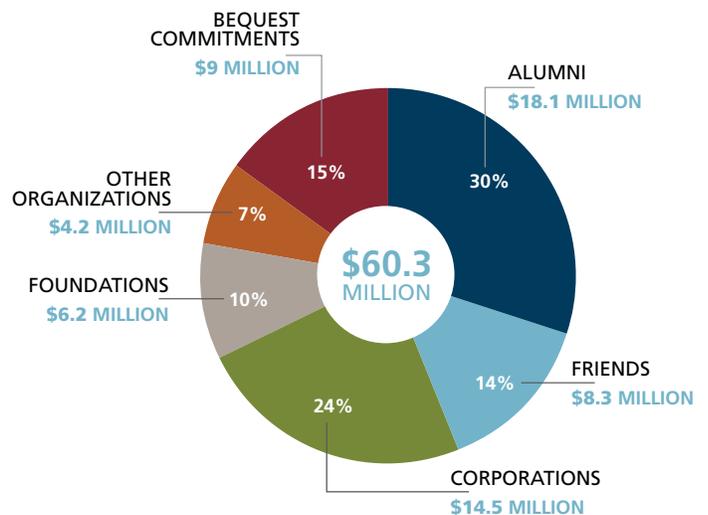
**54%**  
FEMALE

## 2021 COMMITMENTS: Supporting Every Corner of the University

### GIVING BY PURPOSE



### GIVING BY SOURCE





## Kevin Wong '21

### Kinesiology, Ruth M. White Scholarship Recipient

Originally from Quincy, MA, Kevin Wong transferred to UMass as a sophomore seeking additional academic opportunities. It was here that he realized his passion for health care. Since his transfer, Wong has taken advantage of all the opportunities that came his way, and his drive to become a health care professional has only grown. The COVID-19 pandemic hit in the middle of his junior year. While overwhelmed by the uncertainty it brought, he found himself pushing even harder for new opportunities to grow and learn.

“ I plan to start my career as a healthcare professional after graduation. The program that I plan to enroll in is called Intraoperative Neuromonitoring—a specialized training program that will allow me to gain experience in treating patients. This scholarship helped me commit to the program and I cannot appreciate it enough.”

–Kevin Wong '21

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Professor and Associate Dean  
Graduate and Professional Programs  
**Douglas and Diana Berthiaume  
Endowed Professor**

Joining the Isenberg School of Management (ISOM) just over 11 years ago, Hess was the first information systems (IS) faculty member and there was no IS doctoral program. Since then, she has grown the program substantially and it now employs nine IS tenure-track faculty, four full-time IS lecturers, and seven IS doctoral students working in collaboration, teaching, and publishing in the premier journals in the IS field. Her research primarily examines the effects of technology interface design and artifacts such as badges, likes, images, and anthropomorphic features on consumers —tracking their decision-making with online shopping. Through her research she has found creative ways to make online waiting times seem shorter for customers by using the right balance of images and animation.

“After working 20 years in academia, I am still thrilled to conduct research on human-computer interaction and collaborate with doctoral students. **The Douglas and Diana Berthiaume Endowed Professorship** supports me in these ongoing efforts, allowing me to publish my research in the top information systems (IS) publications, while also mentoring and training doctoral students in the field. The gift that provided this professorship has been transformational and enables me to help build a new community of knowledge and competency at UMass Amherst. I am so grateful.”

–Traci Hess



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THANK YOU



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Massachusetts  
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STEWARDSHIP AND DONOR RELATIONS,  
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University of Massachusetts Amherst

[stewardship@umass.edu](mailto:stewardship@umass.edu)



# University of Massachusetts Foundation

## FY 2021 Endowment Update

As of June 30, 2021, the University of Massachusetts endowment grew by \$320 million to \$1.2 billion, generating a historic fiscal year return of 37.1 percent and a ten-year return of 8.2 percent. Over the last decade, endowment assets have grown from \$528 million to \$1.2 billion. During the same period, spending generated from the 2,583 individual funds that make up the endowment, and that directly support students, faculty, and academic programs on all five UMass campuses, grew from \$11.8 million to \$36.5 million. Forty percent of endowment assets, or \$494 million, support the Amherst campus. UMass Chan Medical School holds approximately a quarter of total assets (\$305 million) as do the combined endowment totals of the Lowell (\$139 million), Boston (\$126 million), and Dartmouth (\$79 million) campuses. Five percent of endowment funds are designated to support more than one campus and other system endeavors through the President's Office. In addition to the campus- and system-specific endowment funds, the UMass Foundation also holds endowment funds for the Edward M. Kennedy Institute, which make up approximately 2.3 percent, or \$28 million, of the total.

### INVESTING FOR THE FUTURE

The purpose of the University of Massachusetts's endowment is to provide steady support for the University's current and future operating needs while preserving real value for future generations. The principles that guide endowment investing at UMass are rooted in this long-term philosophy. This approach allows the portfolio to capitalize on market inefficiencies and risk premiums not available to short-term investors, and it also institutionalizes the fiscal discipline that is essential to avoiding imprudent reactions to short-term market dislocations. Further, the foundation's long-term strategy supports partnerships with truly extraordinary investment managers who are often not available to shorter duration investors. In recent years, the foundation has been fortunate to partner with an increasing number of exceptional managers.

### HISTORIC RETURNS SUPPORT LONG-TERM OBJECTIVES

Benefitting from an unprecedented rally in equity markets, the UMass endowment had its best year to date, generating a return of 37.1 percent in fiscal year 2021. Perhaps even more noteworthy, over the last decade, the endowment generated an annualized return of 8.2 percent, exceeding the foundation's long-term return objective of endowment draw plus inflation of 7.3 percent (based on HEPI<sup>1</sup>) and reflecting the strategic growth of the portfolio's exposure to global equities and strong partnerships with high caliber investment managers. This 10 year return was produced with annual investment results that ranged from a low of -3.7 percent in FY16 to 37.1 percent in FY21, underscoring the importance of having a long-term focus.

In FY21, broad monetary and fiscal stimulus across the globe led to massive rallies in all risk assets, with only cash and bonds failing to deliver meaningful returns. Equity markets across all regions generated strong performance, with the MSCI All Country World Index IMI +40.9 percent and the S&P 500 +40.8 percent. UMass's endowment reflected this strong market rally across its portfolio and benefited from solid outperformance generated by investment managers.

While FY21 was a strong year for the University of Massachusetts's endowment, the foundation's Investment Committee and Investment Office recognize that this is a short period of time. Given the endowment's perpetual nature, investing with a long-term time horizon is essential to continue to preserve and grow its impact for generations of students. For more information about UMass's endowment and its impact, visit [umassfoundation.org/reports](https://umassfoundation.org/reports).

<sup>1</sup> FY21 Higher Education Price Index (HEPI) figure of 2.6 percent is an estimate provided by Commonfund.





## ENDOWMENT ASSETS

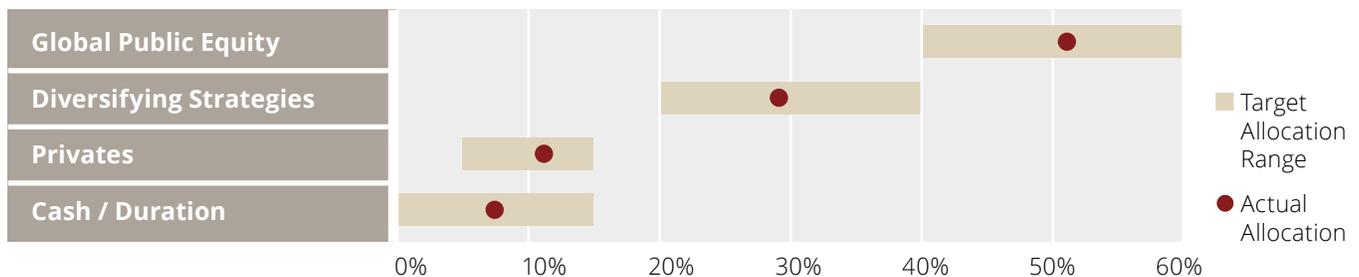
(in millions)

**\$1.2**  
Billion



## ASSET ALLOCATION vs. TARGET RANGE

As of June 30, 2021





**INVESTMENT PERFORMANCE**

Returns as of June 30, 2021

Investment	1 Year	3 Year	5 Year	10 Year
<b>UMass Foundation</b>	<b>37.1%</b>	<b>14.8%</b>	<b>12.8%</b>	<b>8.2%</b>
Blended Portfolio				
Global 75/25 (MSCI ACWI IMI / Bloomberg Barclays US Agg)	29.6%	12.3%	11.8%	8.5%
Equity				
Global Equity (MSCI ACWI IMI Index)	40.9%	14.2%	14.5%	9.9%
Domestic Equity (Russell 3000 Index)	44.2%	18.7%	17.9%	14.7%
International Developed Equity (MSCI EAFE IMI Index)	33.6%	8.3%	10.5%	6.2%
Emerging Market Equity (MSCI EM IMI Index)	43.2%	11.4%	12.9%	4.3%
Fixed Income				
Bloomberg Barclays US Aggregate Index	-0.3%	5.3%	3.0%	3.4%
Hedge Fund				
HFRI Fund Weighted Composite	27.5%	8.7%	8.0%	5.1%



# 2021

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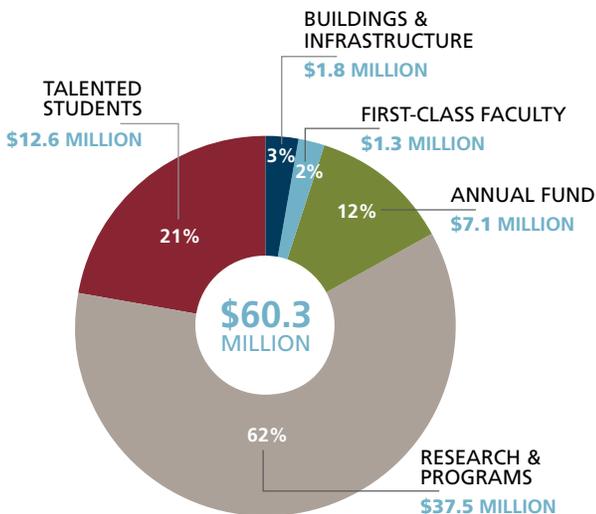
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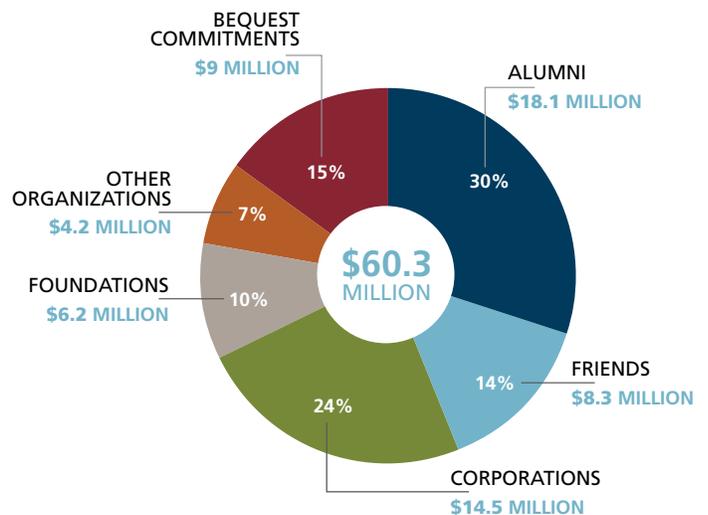
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STEWARDSHIP AND DONOR RELATIONS,  
ADVANCEMENT

University of Massachusetts Amherst

[stewardship@umass.edu](mailto:stewardship@umass.edu)



## DONOR STEWARDSHIP STATEMENT

Fiscal Year 2021

(July 1, 2020 – June 30, 2021)

### XXXXX Professorship in Entrepreneurial Studies

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Established to provide funding for a campus-wide, distinguished, term professorship in entrepreneurship. The XXXXX Professorship will be awarded for a period of five years to a distinguished and promising UMass Amherst faculty member whose scholarly pursuits are related to entrepreneurship. The XXXXX Professor will be chosen based on academic distinction and the expectation that the Professorship will enable its holder to make a major contribution to the growth of the campus' programs related to entrepreneurship in the for profit and not for profit sectors. The XXXXX Professor may hold an appointment in any of UMass Amherst's schools, colleges or institutes. The Professor may be concerned with any significant aspect of entrepreneurship including but not restricted to history, philosophy, management, finance, ethics, technology and international issues. The funds will be available to develop programs and activities related to entrepreneurship under the guidance of the Dean of the Isenberg School of Management and in consultation with the Donor. Each XXXXX Professor will carry the title "XXXXX Professor" for the duration of their service to the University of Massachusetts Amherst.

#### Fund Activity Summary: July 1, 2020 to June 30, 2021

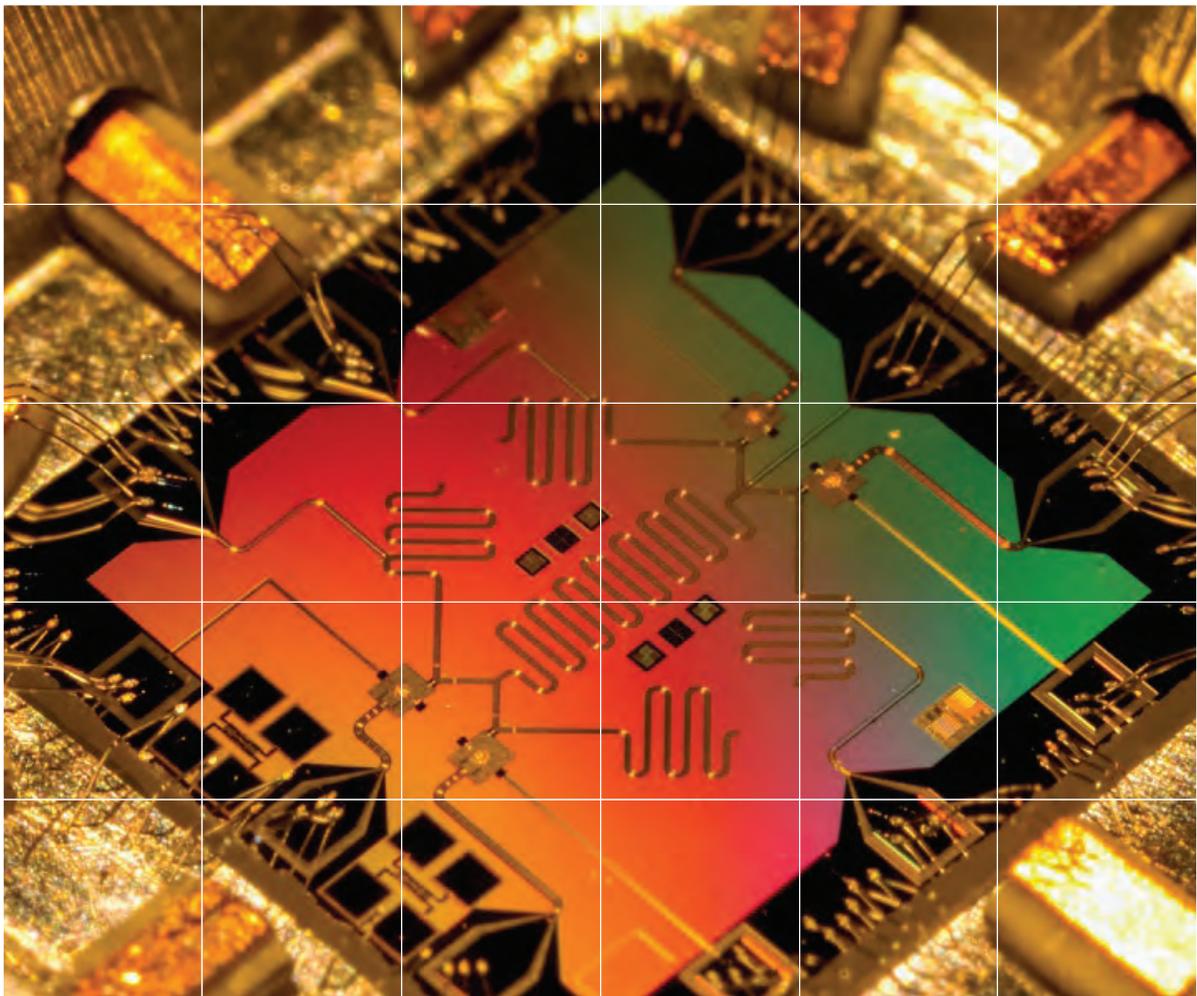
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Market Value as of June 30, 2020:	\$2,413,897.26
Distributed Income for Fiscal Year 2021:	(\$88,169.87)
These funds become available annually for expenditure according to the UMass Foundation's distribution policy. These funds were transferred to the campus in July 2020.	
Contributions and Additions:	\$0.00
New gifts and available matching contributions added during the current fiscal year as well as reinvestment of unspent income distributions from the prior fiscal year.	
Investment Return:	\$798,568.64
The change in value of the account attributed to investment activity.	
Market Value as of June 30, 2021:	\$3,124,296.03
<hr/>	
Distributed income for Fiscal Year 2022:	(\$90,603.37)
These funds become available annually for expenditure according to the UMass Foundation's distribution policy. These funds were transferred to the campus in July 2021.	

Questions regarding your endowment may be directed to Jennifer Beane,  
director of donor engagement, at [stewardship@umass.edu](mailto:stewardship@umass.edu).

# Quantum Information Systems Research

Spring 2022 Report



University of  
Massachusetts  
Amherst **BE REVOLUTIONARY™**

## Introduction



**Laura Haas**

Donna M. and Robert J. Manning  
Dean, Manning College of Computer  
& Information Sciences



**Sanjay Raman**

Dean, College of Engineering

Dear Dr. XXXX,

We are delighted to take this opportunity to thank you again for your generous gift to our two colleges. In this first year, your gift has already had a transformative effect on our joint work in quantum, and re-energized and accelerated work in our individual colleges.

In the Manning College of Information and Computer Sciences, the funds enabled increased activity, leading to a “best paper” award, a keynote, a biweekly seminar on quantum network science, and increased visibility for Professor Don Towsley’s work in quantum information systems. Towsley was also able to fund an additional doctoral student. As we start the calendar year, we are continuing to search for a postdoc, as well as a tenure track faculty member in this space.

In the College of Engineering, your gift allowed Distinguished Professor Weibo Gong to fund a research assistantship position on his team as they work to demonstrate concept abstraction in the context of non-verbal analogical reasoning. The college and its Department of Electrical and Computer Engineering (ECE) were also successful in recruiting junior faculty member Robert Niffenegger, an expert in trapped ion qubit and integrated photonic technologies, who came on board as of fall 2021. Notably, Niffenegger was the lead author on a *Nature* paper demonstrating the first-ever on-chip integration of trapped-ion photonic control and readout while he was at MIT Lincoln Laboratories. We anticipate launching a search for an additional experimental quantum faculty member in ECE in the next few years that will leverage your generous support for their start-up funds. We are also pleased to share that Professor Joseph Bardin won the IEEE MTT-S 2022 Microwave Magazine Best Paper Award for the most significant contribution in a paper<sup>1</sup> published in the *IEEE Microwave Magazine*.

1: J.C. Bardin, D. Sank, O. Naaman, and E. Jeffrey “Quantum Computing: An Introduction for Microwave Engineers”, *IEEE Microwave Magazine*, vol. 21, no. 8, pp. 24-44, August 2020.

Perhaps most exciting, this gift has enabled us to think big. Together, and with faculty in physics in the College of Natural Sciences, we are working to establish a UMass Amherst center for quantum information sciences. This center will bring together a critical mass of faculty from all three schools to enable truly cross-disciplinary research and will enable us to compete for bigger grants and attract more industry attention and funding. These additional funds will lead to yet more increases in people and activity, helping to establish UMass Amherst as a true hub for quantum information systems and sciences. We are also engaging with our industry partners, such as Raytheon Technologies and Mitre Corporation, who have a significant interest in collaborating with our faculty and students in the quantum area. We look forward to sharing more detail with you as this effort goes forward.

With sincere gratitude and best wishes,

Laura Haas, Dean of the Manning College of Information and Computer Sciences  
and  
Sanjay Raman, Dean of the College of Engineering



## Donald F. Towsley

Distinguished Professor  
Manning College of Information  
& Computer Sciences

During the last year, funds provided by your gift were used to fund a doctoral candidate as well as to upgrade the computing equipment in my lab. We also began searching for a postdoc to join our team, however, we have yet to find the right fit and the search continues.

Gift funds have already made a significant impact by helping to foster vibrant activities in my group in quantum information systems. This has led to six conference/journal articles including one Best Paper Award from the 2021 IEEE conference. In addition, I gave a keynote talk at a major networking conference, International Conference on Network Protocols 2021, on quantum networks. We have also established a biweekly seminar on the topic of quantum network science. Funds are expected to continue to increase the impact of UMass researchers on quantum research and transition opportunities.

Such opportunities have informed my future plans. For example, CICS is currently conducting a search for a junior faculty candidate in an area that will complement my research. Interviews will take place over the winter months. I will continue to search for a postdoc to fill out our team and I am hopeful that the search will lead to a successful recruitment in the next few months. Additionally, I am currently working with faculty in ECE and physics to establish a UMass center for quantum information sciences. This center will be bootstrapped using gift funds. However, the goal is to eventually draw funds from the state, research agencies, and industry.



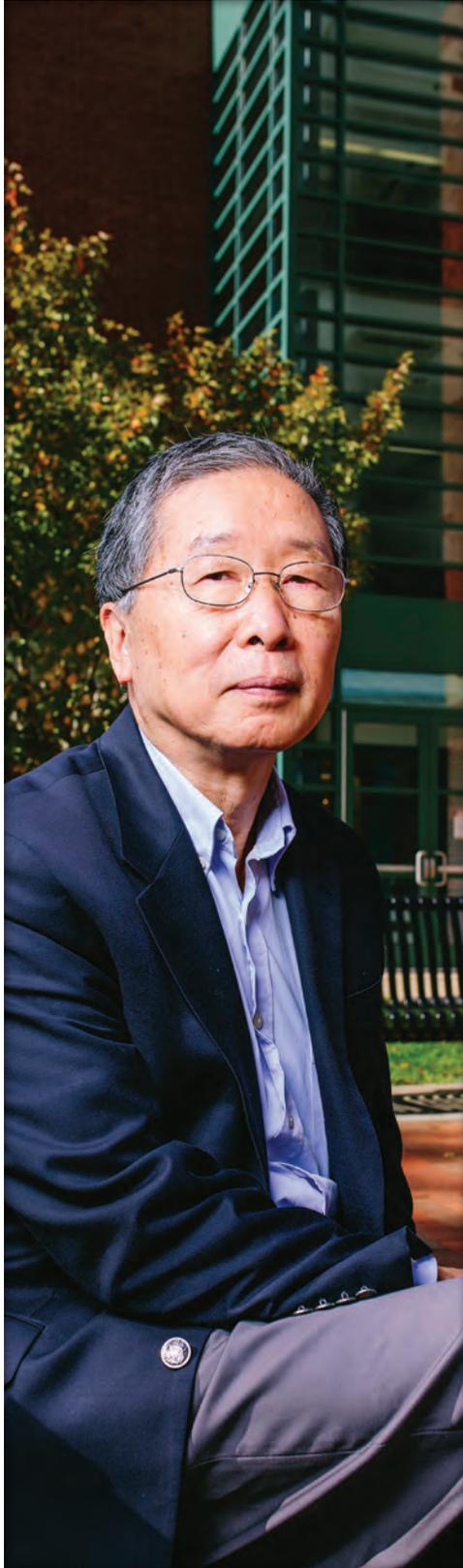
As I mentioned above, we have been very productive in publishing articles and attending conferences. These include:

- S. Shankar, D. Towsley. "Bosonic random walk networks for graph learning," *First Workshop on Quantum Tensor Networks in Machine Learning, Neurips 2020*.
- M. Guedes de Andrade, W. Dai, S. Guha, D. Towsley. "Optimal policies for distributed quantum computing with quantum walk control plane protocol," *2021 IEEE International Conference on Quantum Computing and Engineering*, October 2021. (Best paper award winners)
- A. Fischer, D. Towsley. "Distributing graph states across quantum networks," *2021 IEEE International Conference on Quantum Computing and Engineering*, October 2021.
- A. Patil, J.I. Jacobson, E. Van Milligen, D. Towsley, S. Guha. "Distance-independent entanglement generation in a quantum network using space-time multiplexed Greenberger–Horne–Zeilinger (GHZ) measurements," *2021 IEEE International Conference on Quantum Computing and Engineering*, October 2021.
- S. Shankar, D. Towsley. "Bosonic Random Walk Neural Networks for Graph Learning," *Proceedings of the International Conference on Complex Networks and Their Applications X*, November 2021.
- T. Vasantam, D. Towsley. "A Throughput Optimal Scheduling Policy for a Quantum Switch" *SPIE Photonics West*, January 2021.
- A. Patil, M. Pant, D. Englund, D. Towsley, S. Guha. "Entanglement generation in a quantum network at distance-independent rate," to appear in *npj Quantum Information*.

Please accept my gratitude for funding this important work.

Sincerely,

Donald F. Towsley  
Distinguished Professor  
Manning College of Information & Computer Sciences



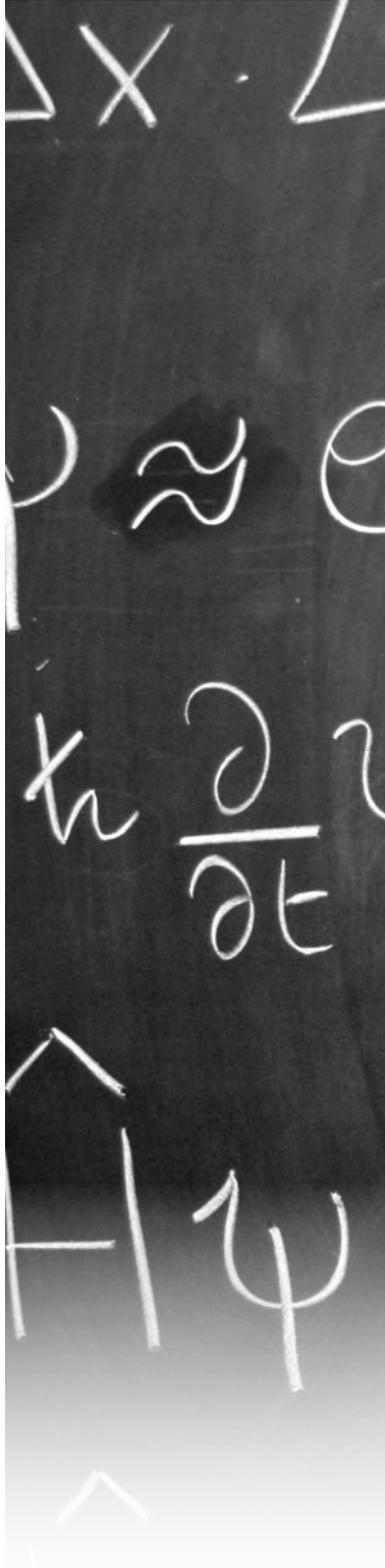
## Weibo Gong

University Distinguished Professor,  
Electrical and Computer Engineering,  
College of Engineering

Despite the great advances of artificial intelligence techniques for specific tasks, there is little progress in the general machine intelligence that could extract abstract concepts from instances to enable logic reasoning. The bottleneck is the understanding of the signal processing mechanism for invariant signal extraction.

Your recent gift funded the research assistantship position for Bradley XXXX, who joined my team as a doctoral candidate last summer. We are currently working together on experiments to demonstrate concept abstraction in the context of non-verbal analogical reasoning. This has great implications for the development of artificial general intelligence. This will inform some of my current work developing concrete algorithms for invariant signal separation, which will eliminate the bottleneck and launch this area of research forward.

As you may already know, I have been focusing my research on understanding this brain mechanism over the last ten years, starting with visual signal processing for the deforming objects in real-world images. A simple example is our visual perception of an incoming car during highway driving. We must be able to quickly separate the signals that represent the car shape and those that represent the car size. In fact, all animals must be able to perceive their dynamic environment in a similar manner. There should be a simple and general algorithm for such kind of signal separation. The current technologies avoid confronting this issue and result in poor performance for video searching. The issue is not just about processing images with



dynamically deforming objects, it is at the core of general concept abstraction from instance signals. In fact, we would say this is the key to answering the puzzle of how the mind works.

Philosophers and scientists have pondered about this puzzle for centuries but only physics theory provides some concrete “coding examples” that are analogically useful for general intelligence. Physics theory as a descriptor of Nature laws needs to separate the signals that represent the invariant laws from the observed data labeled by human-made references. I have spent much effort in re-checking the emergence of these algorithmic procedures from our unique angle of signal separation. But to develop an actual algorithm to achieve such independence could be very hard. This turns out to be very true in the struggle of getting computer algorithms to achieve general intelligence, which is my goal.

We are grateful for your support of my work with Zylstra and I hope to provide field-defining results in future updates.

Sincerely,

Weibo Gong  
University Distinguished Professor  
Electrical and Computer Engineering  
College of Engineering



## Conclusion

We are grateful for your partnership in developing a center of excellence in quantum information systems at UMass Amherst. Thanks to your support, our faculty members in computer science and engineering are advancing their work and enhancing visibility in this crucial area. I appreciate your desire to build the critical mass of distinguished researchers devoting their time to this effort.

Quantum information systems research is of national importance, and I believe in the extraordinary potential of our faculty to make critical contributions, thereby changing the way we approach and solve the world's most complicated problems. Through your investment, we are uniquely poised to become a leader in this area.

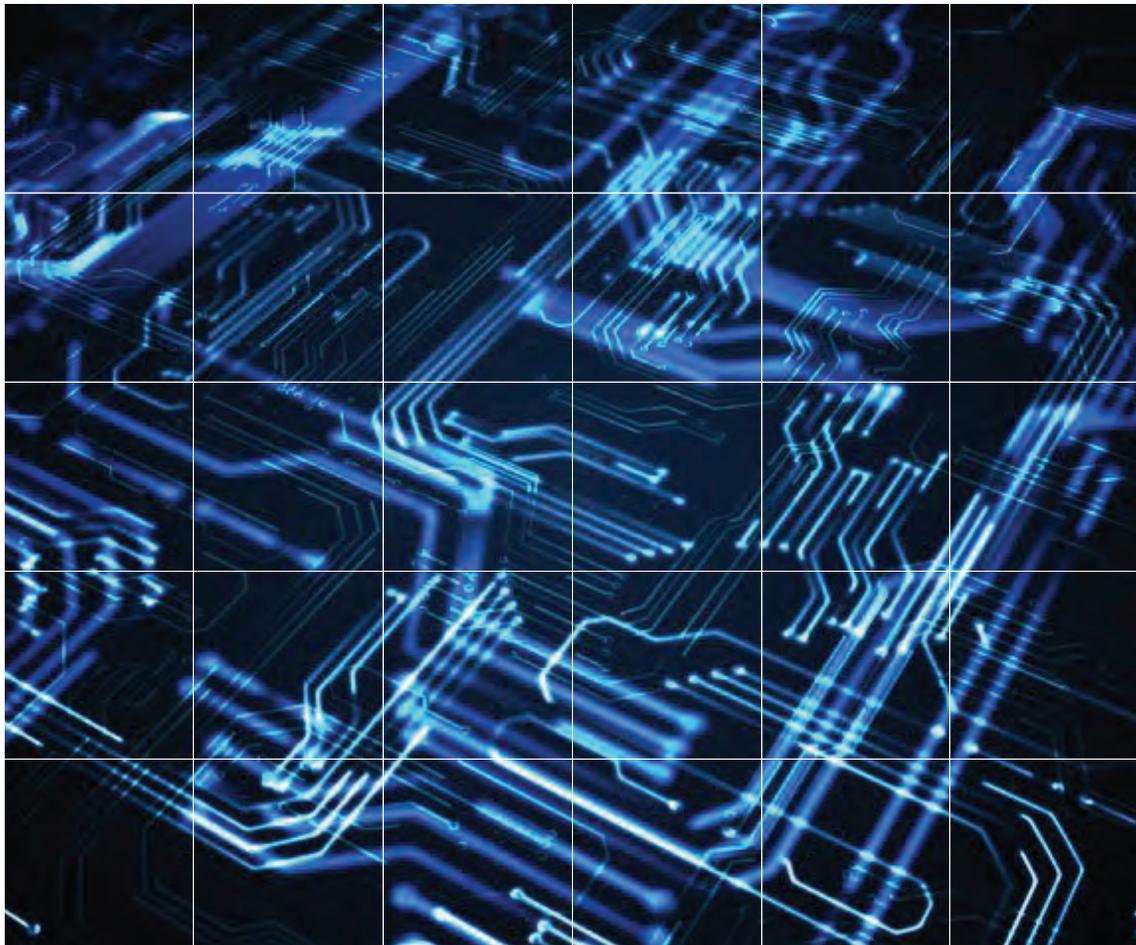
Thank you for helping UMass evolve into a thriving environment for quantum computing research and innovation.

Sincerely,

Chancellor Kumble R. Subbaswamy

# Quantum Information Systems Research

2022 Report



UMassAmherst

Manning College of Information  
& Computer Sciences

UMassAmherst

College of  
Engineering

**Crystal Daugherty**

Executive Director for Principal Gifts  
Division of Advancement

UMass Amherst

Amherst MA 01003-9270

**crystal.daugherty@umass.edu**

**umass.edu/giving**



## XXXXX Family Scholarship



<Student Name>

**Class of 2023**

Major: Accounting

I would like to start off by saying that I am deeply grateful to be selected for this scholarship. I was born and raised in XXXX, India, and moved to the US in 2020. My family consists of my parents, who now live in XXXX, MA, and my sister, who is pursuing her graduate degree in civil engineering at XXXX University. I am a junior majoring in accounting at the Isenberg School of Management. My goal is to earn my graduate degree in

accounting and to become a CPA. I am deeply passionate about community development and empowerment and have been volunteering with non-profits who focus on providing the neighbors with necessary supplies and welfare. Apart from my employment at XXXX Bank, I also participate in the financial literacy drive that the bank undertakes to economically backwards areas. I am a strong believer that education and societal awareness is the key to a better life.

### Helping Revolutionaries Become Tomorrow's Leaders

Financial aid is vital for so many of our most promising students. For this reason, the scholarship program continues to be one of our highest priorities. Your generosity allows these students to pursue their passions and talents regardless of their financial circumstances, and helps them graduate feeling empowered to propel change without the burden of debt.

**Thank you for investing in our future.**

If you would like additional information about our Scholarship Program, please contact:

**Jennifer V. Beane**

Director of Donor Engagement

Stewardship & Donor Relations

**[jen.beane@umass.edu](mailto:jen.beane@umass.edu)**

Please note that the information provided on this page is confidential and protected by the Federal Education Rights to Privacy Act (FERPA). The University of Massachusetts Amherst has obtained permission from the student to disclose this information. Please respect the confidentiality of the student and the integrity of the university.

<Student Name>

**Class of 2023**

Major: Accounting

Dear Mr. and Mrs. XXXX,

I would like to introduce myself as a recipient of the XXXX Family Scholarship and to thank you for making it possible for me to receive this award. I am a junior at the Isenberg School of Business, majoring in accounting. I am originally from XXXX, India and it has been around 1.5 years since I moved to the US. I completed my Associates Degree in Business Administration from XXXX Community College and was fortunate to be able to transfer to UMass to further my education. My experience as the executive director of the XXXX Club has helped me to develop my problem solving, communication, and management.

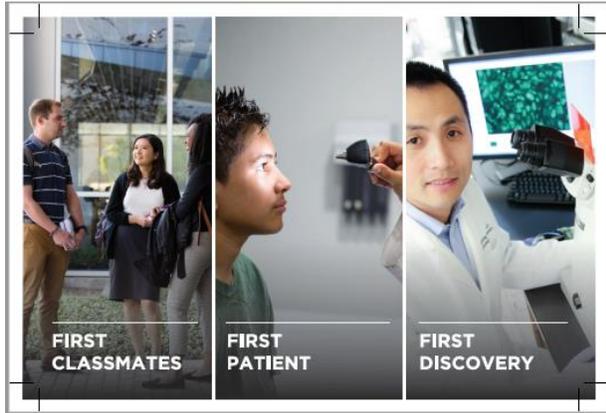
Being an immigrant, it is extremely difficult to meet the living costs that US demands, even in terms of basic sustenance costs. Due to the full scholarship awarded to me at XXXX Community College, I was able to graduate with a 4.0 GPA, and being recognized in the deans list too. I strongly believe that this scholarship will definitely pave my way towards an excellent educational journey. By enrolling in 7 classes, I have to focus my attention on the classes and its coursework and having the peace of mind to be able to have some money is the great relief.

I believe that this scholarship has enabled me to focus on my internship applications, whose deadlines are fast approaching, and to meet with my advisors, and I sincerely thank you for this timely and kind generosity. My parents were so proud when they heard about the scholarship and that filled my heart with pleasure and gratitude. I appreciate your support and hope that it would continue along my journey forward..

Sincerely,

<Student Name>

Examples of Stewardship Communication Pieces



**FIRST GIFT**

**UNTHSC FOUNDATION**  
3500 Camp Bowie Blvd., EAD 802  
 Fort Worth, Texas 76107  
 unthsc.edu/first

*Thank you!*

In a world of "firsts," we're thankful that you have chosen to support UNT Health Science Center for the first time.

We hope you will continue to see the impact that your gift has on our students, programs, and community.



**UNTHSC Foundation**  
3500 Camp Bowie Blvd. | Fort Worth, Texas 76107 | EAD 802

UNTHSC researchers, like Kunlin Jin, study the smallest things under a microscope in order to make a big impact in our world.

**Thank you for making a second gift.  
 Thank you for making an impact.**

**visit [unthsc.edu/yourimpact](http://unthsc.edu/yourimpact)**



**UNTHSC FOUNDATION**  
3500 Camp Bowie Blvd., EAD 802 | Fort Worth, Texas 76107

THANK YOU FROM THE CLASS OF

**2019**

**BECAUSE OF YOUR GENEROSITY**  
 More than 800 students will graduate and begin their lives as providers of the future.

■ **Thank you for giving to UNTHSC student scholarships.**

## Scholarship Reporting

UNTHSC Foundation

### THE DIFFERENCE YOU MAKE.

UNT Health Science Center students share a number of characteristics in common: they are smart, ambitious, caring and more. Unfortunately, another common bond shared by nearly all of our students is financial need. The typical scenario is that loan debt from undergraduate studies then grows during the years spent pursuing the graduate degree that launches their professional career.

**Luckily, generous friends like you are making a difference.**

Your support helps to offset the financial burden of graduate school and remind our students that others are cheering them on through gifts that are impactful today and tomorrow.

As you read about the student or students benefitting this year from your scholarship, please know how much your investment is appreciated. The support you offer provides a measure of confidence and peace of mind that can't be measured in dollars and cents. Believe it!

Sincerely,



Doug White  
VP, Institutional Advancement

### CONTACT US.

For any questions regarding this donor report or information on additional giving opportunities, please contact Heather Johnson, 817.735.5044 | heatherjohnson@unthsc.edu.

## Dunlap Family Scholarship

### PURPOSE

The Dunlap Family Scholarship Fund in honor and memory of the Dunlap Family and their historic contributions to art, invention and medicine was established to support and provide scholarships for Texas College of Osteopathic Medicine students who have demonstrated their dedication and commitment to community service.

### VALUE

Market value for the Dunlap Family Scholarship (as of Aug. 31, 2018) **\$22,837**

### DONOR IMPACT

Your contributions to the HSC play a vital role in the overall impact our donors have on our programs, people, and purpose.

2019  
at a glance

430  
lorem ipsum



“Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore.”

Donor Name

38.5%  
of students receive  
scholarships



\$9,500,000  
of total funds  
raised in FY19

100%  
lorem ipsum

## SCHOLARSHIP REPORT

Enclosed is your donor report outlining the use of your generous contributions to the HSC in the 2018-2019 fiscal year.

Giving to  
A PASSION FOR INNOVATION  
AND TEAMWORK.

## Dunlap Family Scholarship



**Giovanny Destin**  
Hometown: Fort Worth, TX  
Degree program: Doctor of Osteopathic Medicine  
Class: 2022

Dear Dr. and Mrs. Donald C. Dunlap, Jr.,

I am thankful to be a recipient of the 2018-2019 Dunlap Family Scholarship.

It is with a grateful heart that I accept this generous award. About two years ago, I received a letter stating that I had been accepted into the UNTHSC Texas College of Osteopathic Medicine. It was a blissful moment for my wife and I. We were prepared to face the usual challenges that medical school would bring. We had a financial plan ready, which was focused on minimizing the amount of debt we would incur at the end of the four-year period. During my first semester, that plan was forfeited due to my wife's progressing clinical condition. The state of her illness forced her to quit her job as a Licensed Professional Counselor to focus on her health. The added expense of hospital visits and prescription medications placed a great deal of financial strain on us. This award is truly a blessing and it will significantly reduce our financial anxiety for the 2018-2019 school year. It will allow me to focus on my education while my wife is receiving the care that she needs. Thank you for your investment in the University of North Texas Health Science Center and students like me.

Sincerely,  
Giovanny Destin



# Scholarship Overview

Enclosed is your donor overview outlining the use of your generous contributions to HSC for the current fiscal year



## THE IMPACT **YOU** MAKE

At The University of North Texas Health Science Center at Fort Worth, we are incredibly grateful to have people like you who give so generously to help support the future of health care. The past two years have been filled with unknowns, but we do know one thing: our commitment to our students, their education and their well-being remains the same.

### **This would not be possible without you.**

These important scholarships allow our students to focus on their education and not worry about their financial situation. Your support changes students' lives for the better and helps them in their journey at HSC and beyond.

There are not enough ways to adequately say "thank you," but we hope this scholarship overview will show you the impact you are making on our students. Your generosity is changing health care for the better, and we hope this shows just that.

With appreciation,

A handwritten signature in black ink that reads "Michael R. Williams". The signature is written in a cursive, flowing style.

**Dr. Michael R. Williams**  
Chancellor, UNT System  
HSC President

---

# Impact by the numbers

**\$136,250**

Total dollars awarded in scholarships during the fiscal year 2021



**2,456**

HSC students enrolled



**11,179**

Current number of HSC graduates

“ It’s an honor to have someone invest in your educational career and support your goals and aspirations. I’m beyond thankful for this opportunity and hope to make my donors proud and represent our school to the best of my ability in the community. ”

- Payton Simpson, Scholarship Recipient

ENDOWMENT VALUE  
as of 2/28/2022

**\$110,988,404**

# Give It a Go TCOM Endowed Scholarship

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## Devanshi Singh

Houston, TX

Scholarship Market Value 2/28/2022: \$31,081.60

Earnings Distributed for 2021-2022: \$1,000.00

What are your educational goals?

My educational goals are to graduate medical school while receiving the proper training to get ready for professional practice. I am treating my rotations as preparation for my future, both in applying medical knowledge and learning how to heal patients.

What are your career goals?

My goal is to give the best treatment I can to people who feel the most vulnerable. I would like to work in pediatrics so that I can advocate for patients who cannot advocate for themselves. Having worked with kids in the past, I enjoy caring for children of all ages. As a primary care pediatrician, I especially hope to be able to give back to my community by ensuring the next generation grow up with the best quality of health care.

What does this scholarship mean to you?

By receiving this scholarship, I can pursue my dreams of becoming a physician with peace of mind and financial security. This scholarship is reducing the burden of loans that I would otherwise have.



UNIVERSITY OF RICHMOND

# SUMMER FELLOWSHIPS

FISCAL YEAR JULY 1, 2019 — JUNE 30, 2020



## A NOTE OF THANKS FROM **Martha Callaghan** **Vice President for Advancement**

*Thank you for making summer fellowships possible for our Spiders.*

Amid the extraordinary challenges of this past summer, a significant number of our students were still able to complete their research or internship experiences in a safe, socially distanced manner. We are proud of their creativity and perseverance in the face of such unprecedented circumstances; whether conducted remotely or in person, these opportunities are a critical part of our students' personal, academic, and professional development. We are also extremely proud to have your partnership in making summer research and internship experiences accessible to every Richmond student. Through your generosity our Spiders are able to explore their academic interests, make lifelong professional connections, and engage with their classroom learning in new and exciting ways—for that, I thank you.

*Martha*

## UR Summer Fellowships in 2020

This past summer, due to COVID-19 safety considerations, students were limited to fellowships that were conducted remotely, in Richmond, or in their home cities—in contrast to other years in which students are allowed and encouraged to take a position anywhere in the world. As a result, our group of fellows this year was smaller than is typical; however, as you'll see on the following pages, the experiences of those who were able to participate were nonetheless enriching.



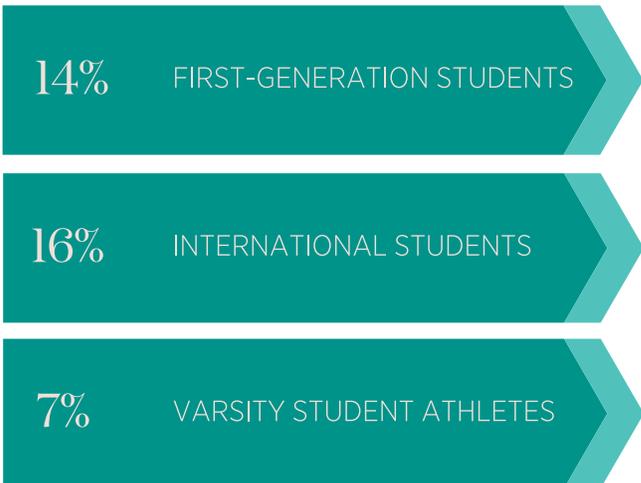
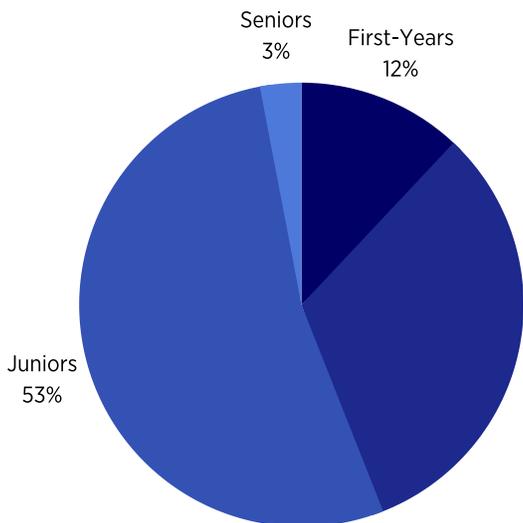
400+  
summer fellows



\$1.3 million  
total distributed in 2020



\$3,250  
average award



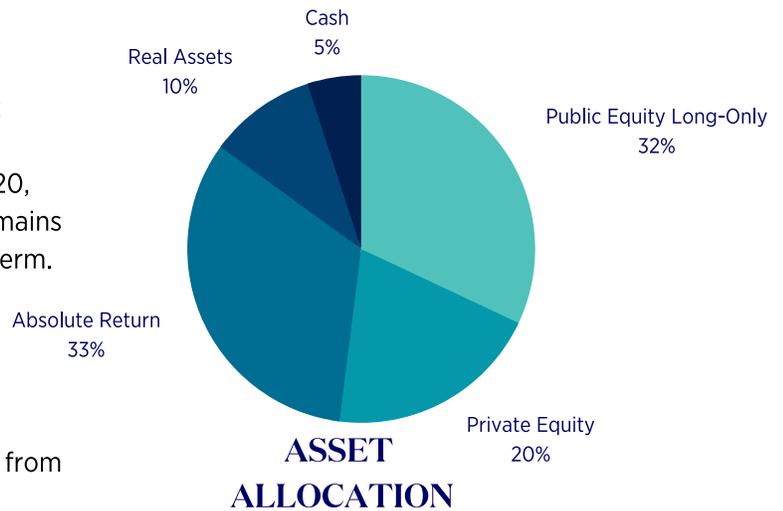
LEARN MORE ABOUT UR SUMMER FELLOWSHIPS AT  
**[ursf.richmond.edu](https://ursf.richmond.edu)**

## 2020 Endowment Snapshot

Your fund is invested in the University of Richmond's endowment, which ensures that the University's most critical needs and highest priorities are funded in perpetuity. Despite flat performance in fiscal year 2020, Spider Management Company's unwavering focus remains on generating strong absolute returns over the long term.

Fiscal year 2020 can be split between pre- and post-pandemic periods. The market exuberance from 2019 evaporated during the first quarter of 2020. UR's diversified portfolio held up well during this abrupt drawdown, and the public equity portfolio benefitted from public markets' sharp and swift rally that followed.

Primary contributors to overall performance include China and sector-focused public equities, particularly in biotech and technology. Given the overall portfolio's diversification, including significant allocations to private markets, Spider Management does not expect to fully participate in such extreme rallies on a total portfolio level. The most significant detractors to performance include real assets, emerging markets outside of China, and small cap public equity strategies. In some cases, Spider Management made swift adjustments to the portfolio following certain strategies' under-performance, while maintaining conviction in other strategies that detracted over this very unique period. Looking ahead, Spider Management views the current environment as favorable to active management.



0.01%

ONE-YEAR  
RETURN

8.08%

TEN-YEAR  
RETURN

## Welcoming William H. McLean to Spider Management Company



William H. McLean will become president and chief investment officer of Spider Management Company, which oversees UR's endowment, effective Jan. 1, 2021.

McLean has served as vice president and chief investment officer of Northwestern University's \$11 billion endowment since 2002 and is one of the most respected university CIOs in the country. He previously held investment management roles at the John D. and Catherine T. MacArthur Foundation and the Duke Endowment.

A Chartered Financial Analyst, McLean received his bachelor's in economics from Davidson College and his MBA from the University of North Carolina, Chapel Hill. He and his wife Betty have three children, two of whom graduated from UR.

McLean has served on the University of Richmond's Board of Trustees, the University's Investment Committee, and Spider Management's Board of Managers in various capacities since 2012, including chair of the Spider Management Board for the past two years.

ENDOWMENT  
MARKET  
VALUE

\$2.4 BIL

ESTIMATED  
ENDOWMENT PER  
FULL-TIME STUDENT

\$672,000

APPROX. NUMBER  
OF ENDOWED  
FUNDS

1,450

# Internship Experiences

STUDENTS APPLY THEIR CLASSROOM LEARNING IN NEW SETTINGS AND OBTAIN PROFESSIONAL EXPERIENCE



## Carson Beckett, '21

GIVETIDE | APP TO ROUND UP SPARE CHANGE ON EVERYDAY PURCHASES AND DIRECT TO NON-PROFIT OF CHOICE

- *Modeled the company's revenue stream dating back two years to determine the most successful aspects of the company*
- *Published two articles on the company's website, raising awareness of current social, political, and health concerns in the world today*
- *Performed market research to analyze competitor's approach, and created an action plan to out-perform within the charitable fintech industry*

"I want to thank everyone who made this summer internship possible . . . The two co-owners were some of the best bosses I have ever worked with and by the end of the summer, I was able to learn more from them than I ever could have hoped . . . Additionally, I had the pleasure of working

alongside another intern who helped me grow my marketing and public relations knowledge, something I had never focused on before . . . The Richmond Guarantee is one of the most unique and useful opportunities; it allowed me to grow as a student, business professional, and person this past summer at GiveTide."

**"Thank you so much to the donors and alumni who made my internship experience possible by funding the Richmond Guarantee . . . This opportunity made me realize my interest in renewable energy and helped me figure out what I want to do when I inevitably grow up. The women who I worked for this summer have already been amazing mentors to me. I know they will help me shape my career path and connect me with other relevant mentors and opportunities."**

**— Meredith Johnson, '22**

## Molly Wiener, '21

HALO BUSINESS INTELLIGENCE | SUPPLY CHAIN ANALYTICS, BUSINESS INTELLIGENCE, MACHINE LEARNING

"Prior to beginning this internship, I had limited experience in data analytics and nearly no experience in a real world setting. Through this internship I gained an incredible amount of new technological, analytical, and communication skills. And I realized how much I enjoy the field of analytics and how much potential there is for learning and developing my skills.

Thank you for the experience of a lifetime. I am unable to fully express my gratitude to you for providing me with this incredible learning opportunity. Your generous gifts have given me the chance to grow as a data analyst and as an individual. Due to your dedication and commitment to the University, I was able to be a part of an internship that will be highly transferable to future endeavors. By extending our educational experiences beyond the classroom, you have provided many Spiders with the chance to learn in a professional environment and gain lifelong skills."



# Research Experiences

STUDENTS PURSUE INTELLECTUAL DISCOVERY AND GAIN LABORATORY, FIELD, OR ARCHIVAL EXPERIENCE



## Maddie Olvey, '23

SUMMER RESEARCH WITH DR. MELINDA YANG, BIOLOGY

"Doing biology research has improved my abilities to think analytically, ask questions, and devise plans to potentially answer those questions. I was able to practice approaching problems both logically and creatively to try and find the most effective solution.

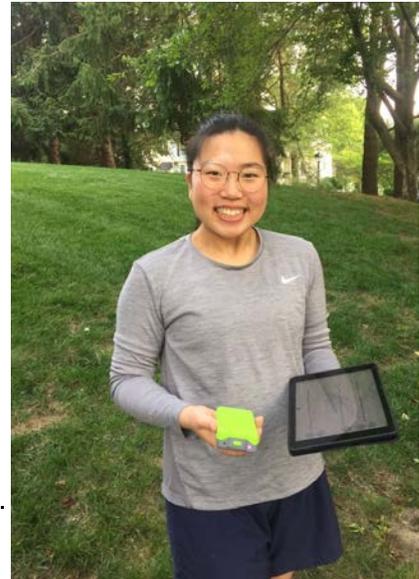
Due to the unusual circumstances this summer, I learned how to be a more disciplined and self-directed learner. Most importantly, this experience has convinced me that I want to minor in biology and pursue further research experiences. I am very grateful that I have had this opportunity to better understand what it means to be a scientist."

## Somyung Kim, '23

SUMMER RESEARCH WITH DR. TODD LOOKINGBILL, BIOLOGY AND GEOGRAPHY & THE ENVIRONMENT

"In a collaboration with the Science Museum of Virginia, we collected and analyzed air quality data for the City of Richmond. The sensors we used measured temperature, humidity, and particulate matter concentration. Our aim was to identify connections between social, demographic, economic variables, and patterns of pollution in Richmond.

I would love the chance to say thank you. This was my first ever research experience and I had been looking forward to this opportunity for over a year. I learned skills such as Excel, R scripts, creating a blog, and making graphs. I was also able to get a glimpse of how to start a research project. This definitely helped me understand the time, commitment, and effort needed to accomplish research projects. I also grew an interest in air quality research because of this summer experience, so this fall, I will continue this work while also reaching out to the community to spread information about the city's air quality through an independent study course."



## Kartikey Sharma, '22

SUMMER RESEARCH WITH DR. BARRY LAWSON, COMPUTER SCIENCE

"Dr. Lawson had previously worked on a simulation project to model how bacterial infection spreads in a hospital ward. This code was implemented in MATLAB, a proprietary programming language many don't have access to. My research question involved studying whether we could transition our code to Python, a much more easily accessible language . . .

I learned a lot this summer. The struggle of having to manage myself, being in a different time zone, and learning to grapple with admittedly difficult theory taught me a lot about . . . how much I can really learn if I apply myself. With the backdrop of the pandemic, this was an all-too-needed note of hope. This would not have been possible without your generous gift, and I am truly appreciative of the opportunity I received in such a tough time."



## Endowment: Frequently Asked Questions

### WHAT IS THE ENDOWMENT?

The role of the University of Richmond's endowment is to provide a permanent source of support for the University's students, faculty, and programs. The \$2.4 billion endowment includes a collection of approximately 1,450 individual endowed funds, including scholarships, professorships, fellowships, lectureships, library and book funds, and other endowed funds that have varying degrees of restrictions. Together, these funds provide long-term sustainability and represent the University's largest financial asset.

### WHAT IS AN ENDOWED FUND?

An endowed fund is a permanent, self-sustaining source of income. Endowed assets are invested, and each year, a portion of the value of the fund is withdrawn to support the fund's purpose. Any earnings in excess of this withdrawal are used to build the fund's market value. In this way, an endowed fund can grow and provide support for its designated purpose in perpetuity. When an endowed fund is established, a permanent legacy of support is created for the University of Richmond.

### HOW DOES THE ENDOWMENT SUPPORT THE UNIVERSITY'S ANNUAL EXPENSES?

Each year, approximately 5 percent of the endowment's underlying market value is withdrawn to fund operating expenses. This revenue comprises approximately 40 percent of the University's annual operating budget, followed by revenue from tuition and fees, auxiliary enterprises, and current use philanthropic contributions.

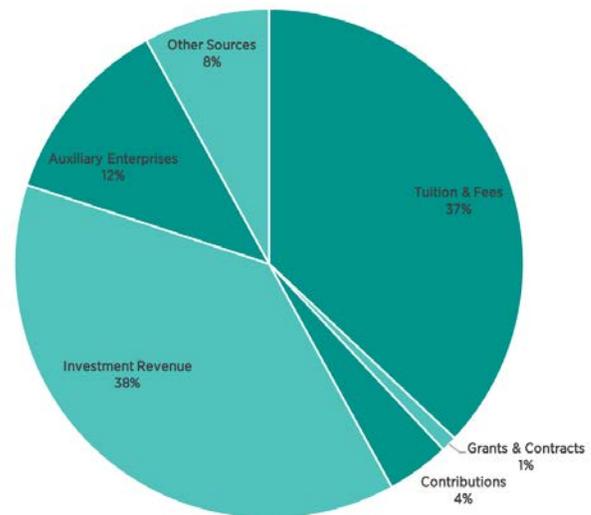
The annual withdrawal allows UR to pursue unique and critical initiatives but it can only be spent in accordance with donor specifications. Current use philanthropic contributions (annual gifts) allow the University to provide increased access to the latest technologies, outstanding programs, and excellent facilities. Both annual and endowed giving are crucial to the ongoing success of the University.

Additionally, the University's commitment to both need-blind admissions and a guarantee to meet 100 percent of demonstrated need for every admitted undergraduate student is central to our educational mission, but is also a significant financial investment — particularly now, as the pandemic has brought financial hardship to so many families. Ongoing gifts in support of financial aid ensure we can continue to make this important commitment to future Spiders.

### HOW DOES UR MANAGE ITS ENDOWMENT?

Spider Management Company, LLC is the University's investment management affiliate. It is governed by a Board of Managers, the majority being Trustees of the University. The endowment has grown by more than \$1.4 billion over the past 15 years thanks to generous donors and Spider Management's unwavering focus on generating strong absolute returns over the long term.

Operating Revenue, 2019-20





## Endowment: Frequently Asked Questions

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### WHAT AFFECTS THE ANNUAL MARKET VALUE OF THE ENDOWMENT?

Investment return, withdrawals, and giving all impact the annual market value of the endowment. Over the long term, Spider Management's goal is to generate investment returns that cover annual withdrawals plus inflation so that the endowment continues to grow while still meeting the University's spending needs. Due to market volatility, the endowment might generate investment returns that do not cover annual withdrawals plus inflation. When this occurs, it is possible for the endowment to have a positive investment return but a decline in its annual market value.

### HOW DO I ESTABLISH A NEW ENDOWED FUND?

Endowed funds are established to ensure the University's most critical programs and needs are permanently funded. Donors may work with the University to establish a fund that supports a scholarship, fellowship, professorship, or program that aligns with the donor's philanthropic interests. Each type of fund has an associated minimum gift level, which ensures that sufficient annual payout from the endowment will be available to support the designated purpose. If you would like to discuss establishing a new endowed fund, please contact the Office of Donor Relations.

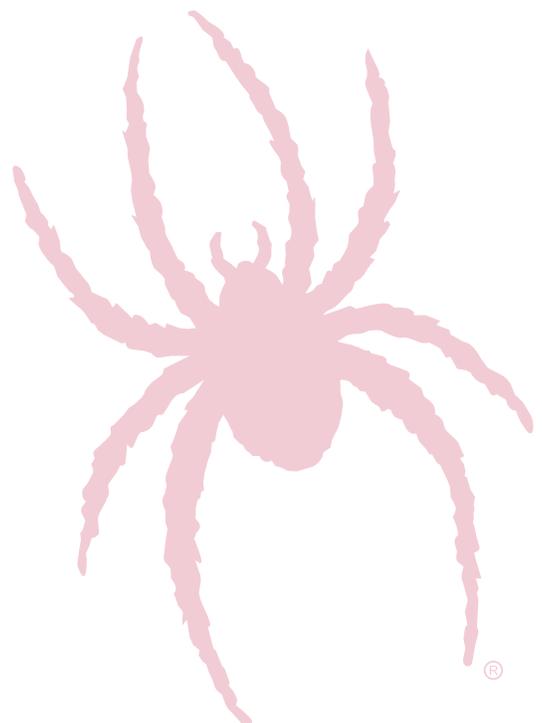
### CAN I ADD TO AN EXISTING ENDOWED FUND?

Many of our donors choose to add to their endowed funds in order to increase their fund's impact on students and faculty. You may also add to a fund that someone else (e.g. a family member) created. Any gifts to an existing fund are bound by the same guidelines as the original gift agreement. If you are ready to make a gift or have questions about the process, please contact the Office of Donor Relations.

### CONTACT US

Do you have other questions that are not answered here? Let us know!

Office of Donor Relations  
donorrelations@richmond.edu  
(804) 289-8949  
giving.richmond.edu



# *Sylvester Family Scholarship*

Established May 2022

Dear Terry and David:

Thank you for investing in the University of Richmond through the Sylvester Family Scholarship. This endowed fund will enable us to offer a scholarship to an outstanding undergraduate student every year – for generations to come.

The enclosed booklet outlines our responsibilities to you in the management and stewardship of your generous gift. In your case, it is more appropriate to say, “*Welcome back to the endowment,*” since you long ago established an endowed fund for the Chaplaincy for which we are also grateful. We are proud that this scholarship fund now too has a home at Richmond, and we look forward to providing you annual updates on all that your philanthropy makes possible.

Thank you for your continued dedication to your alma mater.

Sincerely,

Kevin F. Hallock

President





UNIVERSITY OF RICHMOND

# ENDOWED SCHOLARSHIPS

FISCAL YEAR JULY 1, 2019 — JUNE 30, 2020



## A NOTE OF THANKS FROM **Martha Callaghan** **Vice President for Advancement**

*We are so grateful for your support of scholarships at Richmond.*

Our financial aid program—which benefits more than half our students—wouldn’t be possible without partners like you. You not only remove financial barriers that might otherwise prevent our incredible students from attending, but also offer them the freedom and time to immerse themselves in their studies, be engaged in the community, and build stronger relationships with their professors and peers.

The past year has brought financial uncertainty to a growing number of students and their families, making our commitment to an affordable education more pressing and important than ever. Thank you for your significant part in affording countless students the opportunity to receive a life-changing education at UR.

*Martha*

## Scholarships at Richmond

Donors like you enable Richmond to recruit exceptional Spiders with our robust merit-based aid program, as well as our need-based aid program, which includes both a commitment to need-blind admissions and a guarantee to meet 100 percent of our undergraduates’ demonstrated need. Donors are also the key to ensuring an enriching student experience once those Spiders arrive on campus, helping to fund summer fellowships, Spider athletics, the new Well-Being Center, our critical Student Emergency Fund, and so much more.

### DONORS MAKE A DIFFERENCE



**14,800**

donors supported UR  
in 2019-20



**\$23.5 MIL**

total gifts and  
commitments to UR  
in 2019-20



**\$9.5 MIL**

total gifts to Financial Aid  
in 2019-20

### SCHOLARSHIP AID IN 2020-21

**\$77 MILLION**

INSTITUTIONAL GRANTS AND SCHOLARSHIPS

**\$22 MILLION**

OF WHICH IS FUNDED BY DONORS

**57%**

UNDERGRADUATES RECEIVE SCHOLARSHIP AID

**39%**

UNDERGRADUATES RECEIVE NEED-BASED AID

**\$53,920**

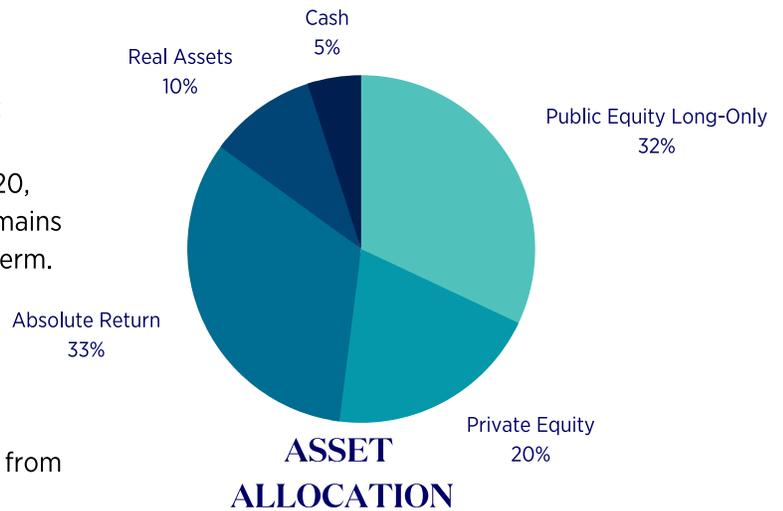
AVERAGE NEED-BASED AID AWARD

## 2020 Endowment Snapshot

Your fund is invested in the University of Richmond's endowment, which ensures that the University's most critical needs and highest priorities are funded in perpetuity. Despite flat performance in fiscal year 2020, Spider Management Company's unwavering focus remains on generating strong absolute returns over the long term.

Fiscal year 2020 can be split between pre- and post-pandemic periods. The market exuberance from 2019 evaporated during the first quarter of 2020. UR's diversified portfolio held up well during this abrupt drawdown, and the public equity portfolio benefitted from public markets' sharp and swift rally that followed.

Primary contributors to overall performance include China and sector-focused public equities, particularly in biotech and technology. Given the overall portfolio's diversification, including significant allocations to private markets, Spider Management does not expect to fully participate in such extreme rallies on a total portfolio level. The most significant detractors to performance include real assets, emerging markets outside of China, and small cap public equity strategies. In some cases, Spider Management made swift adjustments to the portfolio following certain strategies' under-performance, while maintaining conviction in other strategies that detracted over this very unique period. Looking ahead, Spider Management views the current environment as favorable to active management.



0.01%

ONE-YEAR  
RETURN

8.08%

TEN-YEAR  
RETURN

## Welcoming William H. McLean to Spider Management Company



William H. McLean will become president and chief investment officer of Spider Management Company, which oversees UR's endowment, effective Jan. 1, 2021.

McLean has served as vice president and chief investment officer of Northwestern University's \$11 billion endowment since 2002 and is one of the most respected university CIOs in the country. He previously held investment management roles at the John D. and Catherine T. MacArthur Foundation and the Duke Endowment.

A Chartered Financial Analyst, McLean received his bachelor's in economics from Davidson College and his MBA from the University of North Carolina, Chapel Hill. He and his wife Betty have three children, two of whom graduated from UR.

McLean has served on the University of Richmond's Board of Trustees, the University's Investment Committee, and Spider Management's Board of Managers in various capacities since 2012, including chair of the Spider Management Board for the past two years.

ENDOWMENT  
MARKET  
VALUE

\$2.4 BIL

ESTIMATED  
ENDOWMENT PER  
FULL-TIME STUDENT

\$672,000

APPROX. NUMBER  
OF ENDOWED  
FUNDS

1,450

# Opportunity & Impact



## Reide Petty, '23

UNDECLARED MAJOR (CONSIDERING ENGLISH, HISTORY, AND RUSSIAN STUDIES) FROM SMITHFIELD, VIRGINIA

**FAVORITE CLASS** My favorite class has been Dr. Anthony Russell's "Desire and Identity in Renaissance Poetry." In what came as a complete shock to me, the insights gained through writers like Dante, Petrarch, and Shakespeare were personally poignant and remarkably practical; we were taught how to be better Christians, how to become better attuned to our emotions, and how to recognize misdirected love, all while soaking up some of the most engaging storylines ever put to paper. Over quarantine, I was inspired by my memories of the class to read through the entirety of Shakespeare's work, and audition for UR's upcoming performance of "Richard III," and I've been cast in the lead role! It's something I can point to

as instigating a fundamental change in the way I view the world, and (although I'm only a sophomore) I feel like that's what college is meant to be.

*I can't begin to thank you enough for the help you've given me. The pandemic has hurt my family financially, as it has done to many others, and your gift has helped to alleviate the uncertainty we've been feeling . . . I've always tried to reap as much as I can from college, and I can guarantee that this scholarship will be used to the fullest. You've given my family peace of mind, and you've given me opportunity, so I give you my sincerest thanks.*

## Amber Leist, '21

BUSINESS ADMINISTRATION AND POLITICAL SCIENCE  
DOUBLE-MAJOR FROM METUCHEN, NEW JERSEY

**FAVORITE CLASS** I have had the amazing privilege of taking many inspiring and informative courses over my four years at UR. This makes it so hard to pick a favorite! If I have to choose only one course, my favorite has to have been Investments taught by the legend himself, Jerry Stevens (aka The Bear). Professor Stevens was an amazing teacher for over 30 years at Richmond. His passion for the dynamic nature of finance coupled with his work outside UR with troubled pension funds, fund managers, investment strategies, and bankruptcies of financial institutions gave him a treasure trove of (often hilarious) stories and real-world applications of finance he brought to us in the classroom. I am confident that I will use the skills I learned in his class every day after I graduate.



**MOST MEANINGFUL EXTRACURRICULAR** Tour guiding for the Office of Undergraduate Admissions . . . The experience of giving a tour of campus to prospective students was such an amazing opportunity to share my passion for UR and make the school truly shine. This is why when I was offered the position of Training and Continued Education Manager, I jumped at the chance of recruiting and training the future tour guides of UR. This role taught me so much about my own strengths and weaknesses and valuable lessons about leading others, all while recruiting future Spiders.

*I deeply appreciate and am utterly honored to have received a scholarship. My sincere gratitude to you for making it possible.*

# Opportunity & Impact



## Makayla Callender, '22

CHEMISTRY MAJOR, HEALTHCARE STUDIES MINOR FROM CHESTER, VIRGINIA

**FAVORITE CLASS** This is actually a very difficult question because I have been fortunate enough to have taken multiple great classes with equally as great professors. Right now, I will say that my Sophomore Scholars in Residence course "Stories of Work, Life and Fulfillment" with Dr. Scott Johnson is my favorite. Not only was I able to expand upon my ideas of the future, but I have noticed significant personal growth. In a class of 16, we represented six different countries and we all had differing majors. As a result, I was constantly inspired by the different thoughts and questions that arose in our discussions. It also gave me the opportunity to interview a few alumni who currently work as surgeons which helped give me insight on

what I want in a future career. I could go on and on about this how amazing and impactful this class was for me.

*I cannot convey with words how thankful I am to have been granted this scholarship . . . Richmond has become my home and a place where I can thrive. The gift of this scholarship has allowed me to continue my time here, and I hope you can continue to grant this gift to students like me. Thank you so so much.*

## Luis Marquez, '24

UNDECLARED MAJOR FROM LOS ANGELES, CALIFORNIA

*I am beyond thankful for the incredibly generous scholarship with which you have provided me. This truly means everything, and I am grateful for the opportunity to be a part of the Richmond web and continue my studies to, one day, become an educator and pay my education forward to future generations. I am proud to be a part of this community, where Spiders help Spiders succeed. Thank you!*



## Nicholas Pacitto, '21

PSYCHOLOGY AND PHILOSOPHY, POLITICS, ECONOMICS, & LAW (PPEL) DOUBLE-MAJOR FROM BOCA RATON, FLORIDA

**COLLEGE DURING COVID-19** One part of the COVID experience that has stuck out to me is the group mentality our campus shares. Everyone cares about protecting the web and ensuring we stay on campus for the duration of the fall semester. The work has been taxing on all involved (students, faculty, and staff) but I am so glad everyone has been willing to make those little sacrifices for the betterment of the community. One silver lining I have experienced is my engagement in socially-distanced outdoor activities, specifically hiking in the Shenandoah Mountains. I never would have tried this type of activity pre-COVID, but now my roommates and I go on a hike every weekend. It is great for my mental health and something I look forward to every week!



*Thank you so much for your generosity! I greatly appreciate you helping me continue my academic journey. I am a low-income, first generation college student who has worked throughout college to provide for myself and this scholarship helps so much to relieve some of my workload. I hope to make you proud in the future, and I hope to continue this valuable tradition of giving back!*

## Aronson Family Scholarship

### FINANCIAL REPORT

FISCAL YEAR JULY 1, 2019 — JUNE 30, 2020



#### BOOK VALUE

Total of all gifts made to this endowed fund, as of 6.30.20



#### MARKET VALUE

Value of this fund as a part of UR's endowment, as of 6.30.20



#### GIFTS & PAYMENTS

Total giving to this fund between 7.1.19 and 6.30.20



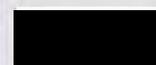
### IMPACT REPORT

CURRENT FISCAL YEAR JULY 1, 2020 — JUNE 30, 2021



#### SCHOLARSHIP BUDGET

Amount available to award students for the 2020-21 academic year



#### TUITION ROOM & BOARD

For a full-time undergraduate for the 2020-21 academic year

\$70,290

## Aronson Family Scholarship

2020-21 Student Recipient

### Kerry-Ann Moyo, '24

*Undeclared major, considering Global Studies, from Johannesburg, South Africa*

#### Favorite Class or Professor at Richmond

So far my favorite class has been my first year seminar titled Human Trafficking with Professor Bob Spires. I have thoroughly enjoyed this class as we have delved deeper into the complex realities and challenges faced by anti-trafficking organizations and trafficking discourse worldwide. I look forward to taking an international relations class and some creative writing courses.

#### Most Meaningful Extracurricular Activity

Well, I am a first year student during a pandemic so you can imagine what that's like, but I am part of the Peer Advisors and Mentors (PAM) program, which has been really nice and engaging. I have joined the women's rugby team, and am in the process of interviewing for the new Student Organization Council. I hope to join a dance group and submit some of my writing pieces to The Messenger journal on campus.

#### Aspirations for the Future

To be honest, I came to school with a plan; however, after starting school the plan changed and continues to change. I know where I want to go, just not how to get there. I would like to travel and work as a consultant for different companies; I am interested in leadership training and capacity building. I would like to be involved in international affairs, just not too certain as to how yet.

#### Being a College Student in the COVID-19 Era

First, let me start by saying thank you for giving me an opportunity to come to school—because without you, I would still be home. Starting college during COVID-19 has been interesting, the social dynamics continue to be a challenge for me to navigate, but I am getting there. The silver lining for me is this is the only college experience I have known. And even though we may think we are missing out, everyone is experiencing similar frustrations.

#### A Note of Thanks!

I just want to say thank you from the bottom of my heart for literally changing my life. I have opportunities I could only dream of, and now I can truly receive the tools and support I need to make a difference in this world. May God bless you abundantly for your kindness and generosity. Thank you, thank you, thank you—you have invested a seed in me that I intend on watering.

*We know that you support scholarships because you care deeply about removing financial barriers for students. **Thank you.** We want to provide you with the opportunity to meet the student(s) supported by your aid. Simply contact us and we will work with you and the student(s) to arrange a Zoom meeting. Given federal privacy law, we must allow students to decline such a meeting; however, most are delighted to have the chance to meet our donors and thank you for your support.*

Please contact Katie Bell at: [katie.bell@richmond.edu](mailto:katie.bell@richmond.edu) or (804) 289-8949.



# UNIVERSITY OF RICHMOND

## Endowment: Frequently Asked Questions

### WHAT IS THE ENDOWMENT?

The role of the University of Richmond's endowment is to provide a permanent source of support for the University's students, faculty, and programs. The \$2.4 billion endowment includes a collection of approximately 1,450 individual endowed funds, including scholarships, professorships, fellowships, lectureships, library and book funds, and other endowed funds that have varying degrees of restrictions. Together, these funds provide long-term sustainability and represent the University's largest financial asset.

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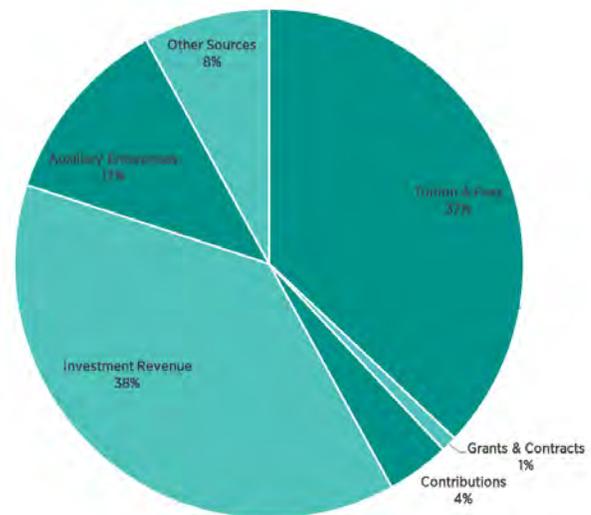
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Operating Revenue, 2019-20





## Endowment: Frequently Asked Questions

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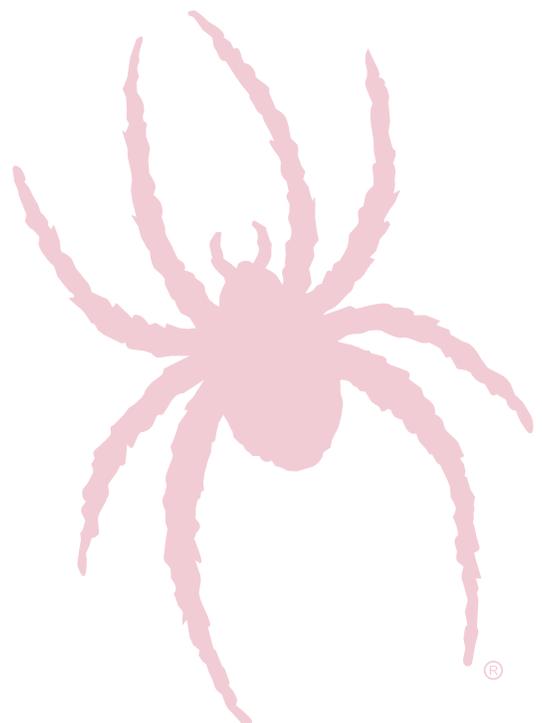
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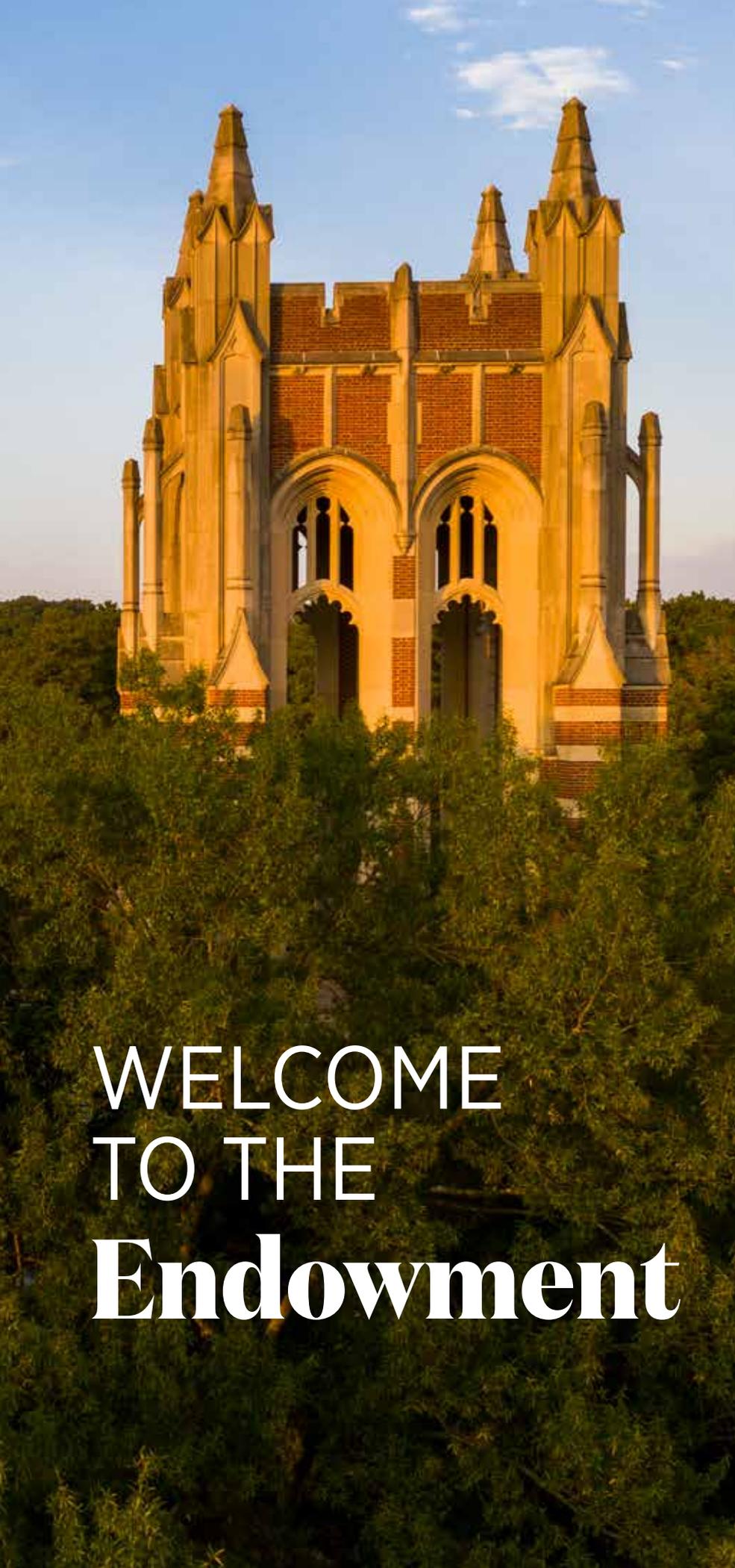
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### CONTACT US

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Office of Donor Relations  
donorrelations@richmond.edu  
(804) 289-8949  
giving.richmond.edu





WELCOME  
TO THE  
**Endowment**





WELCOME TO  
***THE UNIVERSITY  
OF RICHMOND  
ENDOWMENT***

By establishing an endowed fund at the University of Richmond, you have directly invested in the lives of our students and forever strengthened the future of the Spider community. Endowment gifts reflect your priorities and goals, and yours serves as an enduring tribute to your generosity. Please accept our deepest gratitude and know that we are committed to ensuring your gift positively impacts Richmond for generations to come.



## Making a Lasting Impact

We are grateful that you have entrusted the University to prudently steward your gift. The University will invest your funds in a way that ensures sufficient earnings are generated to advance educational, research, and outreach programs that are the hallmarks of the Richmond experience for many years to come. To better understand how endowment funds are used to support vital programs and initiatives, it may be helpful to be familiar with our payout structure.

Each gift that you make to your endowed fund is invested as a part of the University of Richmond's endowment portfolio. Once your fund reaches the established endowment level, it will be budgeted for use in the following fiscal year. The annual budget is based on a formula determined by the University's Board of Trustees each year that is designed to provide a sufficient and predictable flow of funding to support current needs while ensuring that the fund principal will continue to grow in perpetuity. This spending formula will vary from year to year, based on the endowment's performance and similar factors. Over the past 10 years, the endowment spending distribution has averaged between 4.5-5.0% per year.

## Our Commitment to You

Every December, you will receive an annual report. Unless you request otherwise, this report will be delivered electronically. In the report, you can expect to see:

- Information about your fund beneficiary
- Financial information about your fund
- Highlights on overall endowment performance
- Stories about the impact of philanthropy at Richmond

## Frequently Asked Questions

### ***When will I receive my annual endowment report?***

You will generally receive your first report within about 12 to 18 months after establishing the fund. Each year following, you can expect to receive your report in December. Annual endowment reports are delivered electronically unless you request a hard copy in the mail.

### ***Is it possible to send an annual endowment report to others?***

Yes. Contact the Office of Donor Relations at [donorrelations@richmond.edu](mailto:donorrelations@richmond.edu) or (804) 289-8949, and we will gladly accommodate your request.

### ***How does UR manage its endowed funds?***

Spider Management Company, LLC, is the University's investment management affiliate. It is governed by a Board of Managers, the majority being Trustees of the University. The endowment has grown by more than \$1.4 billion over the past 15 years, thanks to generous donors and Spider Management's unwavering focus on generating strong absolute long-term returns.

### ***I established a scholarship. May I pick the recipient?***

Unfortunately no, donors may not select their scholarship recipients. To comply with federal privacy guidelines regarding student information and to ensure that all Spiders receive the scholarship aid they need to study at Richmond, the Office of Financial Aid awards all scholarships. If a scholarship is established with any additional preference, the Office of Financial Aid will collaborate with the appropriate campus partners to determine the best recipient.

### ***How do I know the funds are being spent in accordance with my intentions and objectives?***

Many areas of the University are dedicated to safeguarding our donors' objectives and ensuring compliance with donor intent. The University's legal team establishes the gift's purpose at the outset through a gift agreement, estate documentation, or other evidence clearly documenting donor intent. Business and Finance oversees spending for compliance with the fund's purpose. Donor Relations reports to our donors annually on fund financials and specific fund impact.

### ***Who can I contact if I have questions about my fund?***

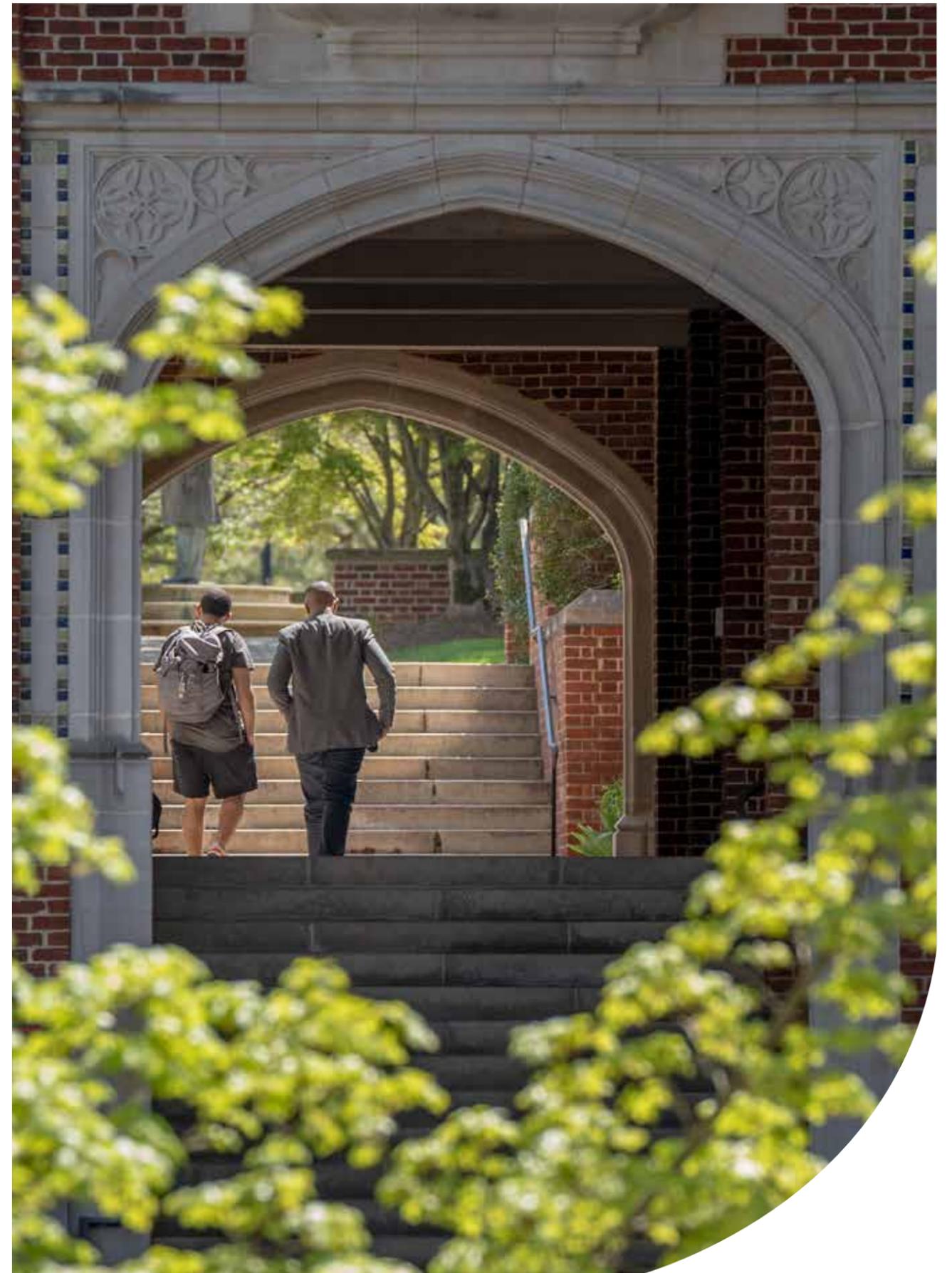
The Donor Relations team is available to discuss your annual endowment report or answer questions about your fund. Contact us at (804) 289-8949 or [donorrelations@richmond.edu](mailto:donorrelations@richmond.edu).

## Donor Bill of Rights

Philanthropy is based on voluntary action for the common good. It is a tradition of giving and sharing that is primary to the quality of life. To ensure that philanthropy merits the respect and trust of the general public, and that donors and prospective donors can have full confidence in the nonprofit organizations and causes they are asked to support, we declare that all donors have these rights:

- I. To be informed of the organization's mission, of the way the organization intends to use donated resources, and of its capacity to use donations effectively for their intended purposes.
- II. To be informed of the identity of those serving on the organization's governing board, and to expect the board to exercise prudent judgment in its stewardship responsibilities.
- III. To have access to the organization's most recent financial statements.
- IV. To be assured their gifts will be used for the purposes for which they were given.
- V. To receive appropriate acknowledgment and recognition.
- VI. To be assured that information about their donation is handled with respect and with confidentiality to the extent provided by law.
- VII. To expect that all relationships with individuals representing organizations of interest to the donor will be professional in nature.
- VIII. To be informed whether those seeking donations are volunteers, employees of the organization, or hired solicitors.
- IX. To have the opportunity for their names to be deleted from mailing lists that an organization may intend to share.
- X. To feel free to ask questions when making a donation and to receive prompt, truthful and forthright answers.

*The Donor Bill of Rights was created by the American Association of Fund Raising Counsel (AAFRC), the Association for Healthcare Philanthropy (AHP), the Association of Fundraising Professionals (AFP), and the Council for Advancement and Support of Education (CASE).*





*Please contact the Donor Relations team  
at any time at (804) 289-8949  
or email [donorrelations@richmond.edu](mailto:donorrelations@richmond.edu).*

**GIVING.RICHMOND.EDU**

Inside of cover flap



## ***Thank you***

Thank you for your enduring gift to the University of Richmond. Through your generosity, you join in a tradition of philanthropy that both sustains and propels the University forward in its educational mission. You will always be a fundamental contributor to the success and prosperity of this special place.

If you need to reach us, we are always here to help. Please contact the Donor Relations team at any time at (804) 289-8949 or [donorrelations@richmond.edu](mailto:donorrelations@richmond.edu).





# of Giving Four Decades of Impact

## 1983 – 2001

**December 1983**

\$100,000 pledge to establish the ██████ in support of the Cancer Center

**1997**

Joined the Cancer Center Board which you served on for 6 years

**2000**

University of Rochester Cancer Center became Wilmot Cancer Institute

**May 2000**

Supported the first annual Cancer Center Discovery Ball, which you continued to support for another decade

**April 2001**

You made your first donation to the Parkinson's Disease Research Fund

## 2002 – 2010

**May 2005**

\$20,000 pledge to the Janet L. Butler Fund for Parkinson's Disease Research in the Department of Neurology

**May 2006**

You made your first pledge to support vision research and the work of Dr. James Aquavella at the UR Eye Institute

**June 2006**

Joined the UR Eye Institute Board

**May 2008**

\$50,000 bequest intention to the James P. Wilmot Cancer Center Comprehensive Campaign. This, along with your verbal commitment to pledge \$22,000 to the Wilmot Annual Fund brings your total giving to the Wilmot Cancer Center campaign over \$100,000

**2009**

University of Rochester Eye Institute became Flaum Eye Institute

**June 2009**

Became a George Eastman Circle Member through your contributions to the Wilmot Cancer Institute Annual Fund and remained a member until June 2012

**August 2009**

\$30,000 to Ophthalmology Allergan Horizon Fund

## 2011 – 2023

**April 2014**

\$60,000 to Flaum PROSE Fund

**April 2017**

\$9,877 to Flaum PROSE Fund

**March 2018**

\$10,000 to Flaum PROSE Fund

**February 2019**

\$5,000 to Feldon Endowed Scholars Fund and \$5,000 to Flaum PROSE Fund

**October 2021**

\$10,000 to Flaum Eye Institute Gift Fund to support the Vision Health Access Fund for the Rochester Community

**May 2017**

\$50,000 bequest intention to PROSE Fund/Flaum Eye Institute

AREA	AMOUNT
ASE	\$100
MAG	\$6,540
SMD*	\$234,277
SMH	\$1,000
UNIV GEN	\$30
URMHC	\$75
WILMOT	\$182,614
<b>Total</b>	<b>\$424,636</b>

\*Flaum Eye Institute & Department of Neurology

Thank you for your long-standing commitment and generous philanthropic support to the University of Rochester and Medical Center.

You are one of 1,988 St. Mary's University community members who helped our students find their defining moment through your choice to give back during the 2020-2021 fiscal year. Your generous support ensures talented students of diverse backgrounds can affordably pursue a Catholic and Marianist education delivered by passionate faculty and staff who provide wide-ranging opportunities for formation in faith, academic and research distinction, mentorship, and student success.

At St. Mary's, we know one singular degree of positive change can transform the lives of our students and their vision for the future; this fiscal year, you have been that change.

On behalf of our entire university, thank you for investing in our students.



Joel A. Lauer, Vice President for University Advancement



## ANNUAL GIVING

**240**

President-level donors

**60**

Rattler Nation donors

**122**

First-time donors

**\$899**

Average gift

**\$25**

Median gift

## DONORS BY GRADUATION DECADES

<b>13</b>	<b>225</b>	<b>237</b>	<b>250</b>	<b>220</b>	<b>250</b>	<b>205</b>	<b>39</b>
2020s	2010s	2000s	1990s	1980s	1970s	1960s	1950s

## DONORS BY CONSECUTIVE YEARS

<b>83</b>	<b>24</b>	<b>119</b>
5 years	10 years	10+ years

## DONORS BY SCHOOL

<b>651</b>	<b>445</b>	<b>336</b>
College of Arts, Humanities and Social Sciences	Greehey School of Business	School of Science, Engineering and Technology

## PHONATHON DONORS

<b>1208</b>	<b>348</b>	<b>426</b>
Conversations	Donors	Gifts

## TOP FIVE STUDENT MAJORS

*Giving back helps many St. Mary's University students explore their passion.*



Biology



Political Science



Psychology



Finance and Risk Management



Exercise and Sport Science

# ST. MARY'S GIVING DAY

During the St. Mary's Giving Day on March 24, alumni, parents and friends across the globe united in a single purpose—to make a significant difference to current students through enriching their interests and allowing them to follow their passions, both on and off-campus. You elevated the power and passion of our St. Mary's family, pushing us past our ambitious \$20,000 goal.

Every gift directly supported student scholarships, campus programs and enhancements, social clubs and athletics, and ministry opportunities, giving donors the opportunity to choose the causes that mean the most to them on this momentous day of giving. Because of this generosity, we can continue to open up a world of opportunity for our students, allowing them to discover their purpose with great passion.

Thank you for your ongoing commitment to St. Mary's University. If you'd like to volunteer for Giving Day 2022 or have questions about the report, please contact the Office of Advancement at 210-436-3138.



## SUPPORTING OUR RATTLERS

**\$21,754**

Donated to St. Mary's Giving Day

**152**

Donors

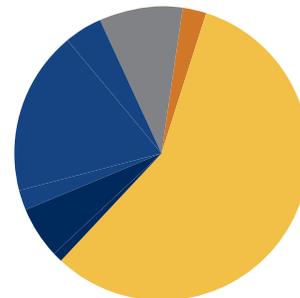
**19**

States

## SAVE THE DATE



## DONOR BREAKDOWN



64% Alumni    31% Faculty/Staff    9% Friends  
5% Parents    2% Students

\*Donors may have more than one affiliation



*Thank You!*



# Your Impact at Tulane University

2020-2021



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Students facing unexpected financial hardships

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Students like J.  
Benjamin Huck Jr.,  
MBA Class of 2021

“I chose the Freeman School to empower myself. I really liked the global reach and the breadth of the alumni network. I love the culture here at Tulane, and I'm very glad I ended up here. I received a healthy scholarship, and I have a tremendous appreciation for donors and the fellowship that I received.

“There are some really high-quality and unique courses, such as the Aaron Selber courses on distressed debt and the Burkenroad program. And, there are really great professors with deep industry experience. I took a great renewable energy project finance course with professors of practice who are doing very well in their fields, and it was great to have that kind of relevant perspective.”



Inspiring faculty like  
Meenakshi  
Vijayaraghavan, PhD

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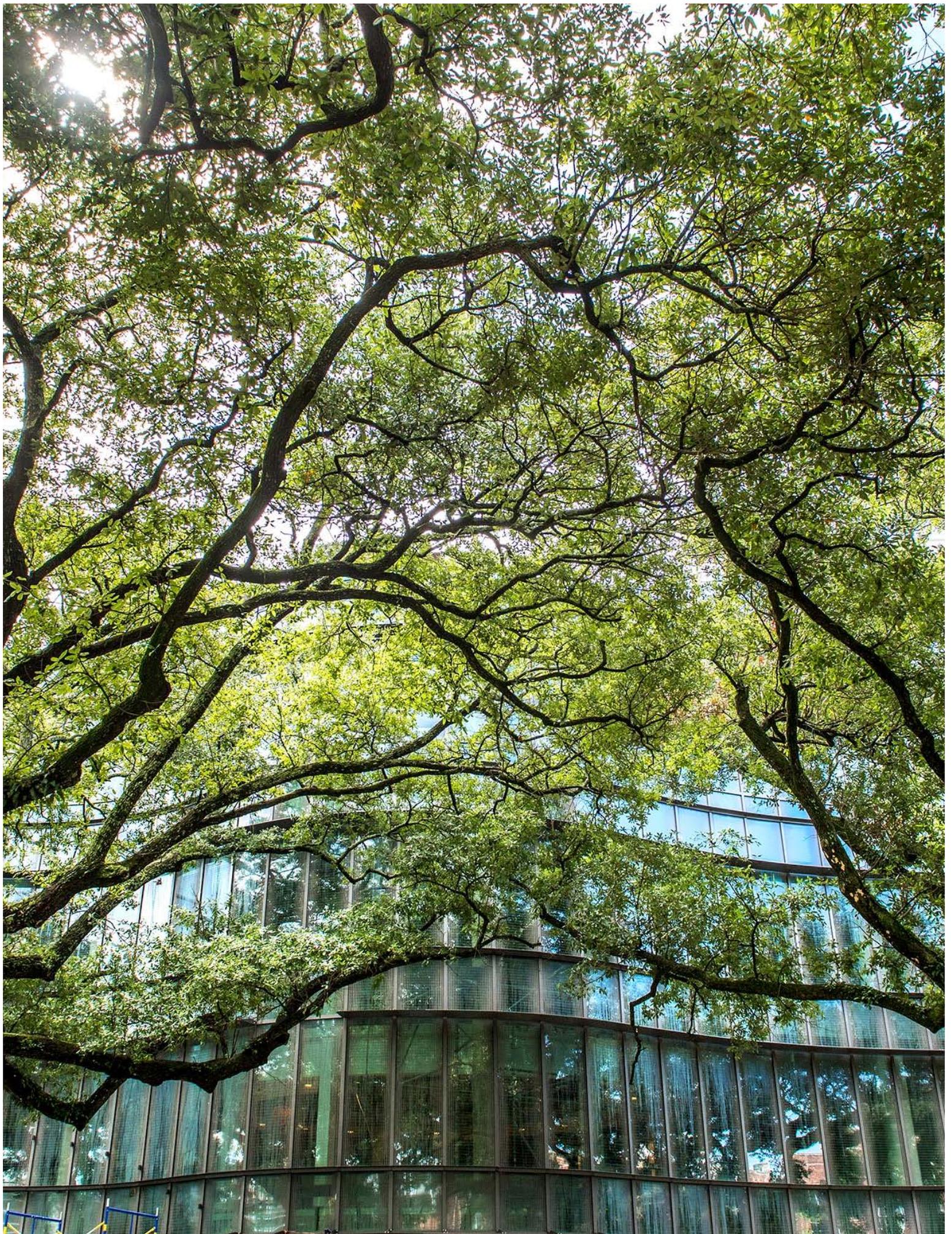




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# Students like Hamish Stewart, Class of 2021

“I have lived in Scotland my entire life and a scholarship offer gave me the opportunity to study in the US whilst being able to compete on the Tulane men’s tennis team. My scholarship will be

renewed for my fifth year, [and] I plan to do a masters in finance which I am very excited for. The biggest influence on my academic life for sure has been some of my finance professors in the Business School. When I first got to Tulane, I was unsure if I was going to be able to complete a bachelors in finance, but because of some of my professors I have had thus far, they have given me the confidence that I could actually pursue a masters in finance.

“Some of my biggest achievements at Tulane have also been with the men’s tennis team. Last year, I finished 50th in the country and was voted Louisiana Player of the Year.”



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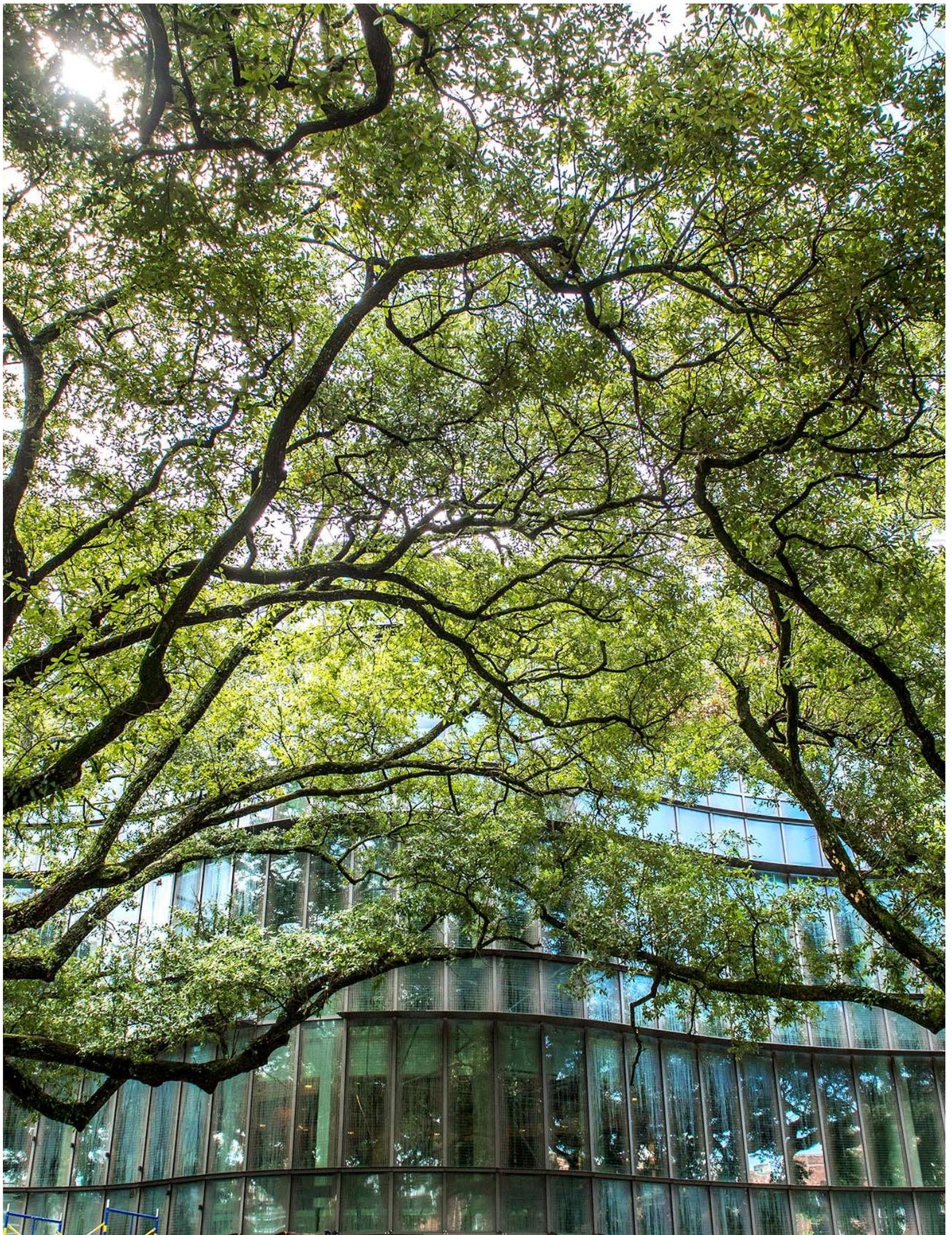




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Students like Jayde  
Encalade, 3L at  
Tulane Law School

With student teams delivering top-notch competition performances and racking up a number of wins, it has been quite a year for the Moot Court program at Tulane Law School. This spring, the Mock Trial team took first place in a regional competition against 25 other teams. The team of 3L Jayde Encalade (pictured, right) and 2L Dylan Farrow (pictured, left) – making his Moot Court competition debut -- headed to the nationals after defeating the best teams in the South and Midwest regions. Many have lauded Jayde’s role in the Moot Court program as instrumental to Tulane’s successes this year. She not only participated as a competitor but also coached an impressive eight teams in various events.

“As if Jayde didn’t have enough on her plate, she also somehow found time to actually participate successfully as a team member and advocate at a number of national trial competitions,” said William Sommers, an adjunct professor who coaches Mock Trial. “Her work brought great honor and recognition to the school and the Moot Court program. She is proof that Tulane Law is indeed the ‘launchpad for leadership’ in our profession.”



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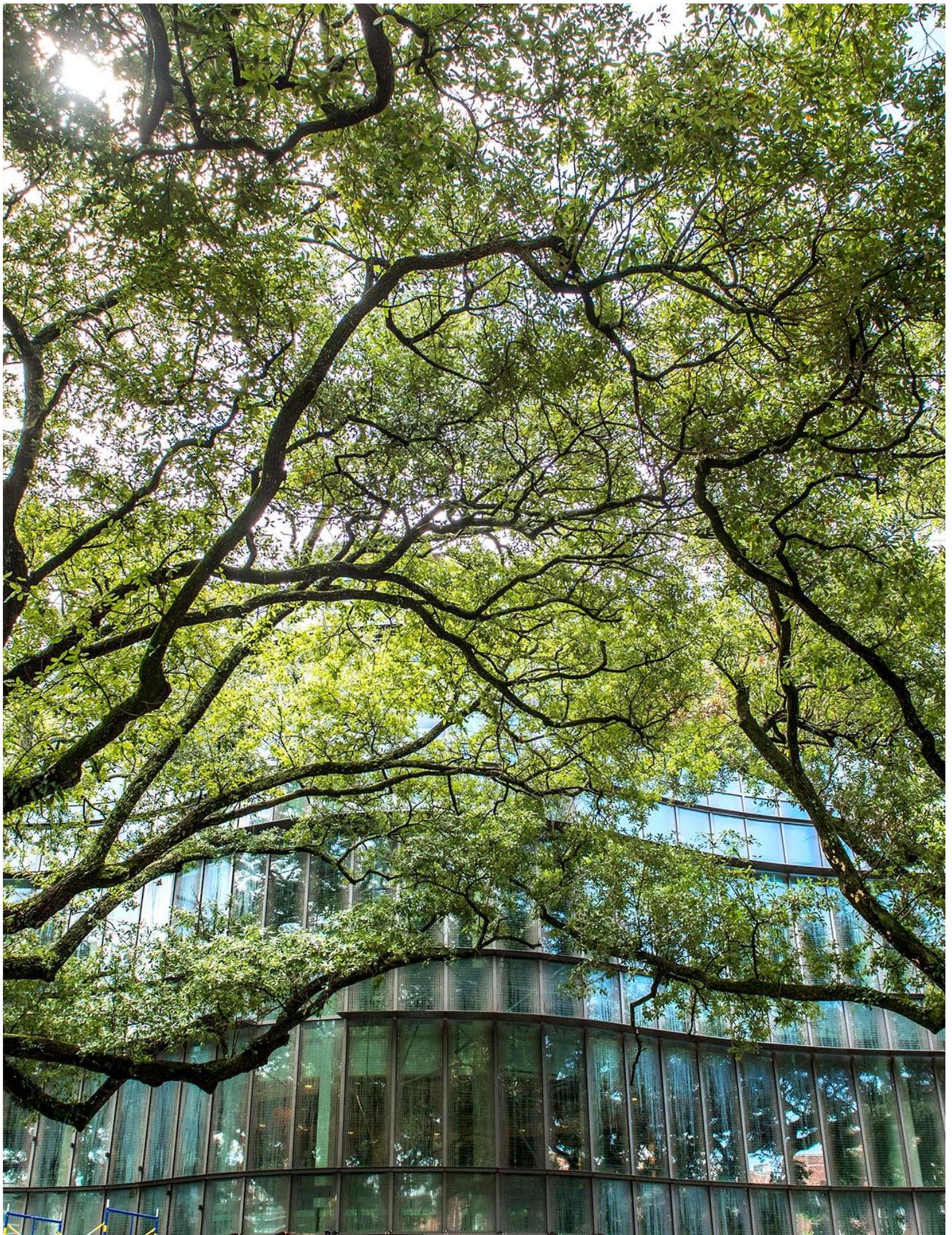




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Medical studies in  
areas like early  
psychosis  
intervention

The National Institute of Mental Health recently awarded Tulane's Department of Psychiatry a grant to expand its work in treating patients after a psychotic episode. Tulane's Early Psychosis Intervention Clinic-New Orleans (EPIC-NOLA) has become part of a six-clinic network that received \$5.5 million to study the implementation of learning healthcare systems that continually seek to improve care and telemental health in early psychosis care.

“With treatment beginning early and comprehensive intervention for the first two to five years, we can have a positive impact on the long-term clinical outcome for serious mental illnesses,” said Dr. Ashley Weiss (pictured, right), assistant professor of psychiatry at Tulane School of Medicine. “Through this project we will better understand, with data from populations across the country, to what benchmarks all first-episode psychosis programs should aim. Ultimately the goal is to help our patients have a full recovery and get back to their lives.” Dr. Weiss serves as the site principal investigator alongside co-investigator Serena Chaudhry (pictured, left), assistant professor of psychiatry at Tulane.



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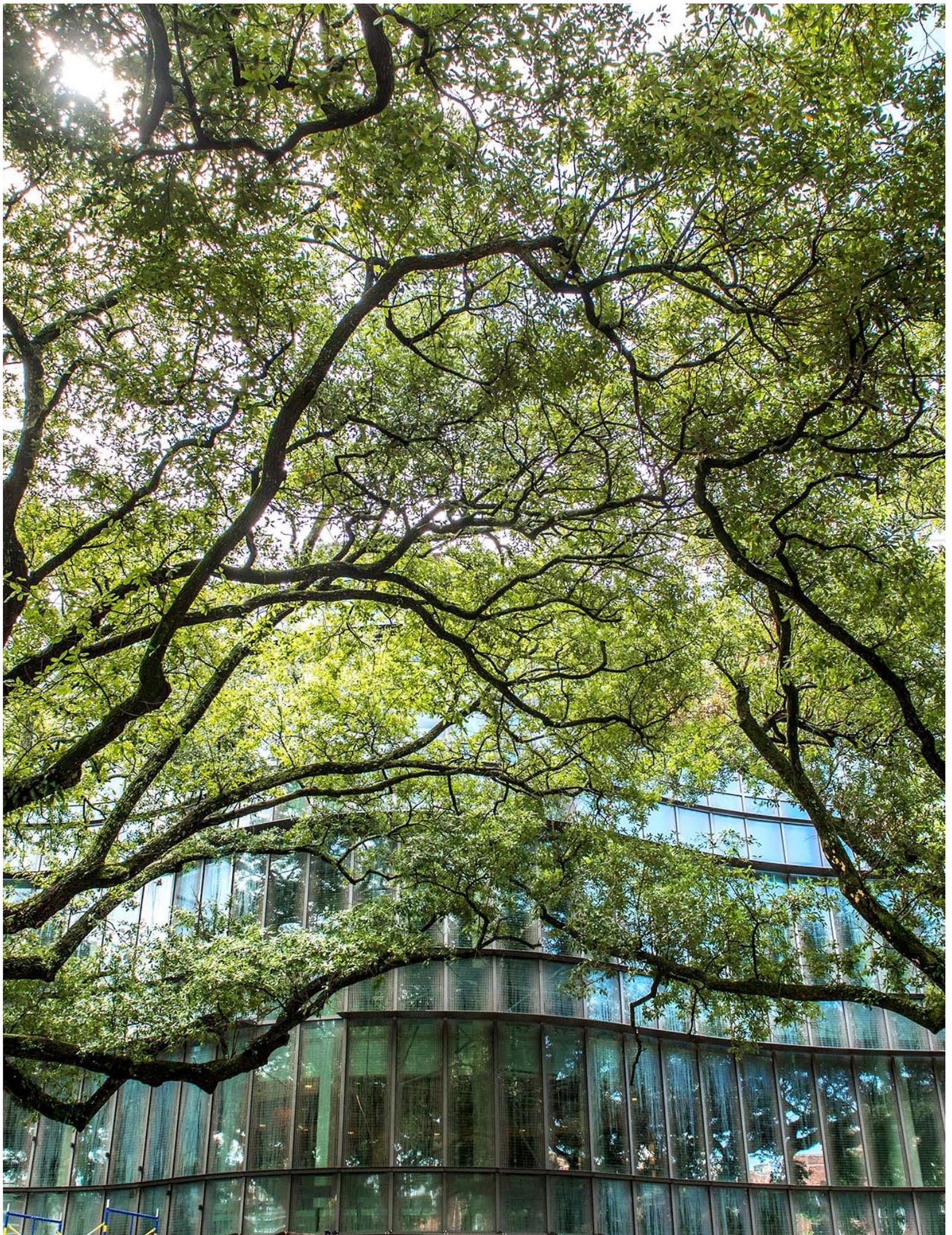


# Students like Max Weber, Class of 2022

“Having financial support enables me to pursue what I want to pursue. For instance, I've explored my passion for photography, music, and running, while running an undergraduate academic publication and serving as the deputy campaign manager for a local state representative campaign back home.

“I think the breadth and depth of experiences I've engaged in have had the biggest impact on my academic life. I have concentrated heavily on both the academic and field sides of politics, founding an internationally-recognized undergraduate journal with a staff of 72 people while also serving in multiple management roles on campaigns back home. At the same time, I've been a research assistant in the Department of Art History, a member of the cycling team, and a resident advisor.”

*My two-and-a-half years at Tulane have been the highlight of my adult life because they have provided me with an environment where knowledge is abundant, and I am supported in whatever endeavor I choose to pursue.*  
—Max Weber





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Measures to facilitate  
safe in-person  
learning during the  
pandemic

This past year, donor support helped Tulane invest in campus safety measures to facilitate in-person learning while mitigating the spread of COVID-19 among students, faculty, and staff. The university built 13 temporary classrooms, five teaching facilities for performance classes such as dance, and a dining pavilion to allow for socially distant learning and dining experiences.

“We are making it possible for more students to safely go to class. We should be very proud of this investment that improves both the safety of our community and the quality of the Tulane education,” said Robin Forman, senior vice president for academic affairs and provost, as campus preparations were being made last summer.

The university also invested in state-of-the-art technology for the temporary classrooms that allowed classes to be taught both remotely and in person. Hundreds of classrooms across campus were also enhanced for both in-person and online learning. The upgrades assisted with de-densification of classes while allowing students and faculty who were self-quarantining or self-isolating to continue their academic progress. Donors made it possible for Tulane to have a successful academic year despite the numerous challenges presented by the pandemic.



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Donor support ensures faculty and students have opportunities to complete relevant research in their fields. Working alongside a graduate student, Dr. Leia Saltzman (pictured), an assistant professor in the Tulane School of Social Work, is conducting a study to research the impacts of traumatic loss.

“Donor support has allowed me to pursue my research projects exploring the possibility of using wearable technology and real-time assessment to better understand the health and mental health impacts of traumatic loss around anniversary dates,” says Dr. Saltzman. “My research explores sex differences in the impact of traumatic loss on cardiovascular health. In particular, focusing on the interrelated patterns of psychological and physiological distress. Supported research also provides an opportunity to involve a graduate student in faculty research and allows the student to see the process of a research project from start to finish.”

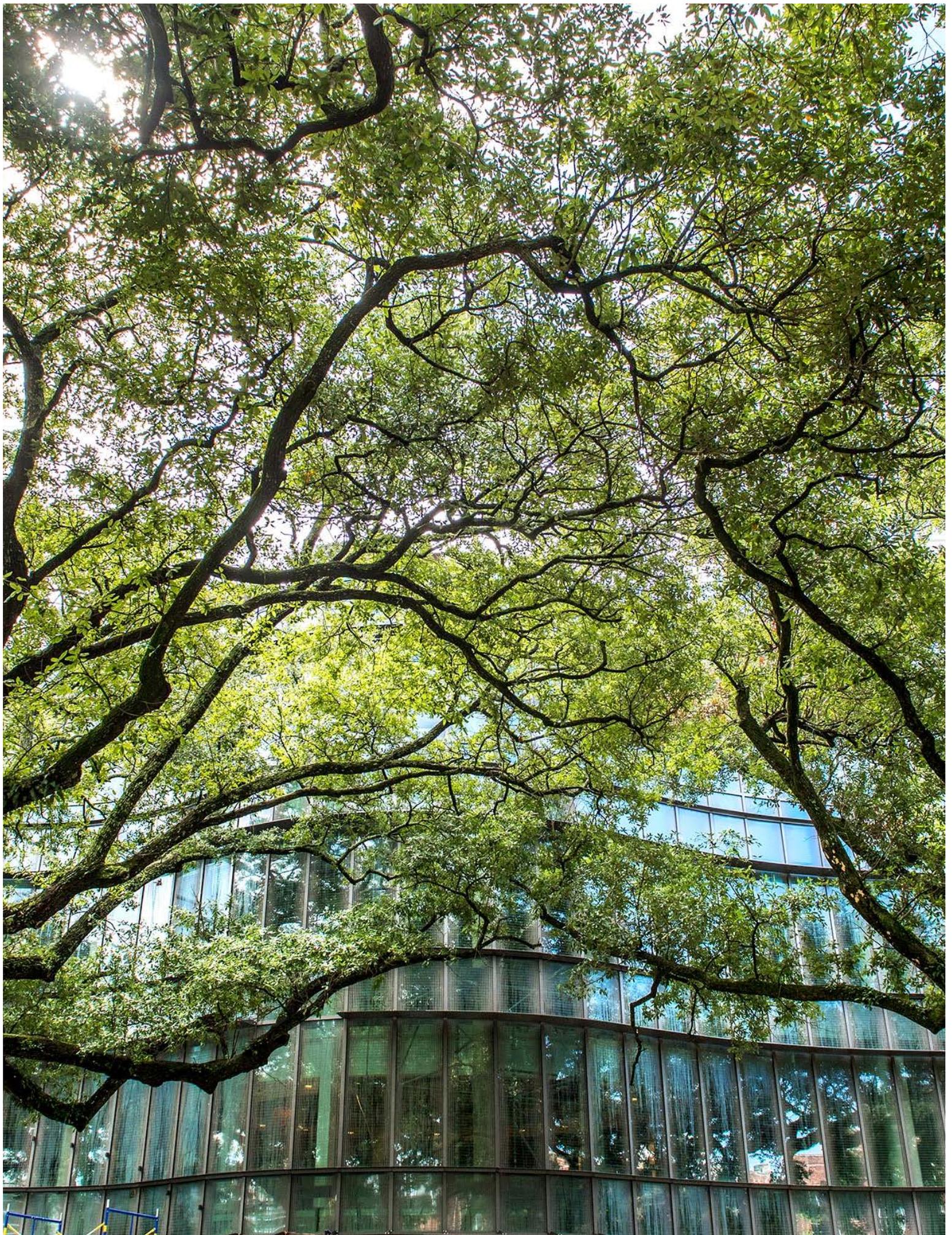


# Students like Max Weber, Class of 2022

“Having financial support enables me to pursue what I want to pursue. For instance, I've explored my passion for photography, music, and running, while running an undergraduate academic publication and serving as the deputy campaign manager for a local state representative campaign back home.

“I think the breadth and depth of experiences I've engaged in have had the biggest impact on my academic life. I have concentrated heavily on both the academic and field sides of politics, founding an internationally-recognized undergraduate journal with a staff of 72 people while also serving in multiple management roles on campaigns back home. At the same time, I've been a research assistant in the Department of Art History, a member of the cycling team, and a resident advisor.”

*My two-and-a-half years at Tulane have been the highlight of my adult life because they have provided me with an environment where knowledge is abundant, and I am supported in whatever endeavor I choose to pursue.*  
—Max Weber





Tulane University donors provide a strong philanthropic base of support. Your gifts supply the incredible students, faculty, and staff with the resources needed to enrich the student experience, solve global challenges, and extend a foundation of excellence. We couldn't do it without you. Thank you!



*The Office of Donor Relations exists to honor those who do so much for so many. We recognize and*

*celebrate past and present supporters, and we  
strive to demonstrate the impact of every gift.*

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[giving.tulane.edu](http://giving.tulane.edu)





# 2021 Stewardship Report

PREPARED FOR

## Donor Name



FUND NAME	GIVING IN FY21
Tulane Medical Endowed Scholarship	\$5,000.00
Tulane University Chair in Fine Arts	\$10 000.00

---

It is our pleasure to report in perpetuity on your endowed fund. Have you considered who among the next generation of your loved ones should also receive your stewardship reports? Contact us to identify additional recipients of these reports – starting now, or in the future.

---

Above gifts received between July 1, 2020 and June 30, 2021 are reflected in Market Values on the financial page.



## Scholarship Endowed Fund

Established in 2013 by Tulane Donor Name, the Scholarship Endowed Fund provides scholarship support for medical students at Tulane University School of Medicine.

### CURRENT YEAR

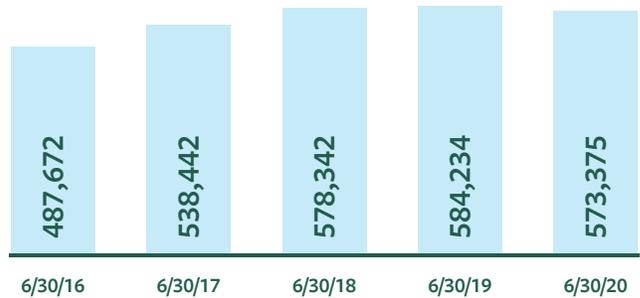
#### MARKET VALUE

*as of 6/30/2021*

# \$754,765.63

The market value is calculated with the original gift amount and any additional gifts plus total return (capital appreciation and earned income) net of investment expenses less distributions/payout from the endowment fund.

### 5-YEAR PERFORMANCE



### CURRENT YEAR

#### EXPECTED INCOME

*Fiscal Year 2022*

# \$28,370.64

The amount of expected income represents the fund's share of the endowment payout available for the purposes of the fund. The endowment distribution/payout amount is based on the amount allocated from the endowment for use by the unit/department that benefits from the fund. The amount is calculated based on the endowment spending policy, which presently allows for five percent of the three year moving average of the fund's market value at December 31 of the three preceding years.

### 5-YEAR PERFORMANCE



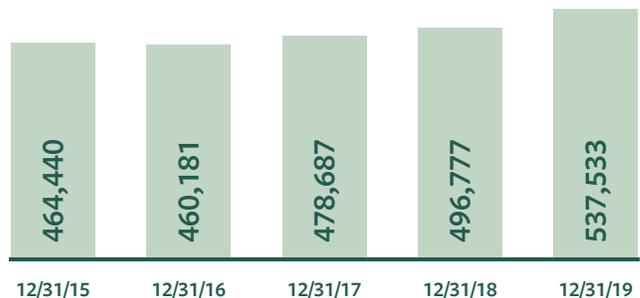
#### BOOK VALUE

*as of 12/31/2020*

# \$567,914.51

The book value is the original amount of the donation to the endowed account plus all additional donations and realized gains.

### 5-YEAR PERFORMANCE





## Scholarship Endowed Fund

**STUDENT NAME**

CLASS OF 2025

**HOMETOWN**

ST. PETERSBURG, FLORIDA

**DEGREE**

MD

I am 22 years old, and I attended Tulane University as an undergrad and studied neuroscience with minors in sociology and psychology. I loved New Orleans so much during those four years, and I knew I wasn't ready to leave. My acceptance into Tulane University School of Medicine was a dream come true, and I am grateful to be here still.

I am looking forward to helping out in the local community. This place has become my home, and something tells me I'm never leaving!

I will never forget the day I received this award. Not only was I accepted into my dream school, but I received a scholarship as well. This scholarship minimized the number of loans I will be taking out for medical school. This aid will go a long way in my future, and I am so unbelievably grateful for that.

I played D1 volleyball for Tulane during my four years of undergrad. As tough as it got at times, it transformed me into a better and more productive version of myself. Balancing the sport and its demands on top of pre-med classes was difficult at times, but it kept me motivated and excited about my future. I am most proud of everything I have balanced thus far, and I am certain it helped me get into medical school!



## Chair in Fine Arts

Established in 1982 by a Tulane Donor Name, the Chair in Fine Arts supports a professorship in fine arts at the Tulane University School of Liberal Arts.

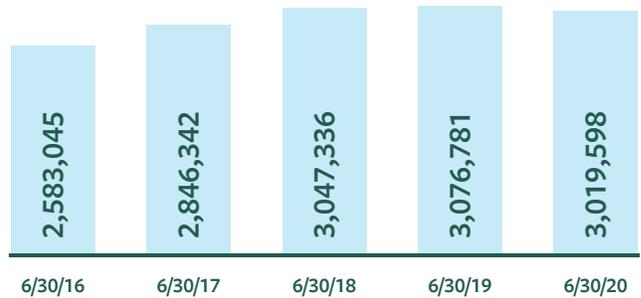
### CURRENT YEAR

**MARKET VALUE** *as of 6/30/2021*

**\$3,909,346.82**

The market value is calculated with the original gift amount and any additional gifts plus total return (capital appreciation and earned income) net of investment expenses less distributions/payout from the endowment fund.

### 5-YEAR PERFORMANCE



### CURRENT YEAR

**EXPECTED INCOME** *Fiscal Year 2022*

**\$146,968.57**

The amount of expected income represents the fund's share of the endowment payout available for the purposes of the fund. The endowment distribution/payout amount is based on the amount allocated from the endowment for use by the unit/department that benefits from the fund. The amount is calculated based on the endowment spending policy, which presently allows for five percent of the three year moving average of the fund's market value at December 31 of the three preceding years.

### 5-YEAR PERFORMANCE



### BOOK VALUE

*as of 12/31/2020*

**\$2,283,001.28**

The book value is the original amount of the donation to the endowed account plus all additional donations and realized gains.

### 5-YEAR PERFORMANCE





## Chair in Fine Arts



*from the desk of*

**PROFESSOR NAME**

CHAIR IN FINE ARTS,  
PROFESSOR

NEWCOMB ART  
DEPARTMENT

TULANE UNIVERSITY SCHOOL  
OF LIBERAL ARTS

TULANE UNIVERSITY

My sculpture is large-scale, the fabrication methods are experimental, and the materials are expensive. This was the second year of the two-year process of creating a body of work for a one-man exhibition at the Arthur Roger Gallery in New Orleans from January 9-April 10, 2021. The Chair in Fine Arts contributed to fabrication and crating costs for the signature sculpture – *Toil*. Images and information about the exhibition can be seen at [website link].

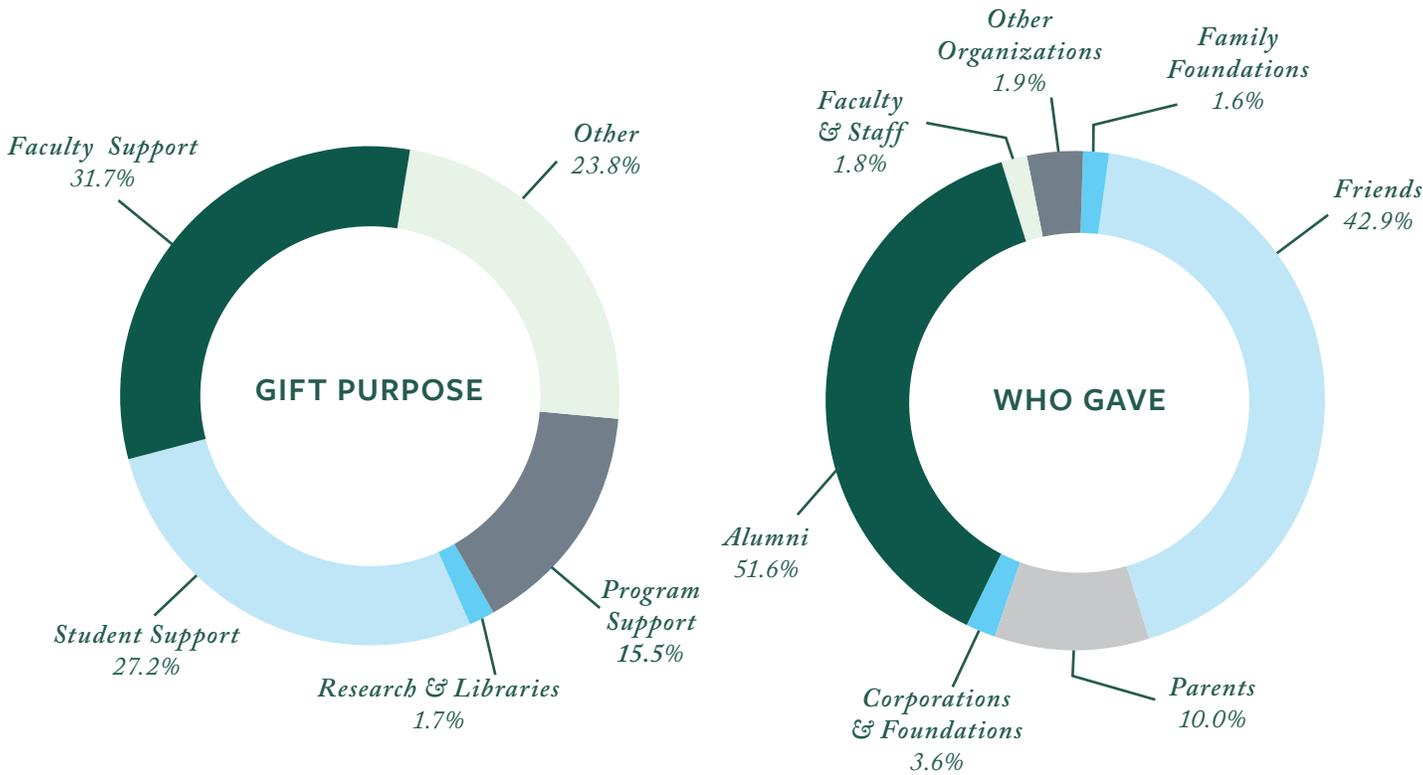
A maquette I created in 2010 as a study for a large-scale sculpture inspired *Toil*, and I included it in this exhibit. I made design adaptations to incorporate found objects and adjust to the change in scale. The sculpture implies the motion of working the land; the spring appears to apply torque to the wall of mosaics. I've always wanted to use mosaics, and this was my opportunity. The mosaics function to move light through the sculpture. I think of the light going through the glass as representing hope in my humanist works.

This exhibition was my 53rd one-man show from 1975 to 2021. Despite hesitancy to go out due to the pandemic, I was very pleased with the community turnout and the positive responses I've received. I have sketchbooks full of creative ideas and plans for sculptures, so I am very appreciative of the support provided by the Chair in Fine Arts.



# Endowed Funds

AS OF JUNE 30, 2021



**366**  
 ENDOWED FACULTY POSITIONS

**2,260**  
 TOTAL ENDOWED FUNDS

**\$125,212,203**  
 FUNDS RAISED FOR ENDOWED SCHOLARSHIPS



## HOW OFTEN WILL I RECEIVE MY STEWARDSHIP REPORT?

Stewardship reports are mailed annually, usually in the fall, by the Office of Donor Relations. The financial reporting reflects the prior fiscal year performance.

## WHAT IS AN ENDOWMENT?

An endowment is a permanent fund in which the principal is invested to ensure that future generations will continue to benefit from gift decisions made today.

## HOW DOES AN EXISTING ENDOWMENT GROW?

An endowment grows through investment earnings and additional gifts, which may be made by anyone at any time to increase the significance of the annual awards. Additional contributions ensure that the fund continues to grow.

## IS GROWING THE TULANE ENDOWMENT A PRIORITY FOR THE CAMPAIGN?

Yes! The goal is to increase the number of endowed faculty positions across the university to 400, which will keep us in line with peer institutions, and to double the current amount of endowed funding for scholarships.

## WILL NEW GIFTS TO EXISTING ENDOWMENTS HELP THE CAMPAIGN GOAL?

Absolutely! Every gift counts and moves us closer to more fully equipping our faculty and students with the tools they need to succeed.

## WHERE CAN I SEE A LISTING OF ALL TULANE ENDOWED FUNDS?

Honoring our endowed fund donors is a priority, and we now have a list of endowed funds on our website. You can find it by visiting [giving.tulane.edu/honoringdonors](http://giving.tulane.edu/honoringdonors) and clicking on Recognition.

## WHAT IS THE MARKET VALUE?

The market equals the original gift amount, and any additional gifts plus total return (capital appreciation and earned income) net of investment expenses less distributions/payout from the endowment fund.

## WHAT IS EXPECTED INCOME?

The amount of expected income represents the fund's share of the endowment payout available for use according to the intent of the fund. The endowment distribution/payout amount is based on the amount allocated from the endowment for use by the unit/department that benefits from the fund. The amount is calculated based on the endowment spending policy, which presently allows for five percent of the three-year moving average of the fund's market value at December 31 of the three preceding years.

## WHY DOES THE VALUE OF AN ENDOWED FUND FLUCTUATE?

Gifts to the fund can increase the market value. Endowment distributions can decrease the market value. Investment performance can increase or decrease the value, depending on market returns.

## WHAT IS THE TULANE UNIVERSITY ENDOWMENT REPORT?

It is the comprehensive snapshot of the investment performance of the university endowment. It is published annually by the Investment Management Office.



# Tulane University

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2021 REPORT

## Good Afternoon



As Tulane University looks to a future blossoming with renewed hope, I am delighted to express our deepest gratitude for your unstinting support. Your generosity, foresight, and dedication made a difference during one of the most challenging times in our history. Thank you for being a part of our phenomenal success.

The enclosed summary will show the specific impact your commitment has made here at our university. As you review it, please know how much we appreciate your assistance. We simply could not have navigated 2021 without you!

MIKE FITTS  
President



### Reporting Survey

#### Tell Us What You Think

*We're excited to hear your thoughts!*

We'd love to hear what you think about your stewardship report! [Click the button below](#) or visit [giving.tulane.edu/stewardshipsurvey](https://giving.tulane.edu/stewardshipsurvey) and share your thoughts.

If you have questions or want to share additional feedback, contact the Office of Donor Relations at [sdr@tulane.edu](mailto:sdr@tulane.edu) or 504.865.5744.

We're excited to hear what you enjoyed and how we can improve our reporting! Thank you for taking the time to [tell us what you think](#).

VISIT THE SURVEY



FUND DESCRIPTION

Fund 1 of 2 [Select Fund](#)

## Memorial Scholarship Endowment

Established by [REDACTED] the [REDACTED] Memorial Scholarship Endowment along with the [REDACTED] Scholarship Fund provides need-based scholarship support to undergraduate students in the School of Liberal Arts at Tulane University. The recipient of this scholarship will be part of the Cowen Scholars program in honor of President Emeritus Scott Cowen and his years of service to the university and will be referred to as a Cowen Scholar.



**Fund Established:**  
August 21, 2014

**School:**  
Liberal Arts

**Department:**  
Student Aid & Scholarships

**Fund Type:**  
Scholarship



FUND FINANCIAL SUMMARY

Fund 1 of 2 [Select Fund](#)

## Memorial Scholarship Endowment

### 2020 - 2021

July 1, 2020 - June 30, 2021

Market Value as of 6/30/2021:

\$136,132.46

Expected Income for FY22:

\$5,117.78

Book Value as of 12/31/2020:

\$110,849.82



Your Gifts to this fund in Fiscal Year 2020-2021:

July 1, 2020 - June 30, 2021

Fiscal Year Giving:

\$0.00



Crawfest, April 2021

# Memorial Scholarship Endowment

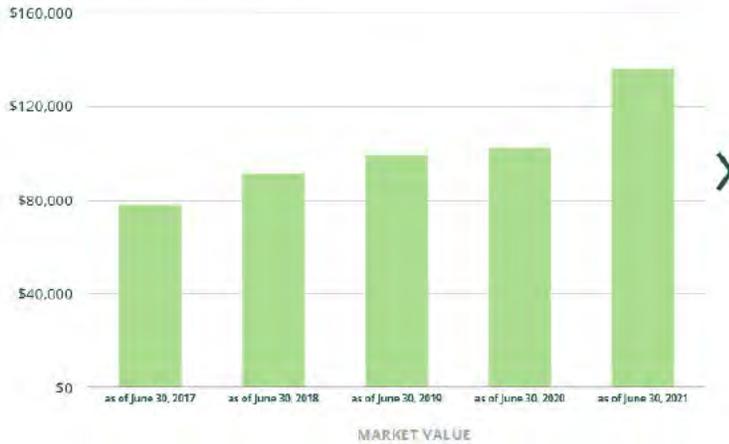
## 2020 - 2021

July 1, 2020 - June 30, 2021

Market Value as of 6/30/2021:

\$136,132.46

The market value is calculated with the original gift amount and any additional gifts plus total return (capital appreciation and earned income) net of investment expenses less distributions/payout from the endowment fund.



# Memorial Scholarship Endowment

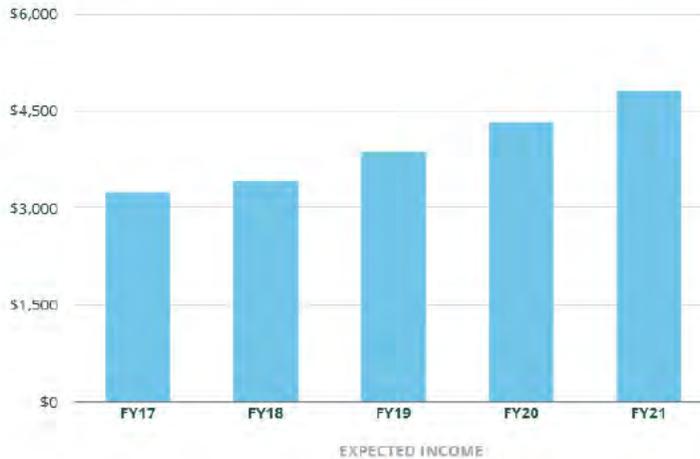
## 2020 - 2021

July 1, 2020 - June 30, 2021

Expected Income for FY22:

\$5,117.78

The amount of expected income represents the fund's share of the endowment payout available for the purposes of the fund. The endowment distribution/payout amount is based on the amount allocated from the endowment for use by the unit/department that benefits from the fund. The amount is calculated based on the endowment spending policy, which presently allows for five percent of the three year moving average of the fund's market value at December 31 of the three preceding years.



# Memorial Scholarship Endowment

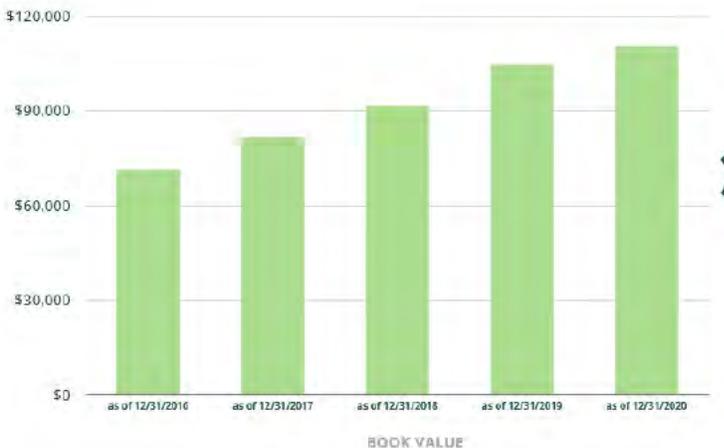
## 2020 - 2021

July 1, 2020 - June 30, 2021

Book Value as of 12/31/2020:

\$110,849.82

The book value is the original amount of the donation to the endowed account plus all additional donations and realized gains.



## Memorial Scholarship Endowment



**Hometown:**  
Bellingham, Washington

**Class Level:**  
Sophomore

**Expected Graduation:**  
2024

**Degree/Major:**  
Bachelor of Arts  
Political Science



I am a sophomore from Bellingham, Washington, majoring in political science. I chose Tulane because of the 3/3 law program and the flexibility to change majors. I hope to participate in the 3/3 program, and I will take my LSAT next summer after I get home from my study abroad in Prague! I want to complete law school quickly and begin practicing admiralty law.

This scholarship allows me to focus on school in a way that has been hard in the past. My family is very solidly middle class, and FAFSA/financial aid has not always been on my side. This scholarship allows me some freedom to work fewer hours and takes away some financial burden from my family. I am grateful to have this opportunity and will use it to study abroad next semester in Prague!

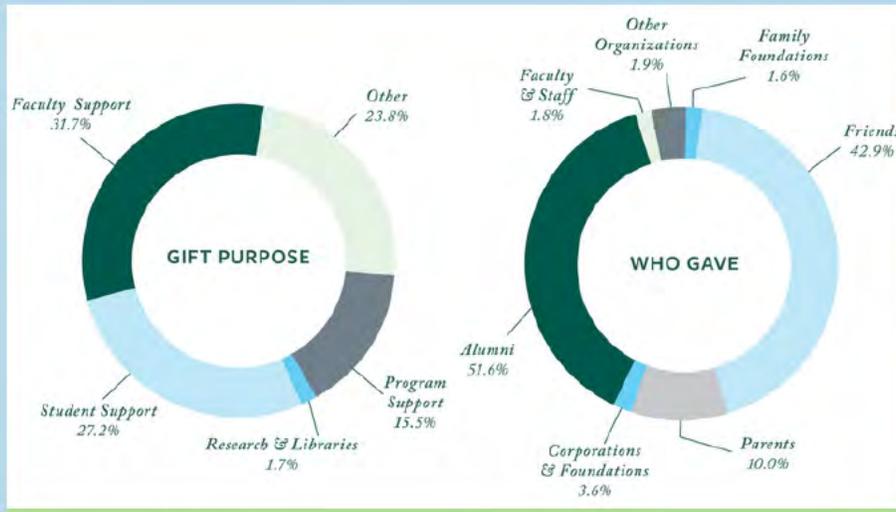
When I first declared a political science major, I took the beginning level Scopes and Methods of Political Science introduction course. It was my first political science class, but at the end of the semester, my research paper about QAnon won the paper competition, exempting me from the final exam. I am proud of my hard work, proving to myself that I could excel in my discipline!



We are pleased to honor you as one of Tulane's most loyal supporters. Consistent giving is the cornerstone of the university's success. You demonstrate that annual investments, no matter the size, transform lives. For more information, please visit the [WaveMaker website](#).



Commencement, May 2021



Endowed Funds as of June 30, 2021

FAQ

**FREQUENTLY ASKED QUESTIONS**

**How often will I receive my stewardship report?**

Stewardship reports are mailed annually, usually in the fall, by the Office of Donor Relations. The financial reporting reflects the prior fiscal year performance.

**What is an endowment?**

An endowment is a permanent fund in which the principal is invested to ensure that future generations will continue to benefit from gift decisions made today.

**How does an existing endowment grow?**

An endowment grows through investment earnings and additional gifts, which may be made by anyone at any time to increase the significance of the annual awards. Additional contributions ensure that the fund continues to grow.

**Is growing the Tulane endowment a priority for the Campaign?**

Yes! The goal is to increase the number of endowed faculty positions across the university to 400, which will keep us in line with peer institutions, and to double the current amount of endowed funding for scholarships.

**Will new gifts to existing endowments help the Campaign goal?**

Absolutely! Every gift counts and moves us closer to more fully equipping our faculty and students with the tools they need to succeed.



**Tulane University Endowment Report**

We are pleased to share the annual endowment report for the university in a digital format to complement your digital stewardship report. Click the button below to view the 2021 Tulane University Endowment Report from the Investment Office.

[TULANE UNIVERSITY ENDOWMENT REPORT](#)



Return to Yulman Stadium after Hurricane Ida, September 2021

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# 2021 Stewardship Report

PREPARED FOR

## Donor Name



FUND NAME	GIVING IN FY21
Prostate Cancer Research Fund	\$10,000.00



## Prostate Cancer Research Fund

*Established in 2014, the Prostate Cancer Research Fund provides funding for prostate cancer research.*



*from the desk of*

### PROFESSOR NAME

C.E. AND BERNADINE  
LABORDE PROFESSOR OF  
CANCER RESEARCH  
MEDICAL DIRECTOR, TULANE  
CANCER CENTER  
PROFESSOR  
JOHN W. DEMING  
DEPARTMENT OF MEDICINE  
DEPARTMENT OF UROLOGY  
ASSOCIATE DEAN FOR  
ONCOLOGY  
TULANE UNIVERSITY SCHOOL  
OF MEDICINE  
TULANE UNIVERSITY

I am deeply thankful and extremely proud of the research support provided by this endowment. Despite the unprecedented challenges of COVID-19, your generosity helped me continue to be highly productive over the past academic year.

### *Academic Progress*

I continue to serve in the following academic positions at Tulane University School of Medicine:

- C.E. and Bernadine Laborde Professor of Cancer Research
- Professor of Medicine and Urology (with tenure)
- Medical Director, Tulane Cancer Center
- Associate Dean for Oncology, Tulane University School of Medicine

I also continue to serve on the Board of the Louisiana Cancer Research Consortium. The group is a legislatively established collaborative cancer research effort between LSU, Tulane, Xavier Universities, and Ochsner Health System.

In my role as associate dean, I continue to work closely with departmental chairs, section chiefs, the Cancer Center, Tulane Health System administration, and medical school leadership to develop and expand our cancer program.

Between July 1, 2020, and June 30, 2021, I have published 36 articles or editorials in peer-reviewed medical journals. And I continue to serve as a reviewer for 17 academic publications, including *Lancet Oncology*, *New England Journal of Medicine*, *British Journal of Urology International*, the *Asian Journal of Andrology*, *the Oncologist*, and others.

Over the past 26 years, I have given hundreds of invited lectures and presentations on advanced prostate cancer at meetings in 33 countries. I regularly attend the ASCO (American Society of Clinical Oncology), AUA (American Urological Association), ESMO (European Society of Medical Oncology), and PCF (Prostate Cancer Foundation) annual meetings. My clinical and basic research teams and I also annually attend GU-ASCO (Genitourinary Cancers Symposium of the American Society of Clinical Oncology), one of the most important and influential meetings in our field. There, our group consistently ranks near the top in the number of abstracts accepted for presentation.

*continued on next page »*



« continued from previous page

I was particularly honored earlier this year to be named “Outstanding Alumni” by the Tulane Medical Alumni Association at the university’s 47th Annual Alumni Awards Gala. The Alumni Awards recognize outstanding alumni for their hard work and dedication to the university and their communities. To be deemed worthy of this recognition was truly a highlight of my year, and the honor deeply humbles me.

### ***Clinical Progress***

I base my clinical practice at Tulane Cancer Center and the Tulane Urology Multidisciplinary Clinic. I focus on urologic malignancies; nearly 90 percent of my patients have prostate cancer. I see approximately 40 patients per week – about three to five new patients each week. Currently, about 1,300 patients from 26 states and seven foreign countries are under my care. Some of these patients require occasional routine follow-up, and some have advanced disease requiring very active management.

I am involved in a wide variety of clinical trials covering both translational issues and advanced treatments. We currently have about 18 protocols open and accruing patients here at Tulane. In some of these trials, I have a national leadership position.

The VISION trial, an international randomized phase III clinical trial for selected patients with metastatic castration-resistant prostate cancer (mCRPC), is one of these. I was co-principal

investigator on the trial sponsored by Novartis, with Bernd Krause, MD, of Germany’s Rostock University Medical Center. I was the lead author on *the New England Journal of Medicine* publication reporting on the trial, published June 23, 2021. (Please see attachment). *The New York Times* covered it, given the significance of the findings.

The trial demonstrated that 177Lu-PSMA-617 – an engineered radioactive molecule that binds to the cell surface of prostate cancer cells – extends survival in mCRPC patients. The VISION trial is the first in prostate cancer using this approach to demonstrate improvements in survival. That is regarded widely as the most important demonstration of efficacy in patients treated for cancer. This practice-changing trial is unequivocally important because it demonstrates an improvement in overall survival for patients who have very few alternative treatment options. Furthermore, patients tolerate the therapy exceptionally well with a low incidence of significant side effects. I anticipate approval of this new agent by regulatory agencies across the world, including the U.S. Food and Drug Administration, over the next year.

### ***My Deepest Thanks***

Your ongoing support is pivotal to my team’s progress as we continue to pursue an understanding of prostate cancer and how to make improvements in patient care. Through research, our knowledge of how to detect and treat this disease will become better defined. In recent years, our progress has been palpable, though we have not reached our goals yet. Thanks to your generosity, we are making progress. Your assistance makes this journey possible, and I am deeply grateful.



# Tulane University

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# You have invested in a future far beyond Tulane.



WELCOME TO THE TULANE UNIVERSITY ENDOWMENT



#### **YOUR ENDOWMENT**

## **Welcome to the Tulane University endowment.**

By establishing an endowed fund at Tulane, you invest in an ever-brighter future for the university, our students, the nation, and the world. You advance the collective Tulane experience and help meet local and global challenges that impact all of us. Your endowed support makes Tulane an inspiring and productive place to live, work, and play for current and future generations of Tulanians. You are a catalyst for positive, lasting change, and we are so grateful that you have entrusted us with your investment. Please know that we take our responsibilities very seriously as we endeavor to manage your fund according to your intent and to report to you annually on its impact.

**FUNDING YOUR PHILANTHROPIC PASSION**

## Creating an endowment demonstrates your commitment to making a lasting impact.

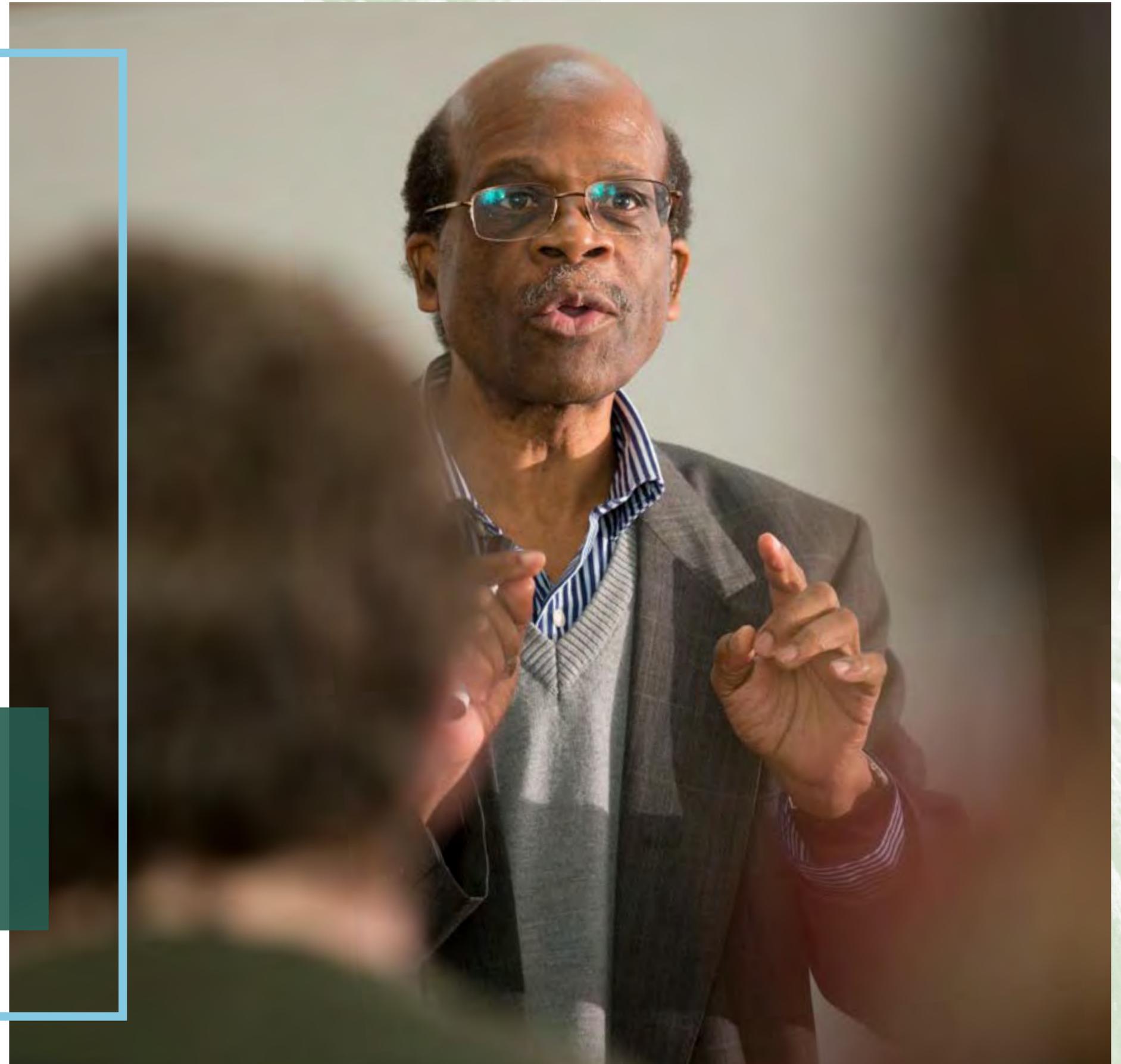
In return, Tulane promises to be a good steward of your investment and to spend the funds in a transparent manner that aligns with your philanthropic intentions.

The annual distribution from the fund is calculated based on the endowment spending policy, which presently allows for five percent of the three-year moving average of the fund's market value on December 31 of the three preceding years.

For more information about the endowment, please contact the Investment Management Office at 203.716.8470 or visit the website at [endowment.tulane.edu](http://endowment.tulane.edu).

**PUTTING THE POWER OF THE ENDOWMENT IN PERSPECTIVE**

A \$1.0 million gift made ten years ago and invested in the Pooled Endowment generated more than \$593,000 in distributions. Most importantly, that original gift remains intact today and will continue to fund Tulane in the future.





#### ENDOWMENTS AT WORK

**Endowments  
reflect your priorities  
and goals and stand  
as an enduring tribute  
to your generosity.**

They provide a permanent source of financial stability while enhancing Tulane's prestige. These investments support every aspect of the university, including student scholarships and fellowships, faculty positions, research and programs, and capital improvement.

**OUR RESPONSIBILITY TO YOU**

## Fiscal Responsibility and Accountability

To demonstrate fiscal responsibility and accountability, the Office of Donor Relations generates periodic stewardship reports for the individuals who establish and support these critical funds. You will receive a stewardship report containing:

- Financial performance
- Impact information
- University endowment overview

We begin delivering stewardship reports in the fall. For your new endowment, you can expect to receive the first substantive stewardship report when the fund has matured and begins building a spendable income. The date that a given fund reaches maturity varies greatly, as does the timing to make awards and report on the fund's impact. Your first substantive stewardship report may arrive 12 to 18 months after establishing the fund, or longer depending on funding levels and priorities. The Office of Donor Relations may periodically provide separate reporting on financial performance before the fund has fully matured.

### Contact Information

**OFFICE OF DONOR RELATIONS**  
504.865.5744 · [sdr@tulane.edu](mailto:sdr@tulane.edu)

**OFFICE OF ADVANCEMENT**  
PO Box 61075 · New Orleans, LA 70161-9986  
504.865.5794 · 888.265.7576

Please visit [giving.tulane.edu](http://giving.tulane.edu) for individual contact information





## FREQUENTLY ASKED QUESTIONS

### When will I receive my stewardship report?

You will receive your first report 12 to 18 months after establishing the fund, depending on the timing of fund expenditures. Every following year, you can expect your stewardship reports to arrive in either the fall or spring reporting cycle, as determined by the fund assignment.

### Who can I contact if I have questions about my fund?

The Office of Donor Relations is available to discuss information in your report. Contact us at 504.865.5744 or [sdr@tulane.edu](mailto:sdr@tulane.edu).

### Who manages the investment of the funds?

The Tulane Investment Management Office manages the endowment assets as governed by the Investment Policy Statement, which is reviewed annually by the Endowment Management Committee of the Board of Tulane.

### Who chooses the recipient of the fund that I established?

The university or college selects fund recipients. For scholarships, this selection is in consultation with the Office of Financial Aid. Your stewardship report will include information on your recipient to the extent allowed under the federal Family Educational Rights and Privacy Act.

### What is the endowment investment strategy?

While formulated based on long-term data series, the Policy Portfolio is dynamic and responsive in its implementation to prospective economic conditions, risks, and opportunities presented by market dislocations. Additional details on investment strategy and asset allocation are available in the Endowment Annual Report at [endowment.tulane.edu/annual-reports](http://endowment.tulane.edu/annual-reports).

### How do I know the funds are being spent in accordance with my intentions and objectives?

Tulane is committed to honoring your intent in the administration of your endowed fund, and many areas of the university are dedicated to safeguarding your objectives. Within Advancement, the Office of Donor Relations and the Office of Compliance monitor all endowed funds, ensuring your gift is used for its intended purpose. The financial services offices within each school and unit also provide oversight.

### Is it possible to send endowment reports to others?

Yes, the Office of Donor Relations is happy to send stewardship reports to the next generation of your loved ones or other individuals of your choosing. Please contact us at 504.865.5744 or [sdr@tulane.edu](mailto:sdr@tulane.edu) to identify additional recipients of these reports – starting now or in the future.

### How do I contact the beneficiary of my endowment?

We endeavor to periodically provide a formal opportunity for you to connect with those who benefit from your fund. The Office of Donor Relations is always happy to coordinate a personal connection with your scholarship recipient or member of our faculty. Under federal educational law guidelines, and with the utmost respect for everyone's privacy, we must first obtain explicit approval to share any contact information for student scholarship recipients.

### Can other people donate to my fund?

Of course! We are happy to assist, but please contact the Office of Advancement at 504.865.5744 or [sdr@tulane.edu](mailto:sdr@tulane.edu) before directing others to contribute to your endowed fund. Our colleagues can assist in making sure gifts are appropriately executed and documented. Without express permission, we do not share the name, personal details, or giving information of any donor with any other entity.

## OUR PLEDGE TO YOU: THE DONOR BILL OF RIGHTS

# Philanthropy is based on voluntary action for the common good.

It is a tradition of giving and sharing that is primary to the quality of life. To assure that philanthropy merits the respect and trust of the general public and that donors and prospective donors can have full confidence in the not-for-profit organizations and causes they are asked to support, we declare that all donors have these rights:

- To be informed of the organization's mission, of the way the organization intends to use donated resources, and of its capacity to use donations effectively for their intended purposes.
- To be informed of the identity of those serving on the organization's governing board and to expect the board to exercise prudent judgment in its stewardship responsibilities.
- To be assured their gifts will be used for the purposes for which they were given.
- To receive appropriate acknowledgment and recognition.
- To be assured that information about donations is handled with respect and with confidentiality to the extent provided by law.
- To expect that all relationships with individuals representing organizations of interest to the donor will be professional in nature.
- To be informed whether those seeking donations are volunteers, employees of the organization or hired solicitors.
- To have the opportunity for their names to be deleted from mailing lists that an organization may intend to share.
- To feel free to ask questions when making a donation and to receive prompt, truthful and forthright answers.

The text of this statement in its entirety was developed by the American Association of Fund-Raising Counsel (AAFRC), Association for Healthcare Philanthropy (AHP), Council for Advancement and Support of Education (CASE), and the Association of Fundraising Professionals (AFP).





## Thank You

**We are profoundly grateful for your generosity, your spirit, and your passion for making Tulane the best that it can be.**

Your endowment gift shows that you understand the value of financial stability for a research university. In addition to attracting the best students and enhancing our world-class research mission, your commitment also expands Tulane's role in conversations that affect the world and society as a whole. The extraordinary work that is taking place at our university would not be possible without visionaries like you — people who say “yes” to creating profound, lasting change.

Thank you for the lasting impact that your generosity will have at Tulane and beyond.

Tulane's purpose is to create, communicate and conserve knowledge in order to enrich the capacity of individuals, organizations and communities to think, to learn and to act and lead with integrity and wisdom.

Tulane pursues this mission by cultivating an environment that focuses on learning and the generation of new knowledge; by expecting and rewarding teaching and research of extraordinarily high quality and impact; and by fostering community-building initiatives as well as scientific, cultural and social understanding that integrate with and strengthen learning and research. This mission is pursued in the context of the unique qualities of our location in New Orleans and our continual aspiration to be a truly distinctive international university.



**OFFICE OF DONOR RELATIONS** · 504.865.5744 · [SDR@TULANE.EDU](mailto:SDR@TULANE.EDU)

**OFFICE OF ADVANCEMENT** · 504.865.5744 · 888.265.7576

[GIVING.TULANE.EDU](http://GIVING.TULANE.EDU)



# Welcome to the Tulane University Endowment

Thank you for the generous and forward-thinking commitment you have made to Tulane University by establishing the **Fund\_Name** Endowed Fund. The Board of Tulane approved and established your endowed fund on **Month\_DD\_YYYY**, and it now falls under the guidance of the Tulane Investment Office as part of the Tulane Endowment. We are honored to provide this booklet detailing our responsibilities to you in the management and stewardship of your gift. We are grateful that you have entrusted us with this investment and look forward to providing you with annual updates on the financial performance and impact of your gift. Please contact us at any time with questions or further needs.



**OFFICE OF DONOR RELATIONS**

6823 ST. CHARLES AVENUE · NEW ORLEANS · LOUISIANA 70118

**Welcome to  
the Endowment**

# Welcome to the Tulane University Endowment



HOW DONOR FUNDING ENHANCES YOUR WORK

YOUR ROLE AND RESPONSIBILITIES



#### THE IMPORTANCE OF ENDOWMENTS

## Congratulations on your endowed funding!

Endowments are the hallmark of a great university and the cornerstone for innovative breakthroughs and worldwide impact. Contributed support promotes quality, stability, productivity, and creativity, leaving a lasting legacy on the university and the communities it serves. As an endowed fund beneficiary, you have the great honor and responsibility of advancing Tulane's impact through your teaching, research, or service. We look forward to sharing your successes with the Tulane community.

The Office of Donor Relations has a proud tradition of showing appreciation to donors. You play a crucial role in that process. By sharing the highlights of how your endowment is helping you accomplish your work, you give your donors confidence that their funds are nurturing tangible goals—and you inspire them to keep on giving.

**WHAT IS AN ENDOWMENT?**

**An endowment is a fund that generates a steady income stream in perpetuity to support its specific purpose.**

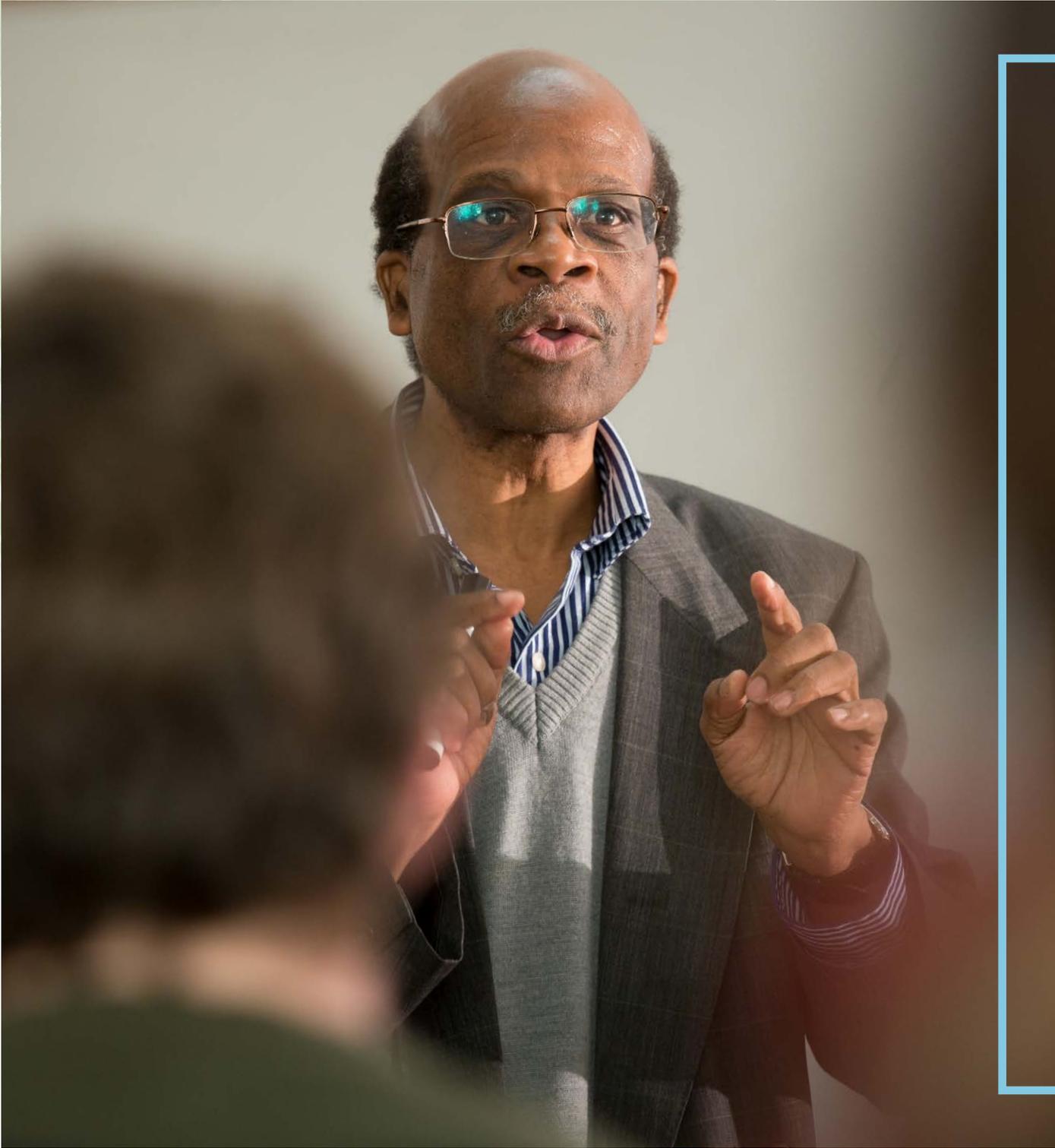
Each endowment generates an annual distribution, calculated according to Tulane's spending policy. The fund is permanent, and only the distribution is available for expenditure.

The annual distribution from the fund is calculated based on the endowment spending policy, which presently allows for five percent of the three-year moving average of the fund's market value on December 31 of the three preceding years.

**PUTTING THE POWER OF THE ENDOWMENT IN PERSPECTIVE**

**A \$1.0 million gift made ten years ago and invested in the Pooled Endowment generated more than \$593,000 in distributions. Most importantly, that original gift remains intact today and will continue to fund Tulane in the future.**





## Your Responsibilities as an Endowed Fund Beneficiary

**Your primary responsibilities as the beneficiary of an endowed fund are to strictly adhere to the established intent for the gift, follow all Tulane policies and procedures, and regularly report on the progress and impact of your work.** That information forms part of an important document — known as a stewardship report — that we send to donors.

Every donor who has established or significantly supported a Tulane endowed fund receives a stewardship report. This report is produced by the Office of Donor Relations, in collaboration with you, the beneficiary. The resulting stewardship report provides donors with transparency about how Tulane is using the financial returns from their endowed investment, and it informs them about the real impact you are making in your field in teaching, research, and scholarship.

When you report on your work, you are speaking directly to donors. Keep this point in mind when summarizing your research and deciding what language to use to address your audience. It's safe to imagine that if a donor funded your area of work, they probably have at least a basic understanding and higher than average curiosity about your field.

If this endowed fund awards you with a named chair, professorship, or other titles, you are responsible for utilizing the new, full title in your email signature, digital and paper stationery, signage and nameplates, and publications. Please work with the Office of Donor Relations to identify the full name and in which applications it is appropriate to use a shorthand version.

## Annual Endowment Reports

**The Office of Donor Relations provides stewardship reports to donors in the fall of each year.** In the case of new endowments, donors receive their first stewardship report 12 to 18 months after they established the fund, which gives the fund ample time to generate a distribution amount. All reports, whether for new or existing funds, feature the following content:

- Financial performance
- Impact information
- University endowment overview

The impact information is an integral part of the overall report, and sharing details about your activities, accomplishments, and successes helps a donor to feel their gift is making a difference. Telling a story about how contributed support enriched your work or experience allows you to express gratitude and inform the donor(s) about your annual teaching, research activities, and accomplishments. It is also essential for us to record this narrative for the university so that future generations of Tulanians can understand and reference the use and impact of the fund throughout its history.

The Office of Donor Relations will contact you in early spring and provide you with a link to share your story. The online questionnaire that we provide makes it easy to summarize your activities in a concise but meaningful manner. In the same online portal, you also have the option to upload a document or report that you previously prepared.

The Office of Donor Relations will remind you of the deadline to submit your impact information, which is well in advance of the fall mailing date for donors to receive the stewardship report.





## Contact Information

### OFFICE OF DONOR RELATIONS

504.865.5744 · [sdr@tulane.edu](mailto:sdr@tulane.edu)

### OFFICE OF ADVANCEMENT

PO Box 61075 · New Orleans, LA 70161-9986

504.865.5744 · 888.265.7576

Please visit [giving.tulane.edu](http://giving.tulane.edu) for individual contact information

### OTHER WAYS TO CONNECT WITH YOUR DONOR

**We encourage you to make meaningful connections with your donor throughout the year.**

In addition to providing formal updates, such as the stewardship report, you can provide effective stewardship in other ways:

- Phone calls
- Meetings over meals
- Quick notes or emails when key research milestones are reached
- Invitations to visit a lab
- Introductions to students benefiting from endowment funding

**Please contact the Office of Advancement before initiating any of these activities.** The advancement office knows which activities your donor prefers and how often the donor likes to be contacted. By coordinating with your partners in Advancement, you ensure that additional stewardship is timely, appropriate, and appreciated.

These additional stewardship activities do not take the place of submitting your impact information. While you may feel that your relationship with the donor is sufficient stewardship, it cannot take the place of the formal documentation that we provide in their stewardship report. The university has a legal responsibility to report to our endowed fund donors, and it is equally essential for the university to record the use and impact of the fund throughout its history.

Proper reporting that shares a great story of impact with your donors validates the gift they have made and creates an opportunity for new gifts down the road.

The Office of Donor Relations will notify you in early spring and provide you with a link to complete your impact questionnaire. We will remind you of the deadline well before fall. We appreciate your partnership in this effort!

## FREQUENTLY ASKED QUESTIONS

### What is the purpose of donor stewardship?

Stewardship keeps donors informed about the impact of their philanthropy, giving them confidence that they have invested wisely. Your stewardship will develop interest and respect between yourself and your donor(s). It will also educate them on how their funding is being put to work at Tulane. Research shows that 46% of donors stop giving for reasons connected to “a failure to communicate impact.” \*

Tulane is responsible for ensuring that we use donor funds to the maximum capacity that donors intended. The Office of Donor Relations is responsible for making sure our donors know the impact of their giving, and that we are spending their funds according to their wishes. Failure to meet reporting requirements can raise questions and affect our ability to fundraise. The university must maintain transparency so we can build trust and ensure future gifts. Ask yourself, “Could I show how my efforts align with the purpose of my endowment?”

### What if the donor(s) to my endowment is deceased?

In this instance, the Office of Donor Relations seeks to locate a family member or related contact to receive the stewardship report. If we cannot identify another individual, we will not request an impact questionnaire from you for that fund, and we will not produce a stewardship report. Fund distribution continues regardless of benefactor status. You are expected to follow the fund purpose requirements as long as you receive the endowed funds. We continue to search for family members for future reporting.

### What if my donor is a foundation or corporation?

Foundations and corporations have a designated Tulane representative. The Office of Donor Relations and the Office of Corporate, Foundation, and Research Relations will coordinate preparing and mailing a stewardship report to the organization.

### What types of expenses are appropriate uses of endowment funding?

The appropriate expenditures are determined by the gift agreement, which established the fund. Advancement’s Office of Compliance communicates with administrators annually to review acceptable spending practices.

The Board of Tulane approves each endowed fund resolution, which is the agreement between the university and the donor, and governs how the fund may be used. Please refer to the enclosed resolution for specifics about your fund. If you have questions about the purpose and allowable use of the fund, please contact your financial officer, Advancement liaison, or the Advancement Office of Compliance: 504.314.7309 · [alanaux@tulane.edu](mailto:alanaux@tulane.edu).

### May I ask the donor for a new gift?

Many donors appreciate the opportunity to make new gifts, especially if they receive excellent stewardship and feel engaged with the university. Please coordinate with the Office of Advancement as soon as you suspect a donor may have an interest in making a new gift, and before you take any action. The Advancement Officer for your school is in the best position to ask a donor for a gift directly and to be sure they



ask for the proper amount. Please contact them first, and if you are unsure who to contact, the Office of Donor Relations is here to make the introduction to our Advancement colleagues.

### Who manages the investment of Tulane’s endowed funds?

The Tulane Investment Management Office manages the endowment assets as governed by the Investment Policy Statement, which is reviewed annually by the Endowment Management Committee of the Board of Tulane.

### Who administers the Tulane endowment?

The Tulane University Accounting Office administers the endowment, consisting

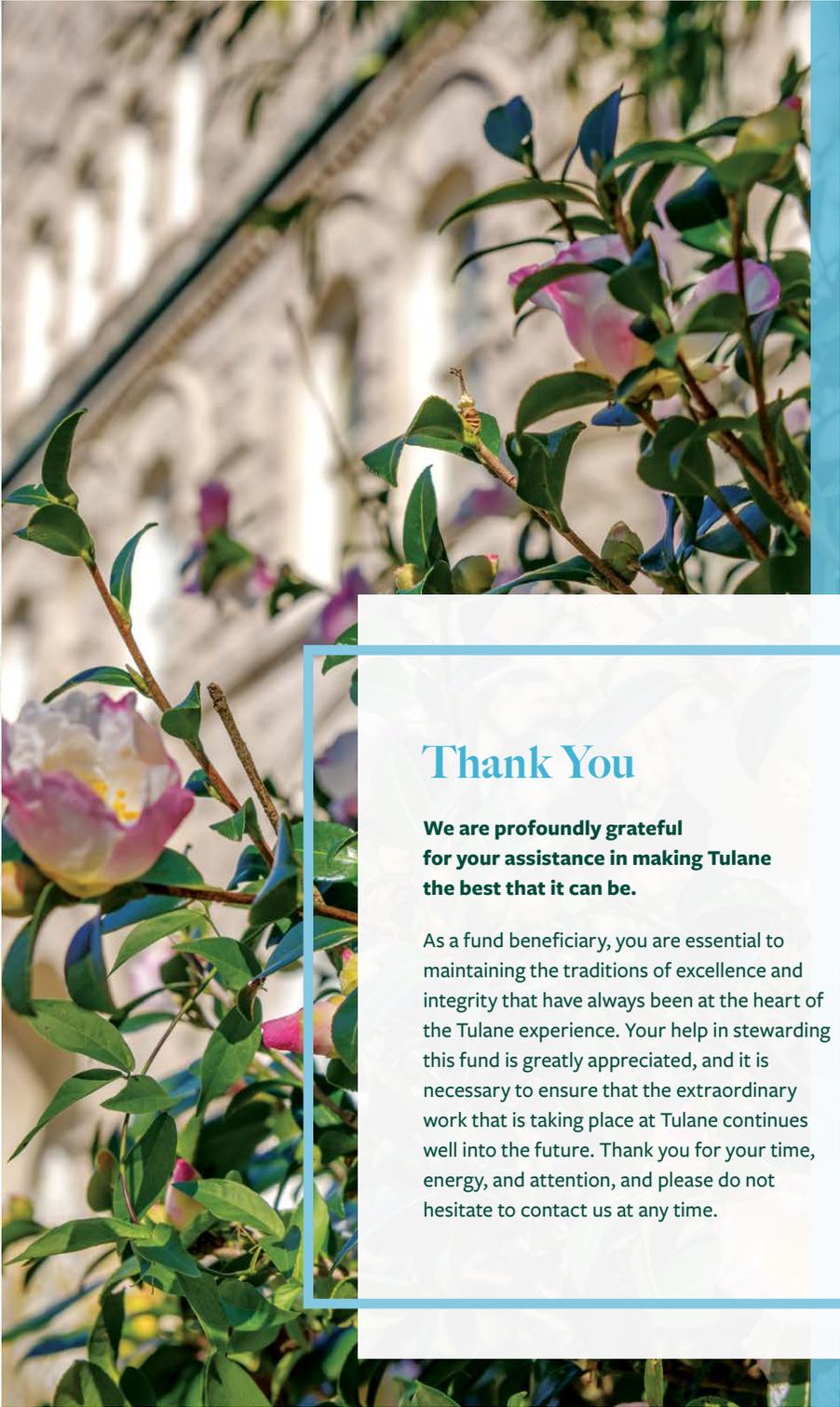
of more than 2,300 individual funds with specific purposes established by donors. The Office of Donor Relations stewards endowed gifts and oversees all annual stewardship reporting.

### Whom may I contact if I have a question about my fund’s distribution?

The Tulane University Accounting Office is available at 504.865.5371 to discuss any questions you may have. You may also contact the business or budget office in your school or department with questions about fund distribution.

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\*2003 study by Cygnus Applied Research, cited in “Donor-centered Fundraising: How to Hold on to Your Donors and Raise Much More Money” by Penelope Burke



## Thank You

**We are profoundly grateful  
for your assistance in making Tulane  
the best that it can be.**

As a fund beneficiary, you are essential to maintaining the traditions of excellence and integrity that have always been at the heart of the Tulane experience. Your help in stewarding this fund is greatly appreciated, and it is necessary to ensure that the extraordinary work that is taking place at Tulane continues well into the future. Thank you for your time, energy, and attention, and please do not hesitate to contact us at any time.

Tulane's purpose is to create, communicate and conserve knowledge in order to enrich the capacity of individuals, organizations and communities to think, to learn and to act and lead with integrity and wisdom.

Tulane pursues this mission by cultivating an environment that focuses on learning and the generation of new knowledge; by expecting and rewarding teaching and research of extraordinarily high quality and impact; and by fostering community-building initiatives as well as scientific, cultural and social understanding that integrate with and strengthen learning and research. This mission is pursued in the context of the unique qualities of our location in New Orleans and our continual aspiration to be a truly distinctive international university.



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**OFFICE OF ADVANCEMENT** · 504.865.5794 · 888.265.7576

[GIVING.TULANE.EDU](http://GIVING.TULANE.EDU)

# Welcome to the Tulane University Endowment

**Donor\_Name** recently made a forward-thinking commitment to your work by establishing an endowed fund. The **Fund\_Name** provides **resolution\_language**. **AS APPLICABLE: Your appointment to this endowed position ends/is up for review on [DATE]**. We are excited to provide this booklet explaining how this funding enhances your work and your role and responsibilities in appropriately using and stewarding this fund. Enclosed you will also find a copy of the Board of Tulane's resolution establishing the fund, which details the donor's background and intentions. Please contact us at any time with questions or further needs.





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**Welcome to  
the Endowment**



# Tulane University Legacy Society

IMPACT REPORT



You have created an extraordinary opportunity for the university's future by supporting the meaningful causes that matter the most to you.

**Your commitment to providing for Tulane's future through your planned gift will sustain and strengthen the university in years to come.**

Enjoy these stories of the far-reaching impacts of recent legacy gifts bestowed by alumni and friends just like you. We hope they resonate with you and provide a glimpse of the future difference your gift will make for Tulane and our students.



# All in the Family

Mary A. Riess Honors Kin's Deep Ties to  
Alma Mater

When **Mary Alma Riess** decided to attend Newcomb College, it was a decision close to her heart — and home. Her engineer

father, John, a 1904 Tulane graduate, had built the family home in Tulane's shadow, on Audubon Boulevard, near enough to hear the roar of Green Wave football fans inside Tulane Stadium.

Mary earned a bachelor's degree from Newcomb College in 1940 and a master's in education in 1946. Her brother, John Karlem "Ducky" Riess, graduated from Tulane with a bachelor's degree in 1933 and a master's in 1935, and after earning his doctorate from Brown in 1943, he returned to Tulane as a physics professor and never left. For the rest of their lives, Mary and Ducky would live and breathe all things Tulane.

Both single with no children of their own, Mary and Ducky quietly helped Tulane students in need. To assist Tulanians while also honoring their late father, Mary and Ducky established the John Riess Memorial Scholarship in 1994 to benefit engineering students.

Ducky died in 2005, and by the time Mary passed away in the house on Audubon Boulevard in 2018, her will bequeathed "as a special legacy" the family's longtime property to Tulane. It also established the Mary Alma Riess Endowed Fund, to be used at the discretion of the president and Board of Tulane "for the enhancement of the university academic projects, programs, and activities."

The proceeds of the Riess Endowed Fund will be used to meet immediate needs or enable any agendas that the president and board deem especially important, such as enhancing the student experience, fostering groundbreaking research, and advancing

diversity and other university-wide priorities. Especially important to the President's Office is putting Tulane's newly articulated core values into constant practice by supporting exciting programs and initiatives that develop them into their fullest expression for the benefit of the university, the city, and the world.



## John Riess Memorial Scholarship and the Mary Karlem Sirera & Alma Sirera Riess Scholarship

**Mary** also left money for the John Riess Memorial Scholarship and created the Mary Karlem Sirera & Alma Sirera Riess Scholarship, named in memory of her grandmother and mother, to benefit “deserving students” at Tulane.

Numerous Tulanians have received these scholarships, including biomedical engineering major Clementine Furber (SSE '21) of Portland, Maine.

*[The scholarship] has changed my life. It allowed me to come to Tulane and explore New Orleans. It has been incredible and helped me grow as a person. I will use the experience and connections I have made at Tulane for the rest of my life. — Clementine Furber*

Fellow biomedical engineering student and scholarship recipient Rachel Tabor (SSE '22) of Abita Springs, Louisiana, also expressed

her appreciation for the support she received.

*I am truly maximizing my Tulane experience, and not a day goes by without me remembering how privileged I am to be able to go to this university. I want to use my strong skills in mathematics and science to push the boundaries of medicine, and to help those most in need. — Rachel Tabor*

The memory of Mary and Ducky lives on at Tulane through the lasting legacy of their philanthropy benefiting the students who are following in their footsteps on the uptown campus.



# Superfan Gives Back to Student-Athletes

Alan Rosenbloum Gift Funds Mental Health Services

By any measure of success, **Alan H. Rosenbloum** was a true winner in life. After earning a bachelor's degree in business from Tulane in 1961, he went on to become a successful attorney in Florida. But his love for the university — and its athletics program, especially football — never waned. Before his death in 2019, he had been a member of the Green Wave Club for more than 20 years, a fixture at athletic events, a lover of olive-and-blue apparel, and a collector of Tulane sports memorabilia.

Despite Alan's passing, his loyalty to his alma mater lives on thanks to his generous estate gift. In addition to benefiting the Green Wave Club, Alan's gift also established the Alan H. Rosenbloum Mental Health Endowed Fund, which has expanded Tulane's support services for the approximately 350 student-athletes who participate in sports each year.

*Alan Rosenbloum was a devoted fan of Tulane Athletics, but he also cared deeply for student-athletes and their health both on and off the field. — Tulane President Michael A. Fitts*



## Alan H. Rosenbloum Mental Health Endowed Fund

**Alan's** fund is empowering numerous health and wellness services, some of which are offered jointly with the Tulane Institute of Sports Medicine and the Tulane Center for Sport.

Since January 2021, the Rosenbloum fund has helped Tulane Athletics:

- Promote its mental health specialist to director of clinical behavioral health
- Hire a second mental health therapist
- Fund one position in student-athlete welfare
- Enhance case-management offerings available within athletics
- Actively provide services to more than one-third of its population of student-athletes
- Expand psychoeducational offerings for teams, coaches, and student-athlete enhancement services, including the department's sophomore mental health and leadership academy and senior transition program
- Partner with Tulane School of Medicine and its psychiatry residency program to further assist student-athletes in full behavioral-health wraparound care
- Expand Tulane's "Pow6rful Minds" initiatives within the American Athletic Conference to increase awareness about mental health and brain health
- Initiate "Destress Fest" programming to support student-athletes at the end of each semester and through final exams.

Mental health plays a crucial role in every person's overall well-being and fosters success in all areas of life. Because of Alan Rosenbloum's visionary philanthropy, our student-athletes have another vital source of support through which to reach their absolute fullest potential.



# Art for Newcomb's Sake

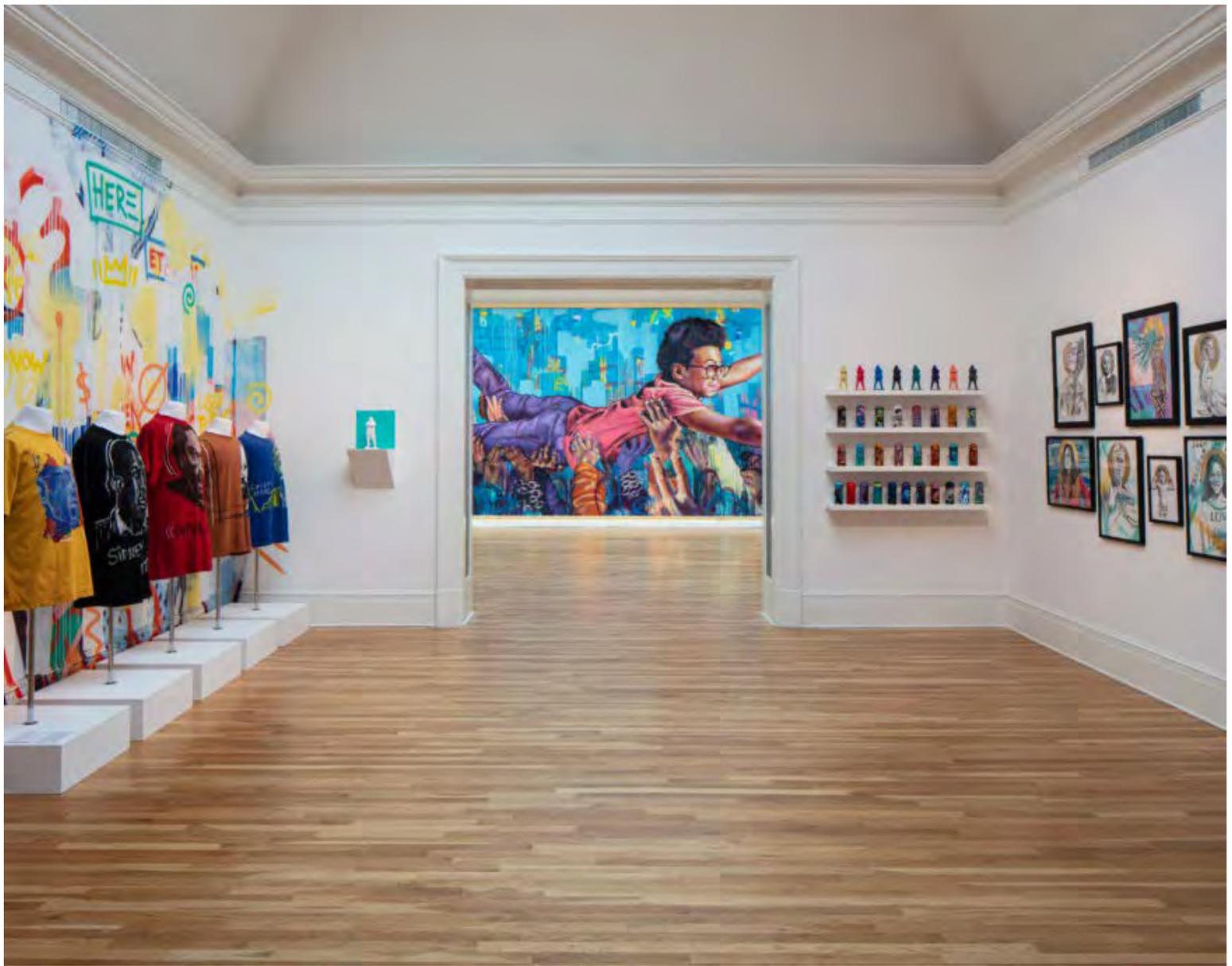
Ellen Conlon Fund Makes Museum Exhibits  
Shine

Newcomb College alumna **Ellen L. Conlon** forged a successful accounting career while immersing herself in her true passion — art — in her spare time. When she passed away in 2018, she was able to leave her alma mater a gift that would ensure the vitality of Newcomb Art Museum for years to come.

A Florida native, Ellen majored in economics — then a rare field of study among women. Graduating in 1969, she returned to Florida and earned a second degree, in accounting. For the next 35 years she held various auditing and management review positions for state agencies.

However, Ellen's real love was art. She spent her leisure time visiting galleries and attending symphony and theater performances at home and abroad, and enjoyed sharing her pursuits with her friends, sometimes giving them tickets to events. Her own art collection focused on abstract works.

An only child with no spouse or children, Ellen knew for a long time that she wanted to leave her estate to Tulane. After her death, her wish came true with the establishment of the Ellen Conlon Endowed Fund.



Fittingly, **Ellen's** fund is devoted to advancing the visual arts at Newcomb Art Museum by supporting all of the museum's exhibitions as well as its collection efforts. Exhibitions like the one featured here by New Orleans-based visual artist Brandan "Bmike" Odums, as well as *The American Dream Denied: The New Orleans Residents of Gordon Plaza Seek Relocation*, are recent examples of what the fund made possible.

And, crucially, the Ellen Conlon Endowed Fund assisted Newcomb in pivoting to digital programming when the museum was forced to close its doors during the COVID-19 pandemic. Its staff created virtual tours, at-home art activities, artist videos, digital exhibitions, and more to continue to museum's mission, allowing audiences to engage with Newcomb from their homes.

No doubt Ellen would be pleased to see the enjoyment that her generosity is providing to the museum's many visitors, just as she once shared her artistic passions with her friends. Her enthusiasm for the fine arts — and their power to transform the hearts and minds of their beholders — lives on through her very special and personal estate gift to the Newcomb Art Museum.



Legacy gifts of all sizes and shapes have enormously impacted Tulane throughout the university's rich history.

**Your commitment to providing for the university's future will be your lasting legacy, telling your story to countless generations of Tulanians.**

We are deeply appreciative of the indelible mark you will leave on Tulane.



***Learn how a gift to Tulane could benefit you.***

800.999.0181 · [giftplanning.tulane.edu](https://giftplanning.tulane.edu) ·

[giftplanning@tulane.edu](mailto:giftplanning@tulane.edu)



# Save the Date

The University of Tulsa Alumni Association is excited to invite all alumni, parents, friends and family back to campus for Homecoming, October 27-30, 2022!



800 S. Tucker Drive | Tulsa, OK 74104

[utulsa.edu/support](https://utulsa.edu/support)



# Donor Impact Report



Dear Friends of TU,

The work of learning demands an incredible range of supports and supplies – from chemical reagents to world language dictionaries. With tuition and fees funding less than half of TU’s operating budget, we rely on gifts to help cover the all-important difference.

For many students, the opportunity to be here in the first place hinges on scholarships and assistantships. Each year, this financial aid brings inspired talent to our programs and vitality to campus life.

Again this year, donor support has made exciting things happen, and I am pleased to share this report with you as a sampling of the success we are achieving together. If you gave to TU during the past year, I hope you are proud of your part in this story. If it has been a while since you gave, I invite you to come back and rediscover the power of partnership.

Very respectfully,

A handwritten signature in black ink that reads "Brad R. Carson".

Brad R. Carson  
President



# Beyond Tuition

When hardships threaten a student's time at The University of Tulsa, we are grateful to offer a helping hand thanks to gifts to the Student Emergency Fund. However, we cannot overlook the needs of our students that extend beyond tuition. Here is a glimpse of the expenses students face and the donor-supported funds bridging those gaps.

## Basic Needs

The True Blue Pantry ensures every member of our community has access to healthy food and personal hygiene items. When the time comes to interview for internships, jobs or graduate placement, we also offer a fully stocked Career Clothes Closet for students to “shop” in so they can feel confident as they enter into potentially life-changing conversations.

## Course Supplies

We turn to college annual funds to ensure students have access to supplementary course supplies ranging from access codes for online homework platforms to lab and art supplies, each of which can easily run \$250+ a semester. Yet this is just the tip of the iceberg of the student support made possible through college annual funds.

## Study Abroad

Non-tuition expenses are the most challenging factor students consider when faced with the opportunity to study abroad, whether for a week or a semester. The newly minted Study Abroad Award is working to increase accessibility to study abroad by funding travel expenses and housing.



*“I always tell people I would put my college experience up against anyone's - it was everything I wanted. I loved my major, I studied abroad, participated in all the activities, left with a job, and most importantly made some of the most important friendships in my life. I give to TU because everyone deserves the transformational experience of a great college education and I want to help make that a reality for more students.”*

**Amanda Aragon '09**

# Increasing Accessibility

Beginning this fall, The University of Tulsa will provide incoming students with all required reading materials, including textbooks, free of charge. This is a notable step forward toward ensuring a TU education is accessible to each and every deserving student.

**28%**

of students are pell grant eligible

**29%**

first-generation students

**6**

**Full-Time Student Success Coaches**

holistically supporting first-year students

**\$13.7**

million in scholarships awarded

**100%**

students with need who receive financial aid



*"If I needed anything from a ride to the store to help in class there were plenty of resources available to me; I loved that support system and family feel on campus. Now, as President of the Black Alumni Leadership Council, it is important to me to get the Black Alumni reengaged with the University so that we can become part of that support system for current students."*

**Dessie Nash '94**

# Did you know?

College rankings organizations consider the percentage of alumni who give to their alma mater. TU already has the core strengths of a Top 75 university, and we are fervently working to break into that distinguished rankings tier.

**14%**

alumni giving participation

**1500**

first-time donors

**June 30** end of fiscal year

A heartfelt thank you to the more than 14% of alumni that have already given this fiscal year. If it has been a while since your last gift, there's still time to count toward our 2022 participation rate by giving before June 30. And, gifts of every size make a difference: so far this year, gifts of \$100 or less have made a cumulative impact of almost \$500K.



*"A few professors and staff listened patiently and took an interest in what I wanted to do as a career - building software at one of the largest companies in the world. They mentored me, helped me build an incredible resume, and encouraged me to follow my dream to go work at Microsoft. I'll mark 25 years with Microsoft next September. I've had tremendous opportunity in my career thanks to TU - I consider it my responsibility to give back."*

**Sean Alexander '97**

# Student Athlete Excellence

**25670**

achieved a 3.0 GPA or higher

earned a  
**4.0 GPA**

**3**

AAC  
Conference  
Championships

**27**

AAC  
First-Team  
Athletes

**30000+**

hours spent serving the community in 2021

Volunteering with organizations such as Reading Partners, Big Brothers and Big Sisters, Salvation Army, and the Community Food Bank of Eastern Oklahoma.

2021 Myrtle Beach Bowl  
**CHAMPIONS**

**2**

NFL  
Draft  
Picks

Dear TU Donors,

Thank you so much for your incredible gifts. By providing education opportunities for students, you are moving the world forward. I want you to know how grateful I am to be a scholarship recipient. I am taking full advantage of the TU experience - taking as many credit hours as I can, trying my best on the track team, enjoying all that our beautiful campus has to offer, and going to as many functions as I can to meet so many members of this unique community. TU is now my home and I've never been happier, and it's all thanks to you. I wish I could say thank you to each of you in person, but for now... thank you, thank you, thank you!

Best,

**Julia Richard '25**

Biology, Pre-Med





# YOUR VOLUNTEER INVESTMENT

## 2020-21 ENDOWMENT REPORT



**Office of Advancement**

Communications and Donor Experience  
600 Andy Holt Tower  
Knoxville, TN 37996

*gratitude.*



THE UNIVERSITY OF  
**TENNESSEE**  
KNOXVILLE

This year has been transformative for the University of Tennessee, Knoxville. Despite the unprecedented challenges of our times, our university has delivered a world-class education to more students than ever. We forged critical new partnerships and made new discoveries. We opened new laboratories and learning spaces, created new scholarships, and helped thousands of students in need.

Your generosity has helped the University of Tennessee accomplish big things this year. The support from alumni and friends like you is critical in the growth and success of our institution.

This fall the UT Board of Trustees approved our new strategic vision—one that seeks to build a “a world enriched by our ideas, improved through our action, and inspired by the Volunteer spirit of service and leadership.” We are striving to become the model of a modern land-grant university, where more students are given more opportunities to succeed and where our work makes life and lives better in Tennessee and beyond.

Thriving endowments are essential in providing the resources and talent that will help us achieve our ambitious goals. In the following pages, you will find a financial report outlining the impact of your endowment over the last fiscal year and an overview of the university’s endowment performance over the last decade. I want to thank you for your generous contribution to the University of Tennessee and for serving as a catalyst for the future we are building together.

Donde Plowman  
Chancellor

**Office of the Chancellor**

527 Andy Holt Tower Knoxville, TN 37996-0184  
865-974-3265 865-974-4811 fax chancellor.utk.edu



## ENDOWMENT STATUS AND ACTIVITY REPORT

FISCAL YEAR 2021  
(July 1, 2020-June 30, 2021)

### CHANCELLOR'S EXCELLENCE ENDOWMENT

#### BOOK VALUE

As of July 1, 2020  
**\$1,243,956.56**

As of June 30, 2021  
**\$1,317,935.69**

#### MARKET VALUE

As of July 1, 2020  
**\$1,188,902.91**

As of June 30, 2021  
**\$1,565,131.89**

---

Gifts Received  
**\$73,979.13**

Earnings Distribution  
**\$59,860.26**

---

#### ENDOWMENT SUMMARY

Fiscal Year	Book Value	Market Value
2021	\$1,317,935.69	\$1,565,131.89
2020	\$1,243,956.56	\$1,188,902.91
2019	\$702,261.27	\$694,170.46
2018	\$145,003.97	\$143,419.37
2017	\$134,503.97	\$131,809.24

Prepared for:  
Mr. Felix Wilson  
Mrs. Jody Wilson



**ENDOWMENT STATUS  
AND ACTIVITY REPORT**

FISCAL YEAR 2021  
(July 1, 2020-June 30, 2021)

## WORKING STUDENTS SCHOLARSHIP ENDOWMENT

### BOOK VALUE

As of July 1, 2020  
**\$229,939.29**

As of June 30, 2021  
**\$229,939.29**

### MARKET VALUE

As of July 1, 2020  
**\$493,344.86**

As of June 30, 2021  
**\$617,988.27**

---

Gifts Received  
**\$0.00**

Earnings Distribution  
**\$24,572.12**

Disbursed Funds  
**\$24,750.00**

---

### ENDOWMENT SUMMARY

Fiscal Year	Book Value	Market Value
2021	\$229,939.29	\$617,988.27
2020	\$229,939.29	\$493,344.86
2019	\$219,939.29	\$527,700.62
2018	\$219,939.29	\$533,431.91
2017	\$219,939.29	\$528,588.31

Prepared for:  
Mr. Timothy Woods



## ENDOWMENT STATUS AND ACTIVITY REPORT

FISCAL YEAR 2021  
(July 1, 2020–June 30, 2021)

### GO VOLS ENDOWMENT

#### BOOK VALUE

As of July 1, 2020  
**\$505,724.43**

As of June 30, 2021  
**\$510,974.43**

#### MARKET VALUE

As of July 1, 2020  
**\$467,417.21**

As of June 30, 2021  
**\$591,404.16**

---

Gifts Received  
**\$5,250.00**

Earnings Distribution  
**\$23,413.50**

Disbursed Funds  
**\$10,000.00**

---

#### ENDOWMENT SUMMARY

Fiscal Year	Book Value	Market Value
2021	\$510,974.43	\$591,404.16
2020	\$505,724.43	\$467,417.21
2019	\$407,224.91	\$406,898.35
2018	\$302,711.91	\$305,229.94
2017	\$257,711.91	\$258,230.93

Prepared for:  
Mr. Smokey Vols





## ENDOWMENT IMPACT

FISCAL YEAR 2021  
(July 1, 2020-June 30, 2021)

# GO VOLS ENDOWMENT

Ivy Holt  
Stephen Robinson

Prepared for:  
Mr. Smokey Vols



## STUDENT PROFILE



### Ivy Holt

HOMETOWN: **Knoxville, TN**

CLASSIFICATION: **Sophomore**

COLLEGE: **College of Nursing**

MAJOR: **Nursing**

MINOR: **Leadershp Studies Minor - Honors**

### **My Greatest Learning Experience While at UT:**

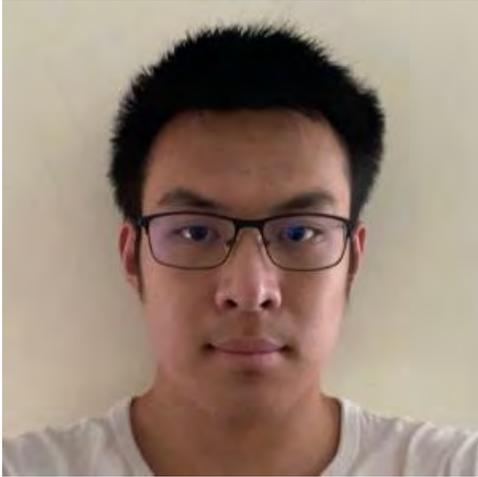
My greatest learning experience at UT was during my first year as a student taking a chemistry course. Chemistry was not a class that came naturally to me, and I really had to work hard to understand my professor's concepts. However, I continued to study diligently and consistently. It was gratifying to receive an excellent grade in the course with the help of such an amazing professor, teaching assistant, and peers.

### **Statement of Gratitude:**

I am so thankful for this scholarship. It is an honor to be selected as one of the recipients, and I intend to continue working hard in my studies. Your contribution to this scholarship means so much to me and allows me to be a college student without worrying about the price of my education.



## STUDENT PROFILE



### Stephen Robinson

HOMETOWN: **Maryville, TN**

CLASSIFICATION: **Freshman**

COLLEGE: **Tickle College of Engineering**

MAJOR: **Biomedical Engineering**

MINOR: **Computer Science**

CONCENTRATION: **Biomedical Honors**

#### Why I Chose to Attend UT Knoxville:

It was close to home and was financially acceptable

#### Statement of Gratitude:

Thank you for your kind support towards my college and future goals. Your generosity has really helped me and is allowing me to make my goals and dreams a reality.





THE UNIVERSITY OF  
TENNESSEE  
KNOXVILLE

## ENDOWMENT OVERVIEW FOR FISCAL YEAR 2020-21

The University of Tennessee, Knoxville's, fiscal year is the 12-month accounting period that begins on July 1 and ends on June 30. **This financial report is reflective of Fiscal Year 2021, which began on July 1, 2020 and closed on June 30, 2021.**

As of June 30, 2021, the university's Endowment consisted of more than 3,500 individual endowment accounts with an aggregate market value of roughly \$954 million. The total Endowment for the University of Tennessee System stood at \$1.3 billion. For the twelve-month period, the Endowment outperformed its primary benchmark of "inflation plus spend," producing an estimated return of +34.6% versus the benchmark's +10.9%. The majority of asset classes generated exceptionally strong returns as the global pandemic began to recede and economic data turned positive. Private and public equity, along with commodities, produced near-record returns. Venture-capital funds were among the top performers with total returns not seen since late 1990's technology bubble. Over the same time period, the Policy Benchmark produced a +24.4% return. This blended benchmark is comprised of global stocks and investment-grade bonds, both of which were positive for the fiscal year. The latter, however, was constrained by investors' concern over inflation and rising interest rates.

The Endowment takes a long-term approach to investing, and its goal is to achieve an annualized return greater than the rate of inflation plus spending, while preserving capital through a full market cycle. To that end, it implements a disciplined strategy that incorporates both active and passive management, depending on the target market or manager strategy. This approach enables the university to maintain its long-term, strategic focus, and avoid the distractions of short-term market movements. It is important to note that the Endowment is broadly diversified across multiple asset classes. Consequently, over any given time, its return may diverge significantly from popular indices such as the S&P 500, individual mutual funds, or its peers.

Spending policy is approved by the Board of Trustees and is equivalent to 4.5% of that endowment's average market value at the measurement date (12/31). The market value is calculated using a rolling average of prior year-end values. The use of a rolling average smooths cash distribution allocations and minimizes dramatic swings in the cash distribution amounts. Spending policy distributions support students, faculty, facilities, and programs.

**Many important university activities could not be achieved without the financial support from endowment funds.**

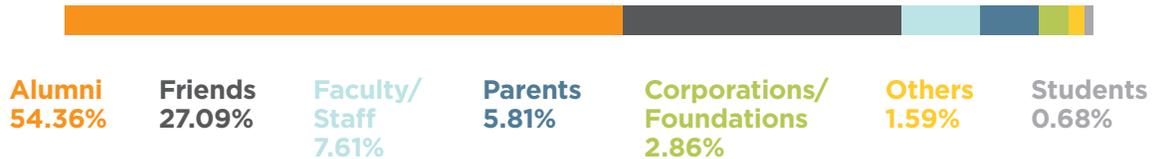
# 3,521 UT KNOXVILLE ENDOWMENTS

## 159 NEW ENDOWMENTS IN FY21

### TOTAL GIFTS TO ENDOWMENTS **\$50,740,192**

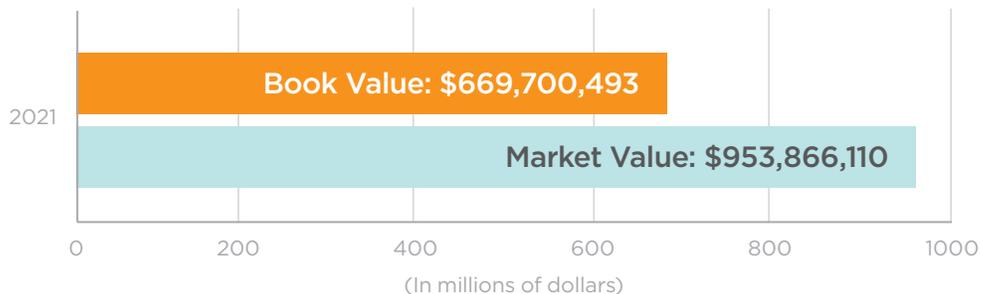
Alumni	\$27,980,958
Corporations/Foundations	\$14,750,519
Friends	\$3,683,217
Other	\$3,352,884
Parents	\$699,982
Faculty/Staff	\$268,800
Students	\$3,832

### 8,608 DONORS TO ENDOWMENTS



### SIZE OF UT KNOXVILLE ENDOWMENT

AS OF JUNE 30, 2021



# ENDOWMENT ASSETS OVER THE PAST 10 YEARS

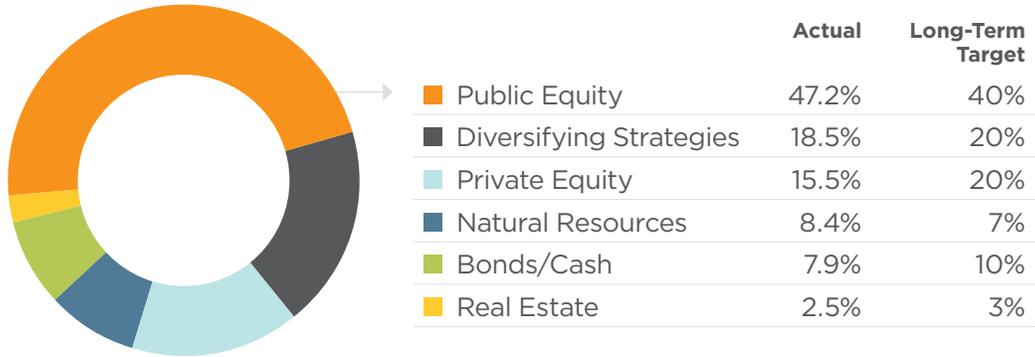
(actual number for each year)

■ Book Value    ■ Market Value



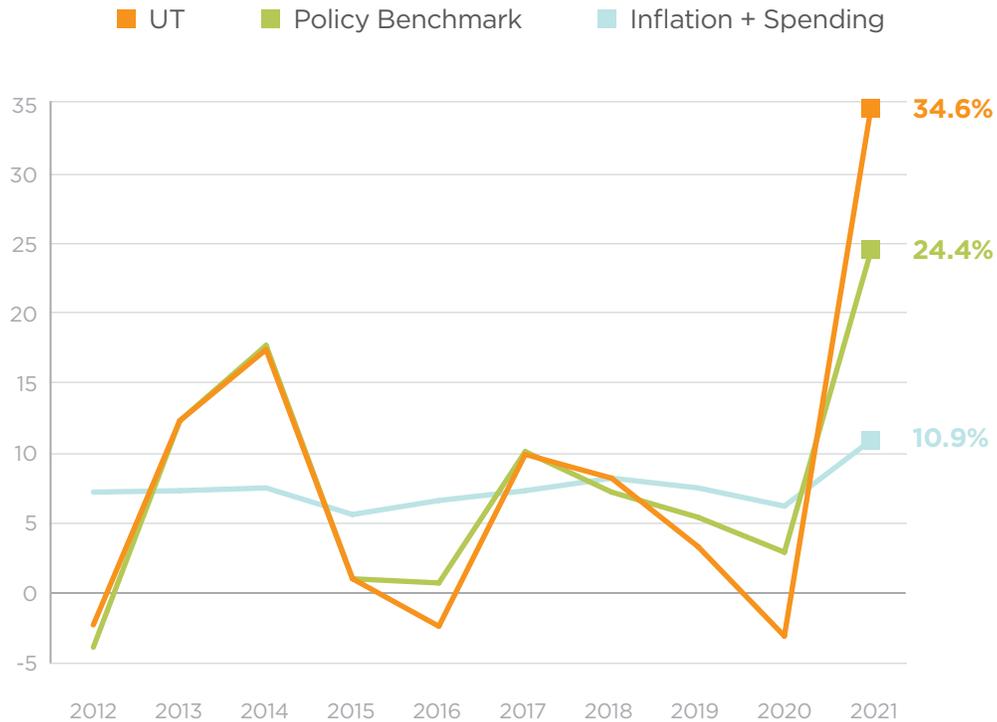
## CONSOLIDATED INVESTMENT POOL (CIP) ASSET ALLOCATION BY STRATEGY

Numbers provided may not sum to 100% due to rounding.



## FISCAL YEAR RETURNS OVER THE PAST 10 YEARS

(percentage fiscal year returns)



## ANNUALIZED RETURNS

	CIP Return	Policy Benchmark	Inflation + Spending
1-year	34.6%	24.4%	10.9%
3-year	10.7%	10.5%	8.2%
5-year	10.0%	9.8%	8.0%
10-year	7.4%	7.5%	7.4%
Since Inception*	8.4%	7.6%	7.8%

\*The Pool's inception date is 11/1990.

## GLOSSARY OF TERMS

**Book Value** represents the original contribution to establish the endowment plus any additional gifts and/or reinvestment added to the endowment.

**Market Value** represents the actual worth of the endowment invested in the Consolidated Investment Pool (CIP) as of the specified date.

**Gifts Received** represents the total of all gifts received to the endowment from private donors and/or reinvestment added to the endowment.

**Earnings Distribution** is the total of the quarterly earnings distributions made from your endowment to spendable cash.

**Disbursed Funds** are the total of all expenses from spendable cash.

**CIP** stands for the Consolidated Investment Pool.

**Policy Benchmark** is 60 percent MSCI ACWI IMI Index, 39 percent Barclays Global Aggregate Bond Index, and 1 percent cash.

**Inflation + Spending** is the one-year Consumer Price Index plus a constant of 5.50 percent.

gratitude.

THE UNIVERSITY OF TENNESSEE  
**UT FOUNDATION**

**Office of Advancement**

Communications and Donor Experience

600 Andy Holt Tower

Knoxville, TN 37996

865-974-3040 | [gratitude@utk.edu](mailto:gratitude@utk.edu) | [giving.utk.edu](http://giving.utk.edu)

**Subject:** Your 2021 giving summary for the University of Tennessee, Knoxville.



## Giving Summary

January 24, 2022

---

**Ms. Lynne Wester**

43 Rainey Street

Apartment 1004

Austin, TX 78701-4435

---

**Total 2021 combined charitable contribution: \$150.00**

Academic contributions: \$150.00

---

**Thank you for supporting the University of Tennessee!**

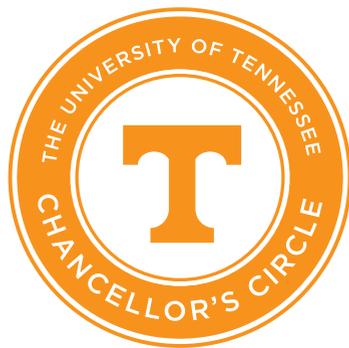
Pursuant to IRS regulations this certifies that neither the University of Tennessee nor the University of Tennessee Foundation has provided you with any goods or services in return for your contribution. Neither the University of Tennessee nor the University of Tennessee Foundation provides tax counsel and we urge you to seek the advice of your professional counsel when considering the tax deductibility of any contribution.

**Please retain this document for your tax records.**

If you have any questions about your gift, please contact the development office at UT Knoxville, (865) 974-5477.







**YOU ARE THE VOLUNTEER DIFFERENCE.**



# LIGHTING THE WAY



---

Thank you for being a Chancellor's Circle member of the University of Tennessee, Knoxville, during the 2021 fiscal year. Your gifts to the Campus Fund, Chancellor's Excellence Fund, and Chancellor's Excellence Endowment have made a significant impact on our campus. During this past year of many uncertainties, your support has meant more to our students than ever before. With the help of your generosity, we are able to continue to help students achieve their dreams.

Enclosed you will read about the impact you have helped make possible. Thank you for supporting UT students.

Sincerely,

A handwritten signature in black ink that reads "Donde Plowman" followed by a horizontal line.

Donde Plowman  
Chancellor

## IGNITE STUDENT LEADERSHIP SCHOLARSHIP

Awarded 50 students a scholarship to assist with UT's Ignite Program's registration fees as well as transportation, meals, lodging, and supplies.



Ignite made me feel at home right from the start. It eased the stress of moving and gave me some of my best friends.”

—Lindsey Hickok-Perry,  
Class of 2024



## BIG ORANGE PANTRY

UT's Big Orange Pantry alleviates food insecurity on campus. It was developed with diverse members of the Volunteer community bringing their expertise to the table.

The Big Orange Pantry provides meals for students, faculty and staff in need. 77% of survey respondents said the pantry provided meals they would have otherwise missed.



When basic needs like food, clothing, and shelter are not met, it is difficult to focus on anything else. The creation of the pantry will hopefully alleviate concerns of students wondering where they will access their next meal.”

—Shea Kidd Houze, Associate Vice Chancellor for Student Life and Dean of Students



# DIVERSITY AND ENGAGEMENT INITIATIVES

---

## UT KNOXVILLE FLAGSHIP SCHOLARSHIP ENDOWMENT

Scholarships for admitted first year students that are graduates of a designated flagship high school in the state of Tennessee.

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## UT KNOXVILLE INCLUSIVE EXCELLENCE ENDOWMENT

Target resources to support strategic initiatives.



---

## UT KNOXVILLE DIVERSITY ENHANCEMENT FELLOWSHIP ENDOWMENT

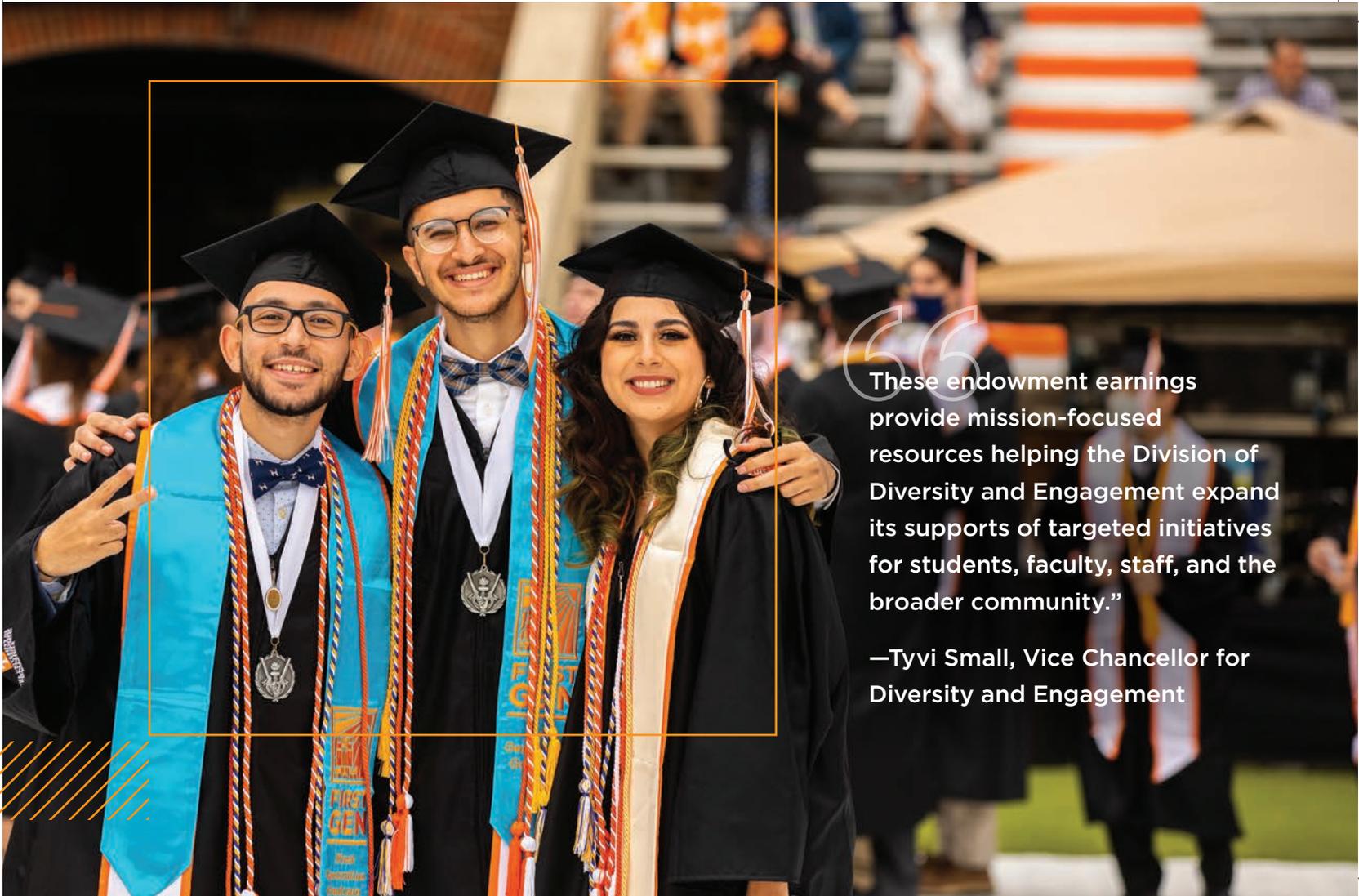
Graduate fellowships for academically successful alumni of historically Black colleges and universities and/or Hispanic serving institutions.

---

## INTERGROUP DIALOGUE AND CONFLICT RESOLUTION PROGRAM ENDOWMENT

Resources to support the Intergroup Dialogue and Conflict Resolution Program, including, but not limited to, diversity-enhancement graduate assistantships, diversity-enhancing teaching and engagement initiatives, and professional development.





These endowment earnings provide mission-focused resources helping the Division of Diversity and Engagement expand its supports of targeted initiatives for students, faculty, staff, and the broader community.”

—Tyvi Small, Vice Chancellor for Diversity and Engagement



THE UNIVERSITY OF  
TENNESSEE  
KNOXVILLE

**Office of Advancement**

Communication and Donor Experience  
600 Andy Holt Tower, Knoxville, TN 37996

[giving.utk.edu](https://giving.utk.edu)



**THE OFFICIAL UT LICENSE PLATE**

is available for an annual specialty plate fee of \$35 at all county clerk's offices in the state of Tennessee.

For every license plate registration or renewal, approximately \$15 comes back to the UT Knoxville campus to **support scholarships for students.**

[alumni.utk.edu/licenseplate](http://alumni.utk.edu/licenseplate)

THE UNIVERSITY OF TENNESSEE  
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 KNOXVILLE

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THE UNIVERSITY OF  
**TENNESSEE**  
 KNOXVILLE

FISCAL YEAR 2020-21 | DONOR VIEWBOOK



The University of Tennessee is an EEO/AA/Title VI/ Title IX/ Section 504/ADA/ADEA institution in the provision of its education and employment programs and services. All qualified applicants will receive equal consideration for employment and admission without regard to race, color, national origin, religion, sex, pregnancy, marital status, sexual orientation, gender identity, age, physical or mental disability, genetic information, veteran status, and parental status.



# YOU FUEL THE VOLUNTEER SPIRIT

As Tennessee's flagship, land-grant university, we're dedicated to the Volunteer spirit of selfless leadership and its ability to inspire others, open doors, and transform lives. When we join forces and step forward together as Volunteers, our commitments are amplified and lead to profound outcomes that enrich the world around us.

Being a Tennessee Volunteer means being a part of a community bigger than myself that cares deeply about giving back to others and supporting fellow Vols."

—Jessie Li ('21)



**GENEROUS VOLS JOINED FORCES TO SUPPORT MORE THAN 830 STUDENTS THROUGH THE STUDENT EMERGENCY FUND—AN EFFORT TO ADDRESS THE IMMEDIATE NEEDS OF STUDENTS EXPERIENCING HARDSHIP AS A RESULT OF THE COVID-19 PANDEMIC.**

"The way our alumni and friends have stepped up to support UT students during a difficult year has been nothing short of amazing," said Chancellor Donde Plowman. "I continue to be inspired all the time by the selflessness, courage, and leadership that defines Volunteers of all ages and backgrounds."

“

The pandemic changed so much about my everyday life that it seemed unbearable. When I came back to campus, however, I found that when I was faced with worries, stress, and inability, those that continue to support excellence in this university stepped up to help. Without your support, I would not have been able to achieve many of the great goals that I set. I can't thank you enough for your contributions to my education and character."

—Jacob Abdu ('22, College of Architecture and Design)



More than **1,500 students** made a gift in FY21 to an area of campus they are passionate about.

**UT seniors contributed \$39,755** and supported over **334 campus funds** through Senior Impact.

On November 18, **Vols gave \$2.5 million in just 24 hours** during the annual Big Orange Give.



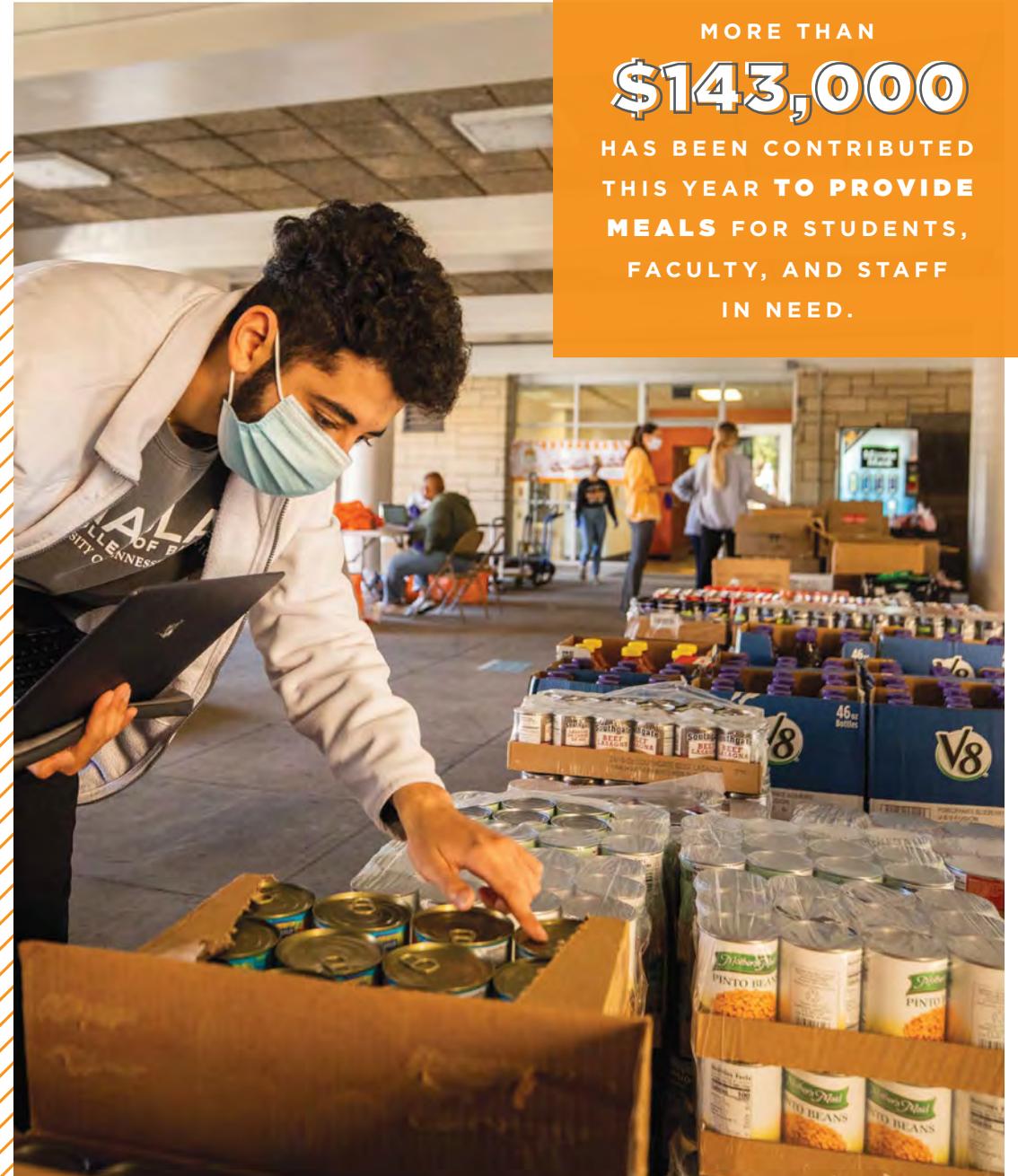
UT IS  
**#1**  
 IN THE SEC FOR  
**FACULTY AND STAFF**  
**GIVING**



The Volunteer community and the ideas that unite it are really an enormous force for good in this world.”

—Lauren Reed ('21)

MORE THAN  
**\$143,000**  
 HAS BEEN CONTRIBUTED  
 THIS YEAR TO PROVIDE  
**MEALS FOR STUDENTS,**  
**FACULTY, AND STAFF**  
 IN NEED.



*BIG ORANGE PANTRY*  
*FULFILLED*  
**771 FOOD REQUESTS**

UT's Big Orange Pantry alleviates food insecurity on campus. It was developed with diverse members of the Volunteer community bringing their expertise to the table.



UT alumni chapters and councils rallied behind their alma mater to raise more than \$58,000 for student scholarships during the weeklong Alumni Scholarship Challenge.

Chapter and council scholarships play a vital role in promoting diversity at the university, as they help provide affordable tuition to students from specific geographic regions and affinity groups.

“

I am always amazed by the enthusiasm of our alumni and grateful for the way they stand behind our students. This program has grown each year since its inception, and that speaks volumes about the Volunteer spirit being alive and well among graduates of this great university.”

—Duane Wiles, Associate Vice Chancellor of Alumni Affairs



UT HAS A NETWORK OF MORE THAN **260,000** ALUMNI AROUND THE GLOBE.



GIFTS THROUGH THE ALUMNI SCHOLARSHIP CHALLENGE HAVE **DOUBLED IN JUST FOUR YEARS.**

*numbers are from the 2020-21 fiscal year*

# YOU INSPIRE US TO THINK BIG.

Problem-solving and discovery are different at the University of Tennessee—and so are the answers and ideas that emerge here. Your generosity fuels discovery, invokes collaboration, and encourages brave ideas. By pulling together and pushing one another, we open up more possibilities for bringing more good to our state, our country, and the world.



UT’s partnership with Oak Ridge National Laboratory yields world-leading expertise in high-performance computing, materials research, and nanotechnology.”

—Office of the UT System President

**31,700  
STUDENTS**

**11 COLLEGES**

**360+  
MAJORS  
AND  
PROGRAMS  
OF STUDY**

**2022 U.S. NEWS  
AND WORLD  
REPORT RANKINGS**

- #46 University of Tennessee, Knoxville
- #3 Supply Chain Undergraduate (#1 in the SEC)
- #6 Nuclear Engineering Graduate Program
- #8 Business and Corporate Law Program
- #9 Library and Information Studies Program
- #11 Business Analytics Program
- #30 Haslam College of Business Undergraduate
- #31 College of Law
- #35 Tickle College of Engineering Undergraduate
- #42 College of Nursing Undergraduate
- #45 College of Education, Health, and Human Sciences
- #45 Best Colleges for Veterans

*\*all rankings are among public universities*



10

STUDENT-LED PROJECTS  
WERE SUPPORTED BY  
DONORS THROUGH  
VOLSTARTER—UT'S  
CROWDFUNDING  
PLATFORM.

**VOL**starter

Engineering students at UT earned the title of world champions at the 2021 VEXU Robotics World Championship. Support from alumni and friends through VOLstarter provided the funding to build their robots and provide demonstrations to local high schools.

“Our success demonstrates what UT students can achieve when they work in collaboration.” —Grant Kobes ('21), founder and lead designer for UT's Robotics Team, YNOT.



THROUGH  
UNIVERSITY-ASSISTED  
COMMUNITY SCHOOLS (UACS),

UT students, faculty, and staff provide school children academic support services, physical education, music, and art programs after regular school hours. These programs enhance the interpersonal skills, critical-thinking skills, and academic success of participating children.



“For me, being a Vol has meant improving society by trying to solve some of today’s largest scientific problems. I have spent time conducting research spread across a senior capstone project, research through the MSE department, and research led by Los Alamos National Laboratory. I have also done my best to get potential high school students and freshman at UT involved in the MSE department.”

—Logan White ('21), Materials Science and Engineering



“

Philanthropic support for the UT College of Law is paramount to the long-term success and sustainability of the legal profession in the state of Tennessee.”

—Jeffery Rufolo ('91) on a partnership established to advance students' appreciation of legal advocacy.

UT IS THE  
**7TH**  
BEST EMPLOYER  
IN THE STATE  
OF TENNESSEE  
*Forbes*

# EXPLORE. ENGAGE. EXPERIENCE.

Experiential learning at UT gives students more opportunities to be involved in civic engagement, solve complex real-world problems, and contribute to the welfare of their communities as part of their regular coursework.

“I hope that future students’ experiences abroad give them confidence and insight to be ready for the world, feeling empowered by having braved new frontiers and humbled in ways only a language barrier can.” —Stephanie ('12) and Charlie Edwards ('12)

**3**

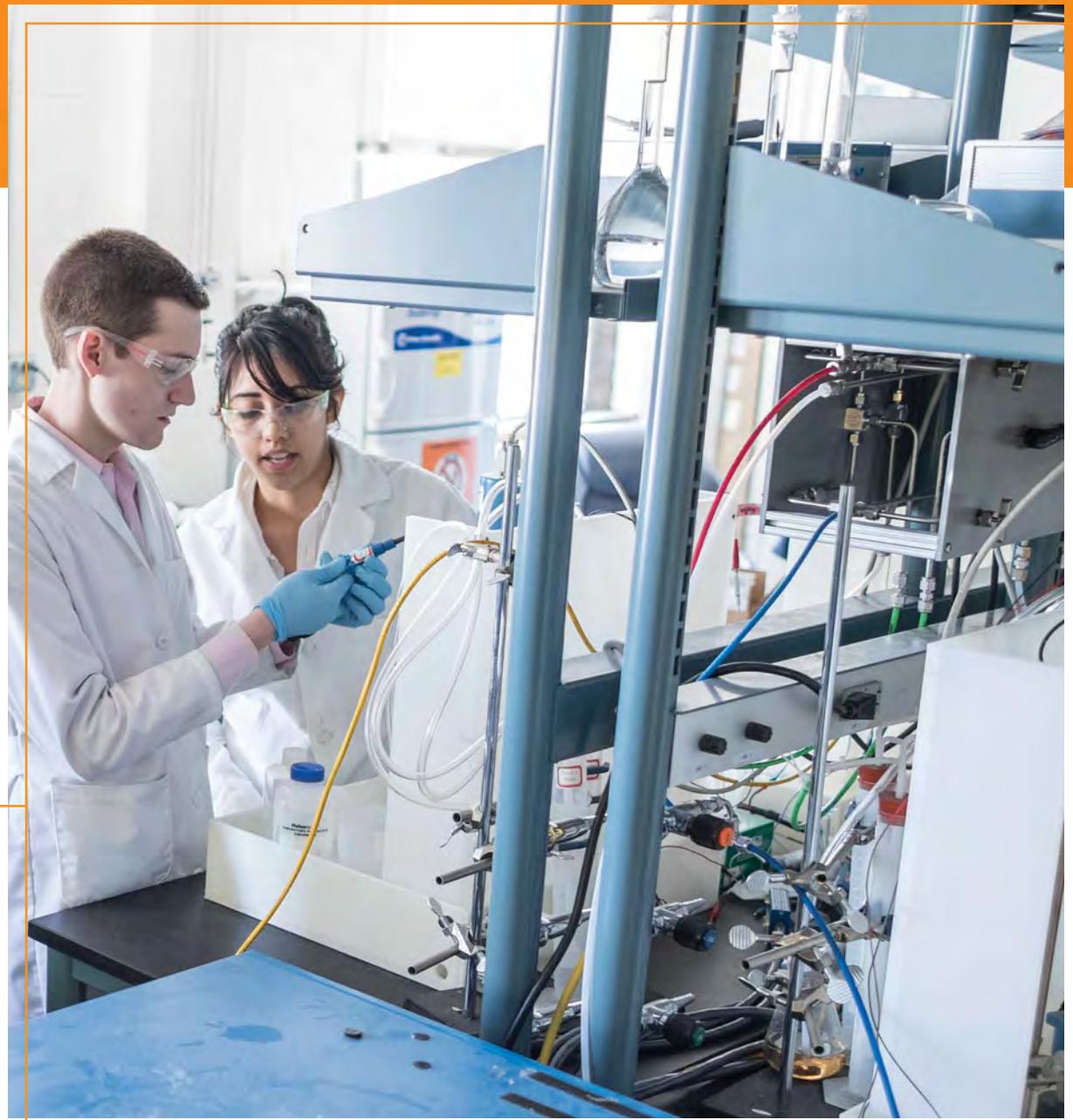
UT STUDENTS WERE  
NAMED 2021-22  
**GOLDWATER  
SCHOLARS**  
*UT is tied for first in  
the SEC for awardees*

**17**

**FULBRIGHT  
AWARDS**  
*Seventh among  
all public  
universities*

**17**

**SUMMER NEH  
FELLOWSHIPS**  
(SINCE 2005)  
*First among  
national universities*



**THE NEW HORIZONS  
STUDY ABROAD  
SCHOLARSHIP  
WAS ESTABLISHED  
FOR STUDENTS IN  
NEED OF FINANCIAL  
ASSISTANCE TO  
STUDY ABROAD.**



“

With our partners, UT is establishing Tennessee as a go-to destination for cutting-edge research, innovation, and a skilled workforce. Together, we are committed to advancing our understanding of the world around us and developing solutions to the greatest challenges of our time.”

—Marc Gibson, Associate Vice Chancellor for Partnerships and Economic Development

# YOU HELP CREATE ACCESS & OPPORTUNITY

Your commitment to the future of our university removes barriers, propels student success, and creates a legacy for future generations. Thank you for playing a role in so many stories and communities and for being a catalyst for opportunity and optimism.

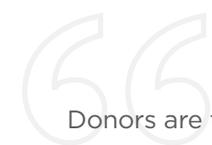


Committed to providing students a high-quality, affordable education, UT offers several scholarship programs for incoming in-state, out-of-state, international, and transfer students.

90%  
OF STUDENTS  
RECEIVE SOME  
FORM OF  
SCHOLARSHIP OR  
FINANCIAL AID

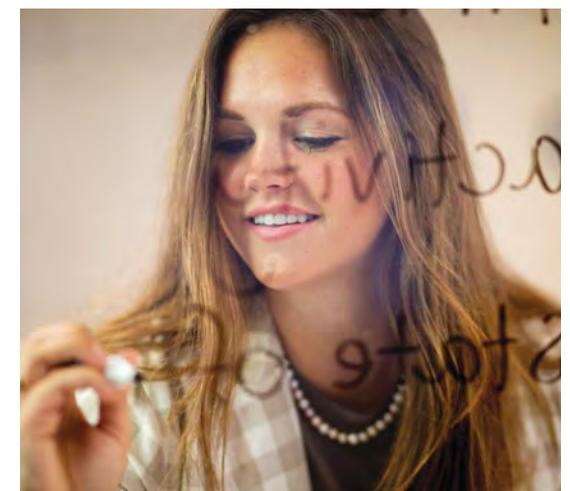
NEARLY  
1/2  
OF GRADUATES  
LEAVE UT  
FREE OF  
STUDENT DEBT

22%  
OF UT  
STUDENTS ARE  
ELIGIBLE FOR  
FEDERAL PELL  
GRANTS



Donors are the reason that students like me are able to dive deeper into our career goals. Thank you for believing in me without knowing me and for supporting me without needing to. You may not feel it every day, but I do as a beneficiary! I feel the support and the goodness of your heart as I go to and teach classes every day and I will carry that on to my career.”

—Sophie Lowe ('21), Recreation and Sport Management





# TRI-STAR SCHOLARSHIP PROGRAM

This program provides scholarships specifically for Tennessee residents looking to become a part of the Volunteer community. Donors have supported UT Promise, Tennessee Pledge, Tri-Star, and Flagship Scholarships.

**150**

**TRI-STAR  
SCHOLARSHIPS  
AWARDED FROM  
PRIVATE SUPPORT  
IN FY21**



I am the first person in my entire family to finish high school, let alone a college degree. Thanks to the generosity of donors, finances were not one of the obstacles. This is something I will always remember and be grateful for.”

—Alexis Moreno ('21), Tri-Star Scholarship Recipient



**ALL  
525**

**STUDENT-ATHLETES  
BENEFIT FROM  
DONOR SUPPORT**

## TENNESSEE ATHLETICS

has initiated multiple strategic partnerships aimed at proactively equipping its student-athletes with a comprehensive collection of resources to capitalize on Name, Image, and Likeness (NIL) legislation—working closely with on-campus experts to enhance the university’s for-credit entrepreneurship minor in the Haslam College of Business. This program assures current and future Vols and Lady Vols that UT is prepared to guide them in effectively managing, expanding, and enhancing the value of their personal brands.

FIRST-GENERATION  
COLLEGE STUDENTS  
REPRESENT  
**18%**  
OF FIRST-YEAR  
STUDENTS



## A TEAM APPROACH TO ACADEMIC SUCCESS

New Vol Success teams pair each incoming UT student with an academic advisor, academic coach, and One Stop counselor—people who can provide the extra support to make sure their first year on campus is a success.

The UT Knoxville Alumni Board of Directors has raised more than \$70,000 in support of UT LEAD—a program to promote undergraduate success, academic excellence, and persistence to graduation for first-generation college students at UT.



Both of my parents were first-generation college students, and my grandparents did not have the opportunity to pursue higher education, so I chose to endow scholarships in their honor.”

—Phenise Poole ('95),  
UT Knoxville Alumni  
Board President



**THE AVERAGE SALARY FOR A UT GRADUATE IN 2020 WAS OVER \$51,000.**



**82% OF THE CLASS OF 2020 WERE EITHER EMPLOYED OR IN GRADUATE SCHOOL AFTER GRADUATION.**



**60% OF THE CLASS OF 2020'S EMPLOYMENT WAS IN TENNESSEE, BOLSTERING THE STATE'S ECONOMY.**



**UT KNOXVILLE WAS NAMED AMONG THE MILITARY TIMES BEST FOR VETS COLLEGES.**



**UT'S 2020 MBA CLASSES ATTAINED A 79% EMPLOYMENT RATE, WHICH IS MORE THAN HARVARD BUSINESS SCHOOL AND THE STANFORD GRADUATE SCHOOL OF BUSINESS.**



FISCAL YEAR 2021

MORE THAN  
**51,000**  
GENEROUS ALUMNI  
AND FRIENDS GAVE  
TO THE UNIVERSITY

**\$202**  
**MILLION**

RECEIVED  
FROM DONORS

RECORD YEAR FOR SCHOLARSHIPS

MORE THAN  
**7,400**  
STUDENTS WERE  
AWARDED PRIVATELY  
FUNDED SCHOLARSHIPS

MORE THAN  
**\$21**  
**MILLION**

IN PRIVATELY  
FUNDED  
SCHOLARSHIPS  
AWARDED

# ROCKY TOP

YOU'LL ALWAYS BE

HOME SWEET HOME TO ME

GOOD OL' ROCKY TOP  
ROCKY TOP TENNESSEE

**THANK YOU**  
FOR STEPPING FORWARD  
TO LIGHT THE WAY FOR  
FELLOW VOLS.

# Endowment Report

# 2020/21

**UTSA**  
The University of Texas  
at San Antonio™

Your support makes a **profound** difference





## A Message *from President Taylor Eighmy*

It has been a joy to see the spirit of our Roadrunner community reignited this fall with more of our students, faculty and staff back on campus and the return of so many UTSA traditions that we all know and love.

Together, we have implemented practices to promote the safety and well-being of our Roadrunners, while implementing new approaches to teaching, learning and research. Peggy and I are so proud of this community – not only for overcoming the many challenges of the past 18 months, but also for finding ways to thrive and innovate into the future.

Despite the pandemic, we took some monumental steps toward **creating bold futures** for our students and our region this year, and your endowment is playing an important role in UTSA's success. I am pleased to share the enclosed report providing an update on your endowment at the university for the fiscal year ending August 31, 2021.

As you will see, UTSA's overall endowment continues to increase, **growing an incredible 52.88% percent in FY21 to reach a market value of \$277 million.** We received **\$8.93 million in endowment investment distributions** to fund scholarships, fellowships, endowed faculty positions and other programs.

Thanks to the support of alumni and friends like you, several new endowments were established during the fiscal year, including **17 new scholarship funds, 10 new program support endowments and six new faculty positions.**

Your continued generosity is helping UTSA earn national and global attention. Our bold trajectory inspired two transformational acts of philanthropy this year - a **\$20 million gift from Carlos and Malú Alvarez** to support research-enhancing activities in the Carlos Alvarez College of Business, and a **\$40 million gift from MacKenzie Scott and Dan Jewett** for student success initiatives.

I hope you enjoy reading about your endowment fund and the invaluable impact it has on our community. Your support is changing lives at UTSA every day. Thank you for believing in us.

With sincere appreciation,

Taylor Eighmy  
President

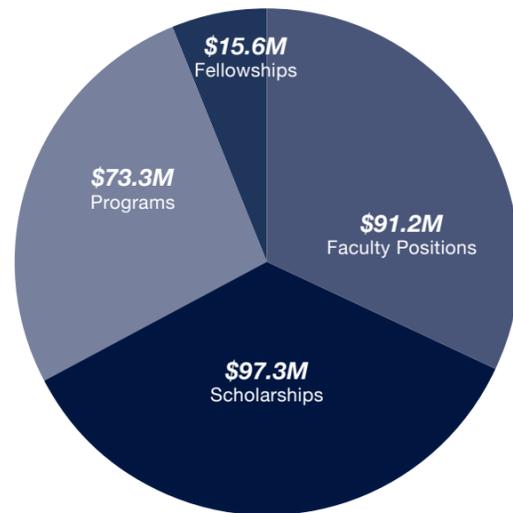


Taylor and Peggy Eighmy celebrate UTSA's 50th anniversary in 2019

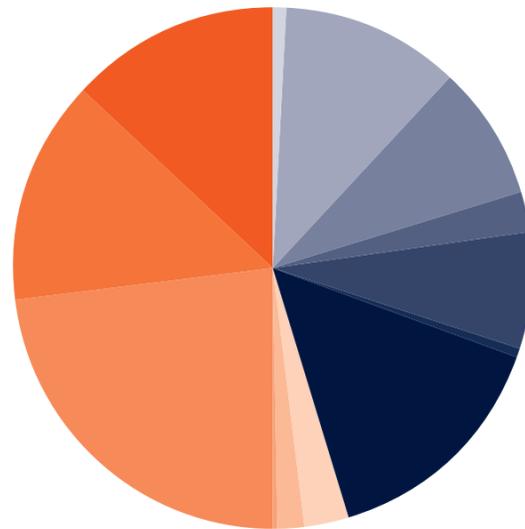
# Endowments *by the Numbers*

Endowment Market Value (\$277.4M)

## Support By Purpose



## Support by Area



- College of Architecture\* **\$2.5M**
- Carlos Alvarez College of Business **\$33.9M**
- College of Engineering\* **\$25.7M**
- College of Education and Human Development **\$7.7M**
- College of Liberal and Fine Arts **\$22M**
- College for Health, Community, and Policy **\$1.7M**
- College of Sciences **\$44.6M**
- Graduate School **\$8M**
- Honors College **\$5.7M**
- University College **\$.06M**
- Strategic Enrollment **\$68.7M**
- Other Areas **\$14.4M**
- Student and Faculty Support **\$42.5M**



**529**  
Total Endowments

## New Endowments

**33**  
6 Faculty Positions  
17 Scholarships/  
Fellowships  
10 Programs



**\$8.93M**  
Total  
Distributions FY21



52.88% increase in  
**Endowment  
Market Value**

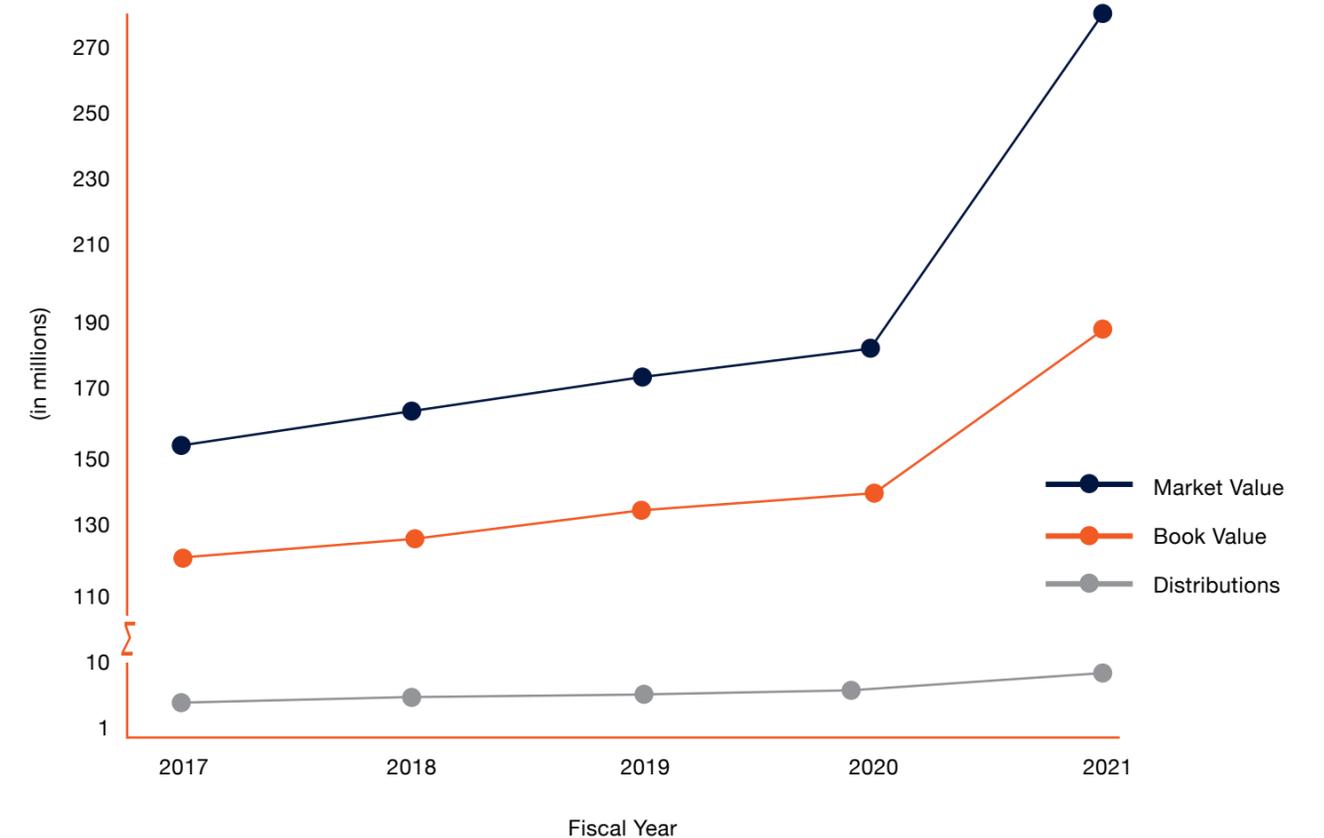
## Fiscal Year Endowment Comparison

Academic Purpose	Endowment Count	Investment Value as of Aug. 31, 2020	Endowment Count	Investment Value as of Aug. 31, 2021	Percent Change
Faculty Position Endowments	77	70,314,975.78	82	91,204,498.23	29.70%
Scholarship Endowments	317	76,484,937.37	334	97,319,173.02	27.24%
Graduate Fellowship Endowments	16	12,306,235.68	16	15,542,160.79	26.30%
Program Endowments	88	22,322,618.66	97	73,305,948.66	228.39%
<b>Total All Academic Purposes</b>	<b>498</b>	<b>181,428,767.49</b>	<b>529</b>	<b>277,371,780.70</b>	<b>52.88%</b>

## Growth Trend (2017-2021)

*Book value* represents all contributions, reinvested income, and any realized gains or losses attributable to the sale of an investment held in the endowment. *Whereas market value is the value of an investment* determined by the prevailing prices for that investment in an actively traded market including the investment.

The difference between book value and market value is unrealized gain and loss of the endowment. Since 2017, UTSA's annual book value growth rate has averaged 10.46% and the annual market value growth rate has averaged 16.36%.



\* In 2021, the College of Architecture and College of Engineering merged to form the new **College of Engineering and Integrated Design (CEID)**

## Dedicated Students Inspire Philanthropic San Antonio Couple

**Mike Beldon** and his wife, **Louise** have been exceptionally active community and philanthropic members of San Antonio for the past 50 years. Believing that The University of Texas at San Antonio is the city's premier university, the couple recently donated \$100,000 to create the **Louise and Michael Beldon Endowed Scholarship** for UTSA students. With UTSA set to publicly launch **Be Bold: A Campaign for Our Future** in 2022, they felt it was the perfect time to give back. The campaign is the largest fundraising campaign in UTSA's history.

"We believe in UTSA and felt that it was a great institution to support. We hope our scholarship endowment will open many doors for students who might have originally lacked the resources and support to attend school," said Louise.

Mike and Louise have supported a wide variety of their interests in San Antonio including programs in the Jewish community, the arts, hospitals, health science, and education. Mike has chaired the Boards of the Jewish Community Center, Jewish Federation, San Antonio Chamber of Commerce and the Alamo Colleges Foundation, among many others. On the medical front, Louise has always had a strong passion for nursing and has been involved in The University of Texas MD Anderson Cancer Center's Clinical and Translational Research Center. She also chaired the Nurses' Advisory Council and remains highly engaged with AVANCE and other non-profits.

"We try to give meaningful gifts that will make a difference. My wife and I believe that if you are fortunate enough to be successful, you should really try to help others, not because people pressure you to do it. You should want to give, knowing you can help people," expressed Mike.

The Beldons' gift follows another inspirational gift made by Carlos and Malú Alvarez, who gave \$20 million to the university's business school, which is now named the Carlos Alvarez College of Business. Mike expressed that the Alvarezes' gift helped them recognize that UTSA is an institution that should have their support and that gifts made to support students can help them succeed.

Today, Mike and Louise reside in San Antonio on the same street as their loving family members. With four children, 13 grandchildren and two great grandchildren, they are passing on their conviction that giving back to their community is one of the most selfless and important things you can do for others.



Mike and Louise Beldon

The Beldons believe in the importance of higher education and hope to see UTSA continue on its trajectory of becoming a national model for student success. The **Louise and Michael Beldon Endowed Scholarship** for UTSA Students will be awarded to students who have the most pressing needs.

Mike and Louise say they hope their scholarship will make a significant difference in the lives of many people at UTSA.



Martin Ayala, Chemical Engineering Major

During his senior year of high school, he excelled in his AP chemistry class and realized he had a passion for both math and science, which drove him to pursue a college degree in the field. In the Spring of 2019, he was among the first class of students to be awarded the **Margie and Bill Klesse Endowed Scholarship in Chemical Engineering**. The scholarship was created in 2017 for undergraduate chemical engineering students by former CEO of the Valero Energy Corporation, **Bill Klesse** and his wife, **Margie**.

Although Martin looked at several other universities during his college search, he decided to attend UTSA because of its classification as an official Hispanic Serving Institution (HSI). He wanted to be surrounded by a city and school with more diversity and students of color. He expressed that UTSA has given him a feeling of "home".

As a Klesse Scholar, Martin's experience as a student in the College of Engineering is topnotch. Without the worry of financial barriers and struggle of maintaining a job, Martin has had the time to become actively involved in research and other engineering opportunities alongside his professor, **Dr. Gary Jacobs**. In the summer of 2021, Martin was even given the opportunity to participate in the Undergraduate Research Experience at the University of Chicago, where he realized he wanted to pursue the industrial side of chemical engineering.

"This program has been both fun and challenging, but I have seen myself grow so much. My interpersonal skills

## Giving Students the Most Valuable Resource: Time

Born and raised in Wyoming, The University of Texas at San Antonio chemical engineering student, **Martin Ayala** grew up surrounded by a large oil and natural resource industry. He began contemplating the idea of becoming a chemical engineer at the early age of fourteen.

have greatly improved and I am not afraid to speak with my professors or to ask important questions," said Martin. "I have been given many opportunities to do my own research, and I already feel like an actual chemical engineer."

Martin is extremely thankful for the Klesses and expressed that the scholarship has translated into one of the most valuable resources a student can have - more time. This time has given him the ability to have a proper school-life balance that otherwise would not be possible. From participating in his research and studies to becoming involved in other experiences on campus such as UTSA's Christian ministry, Cru, he feels that he has truly been able to become a well-rounded student and a better version of himself.

In addition to his gratitude, Martin also expressed that he is impressed with how much Bill and Margie have given, not only to create their endowed scholarship, but to fund such a large portion of the relatively new chemical engineering program at UTSA. With his overwhelmingly positive experience, Martin says he is truly grateful for Margie and Bill.

"Thank you for believing in this program at UTSA and underrepresented students like me. I am grateful to be a Klesse Scholar. It is wonderful to have people like you believe in me. Your recognition has pushed me to excel and gain even more than I thought was possible from my education."



# HISTORY OF GENEROSITY

CREATING BOLD, NEW OPPORTUNITIES

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University supporters since 2006, **Carlos** and **Malú Alvarez** are no strangers to UTSA's culture of philanthropy.

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In March 2021, the couple went above and beyond by committing \$20 million to the College of Business. The first gift of its kind in university history, their support will advance research-enhancing activities, including establishing endowed faculty positions, graduate research fellowships, and undergraduate research programs. In recognition of their immense generosity, The University of Texas System Board of Regents authorized the renaming of the College of Business to the **Carlos Alvarez College of Business**, making it the first named college at UTSA.

"We are very proud to support UTSA and its outstanding students, many of whom—like me—are first-generation Mexican Americans," said **Carlos**, co-chair of UTSA's Campaign Leadership Council. "As a result of UTSA's success in growing and attracting high-caliber students, I was compelled to make this gift to the College of Business and support the largest business school in San Antonio, where I built my own business."

"The Alvarezes' generous gift will have a profound impact on the university, our students and our community because it truly is an investment in the future entrepreneurs and business leaders of San Antonio and Texas," said **Kimberly Andrews Espy**, provost and senior vice president for academic affairs at UTSA.

Following this gift, the Alvarezes gave an additional \$2 million in memory of their longstanding friend and mentor, Tom C. Frost, a renowned business leader, philanthropist, and advocate of UTSA. The gift established the **Tom C. Frost Distinguished University Chair for Business Excellence** and will be used to support research in the college. The chair will be held by the dean of the Carlos Alvarez College of Business in addition to the Bodenstedt Chair for the Dean of Business —making this the first time in UTSA history for a dean to hold two chaired positions.

"Carlos and Malú Alvarez have once again shown us that their deep generosity to UTSA has no bounds. Their passion for supporting educational opportunity and the economic development of San Antonio helps ensure a bold future for UTSA and our community. Tom introduced Carlos to the university, and this gift recognizes their friendship. That makes it especially meaningful for us," said President **Taylor Eighmy**.

The Alvarezes' longstanding support of UTSA is a testament to their commitment to fostering generations of future business leaders, and the university community could not be more grateful for their enduring and generous support.

"Higher education will always be the most important spark for change," said Carlos. "We, as a family, are blessed to be given the opportunity to make this gift to UTSA's College of Business, not only to support aspiring leaders but to hopefully enable them to leave their own generational legacy that can positively impact San Antonio, Texas, and communities across the globe."



**Natalie Malluru** is a public health major in UTSA's College for Health, Community and Policy. As a Top Scholar, Natalie received an opportunity to join the Archer Fellowship in Washington, D.C. through which she received funding from the **Carlos and Malú Alvarez Special Opportunities Fund**. During her fellowship, she worked to develop a smart phone application called Pocket VAX, which is available in the Apple Store and Google Play Store. The app makes it easier for families to manage their immunization records and learn about vaccinations. On March 5, 2021, Natalie was accepted into her top choice medical school at The University of Texas at Austin's Dell Medical School to continue her journey.

*"I am extremely grateful for the Carlos and Malú Alvarez Scholarship because it empowered me to explore experiential activities outside of my pre-medical classes. I was granted the opportunity to study abroad and intern in D.C., allowing me to foster passions for health information technology and health policy."*



## A Devoted Couple Helps Students Explore Our World and Beyond

**Mary Whisenhunt, Ph.D. '20** and her husband, **John** have been astounded by the hard work and dedication of UTSA's students. While having almost polar opposite interests in the academic realm, with Mary thriving in archaeology and John having a deep admiration for astronomy, the couple has one major passion in common — supporting UTSA students and faculty in both fields.

While attending UTSA to receive her doctorate in Anthropology, Mary could not help but notice the enthusiasm her fellow classmates shared in her area of study. While working alongside her fellow scholars, she also realized that most of her peers at UTSA were first-generation students who worked multiple jobs and dealt with financial barriers to pursue their degrees. Today, Mary works as a research analyst at UTSA's Center for Archaeological Research.

"While I had the military's G.I. Bill help to pay for my degree, I noticed that students around me were working 20 or more hours per week while also pursuing their education. The

curriculum was very demanding and many of these students did not have the same safety net that I did. I wanted to find a way to help them pursue their goals without distractions," said Mary.

John, who has always been fascinated with astronomy, was inspired by other space science community outreach with local amateur astronomy clubs to engage with the university. He became involved with UTSA by volunteering in the physics and astronomy department. John became a docent for the Curtis Vaughan Jr. Observatory located above the Flawn Science Building and through this experience, he recognized the value of having aspiring professional astronomers — astrophysics students — actively participate in UTSA's public astronomy programs.

With the best interest of UTSA students in mind, Mary and John unfolded their generous plans to establish two endowed funds at the university in 2018. To support their passions in anthropology and

astronomy, the couple created the **Whisenhunt Excellence Endowment in Anthropology** and the **John "Whizzo" Whisenhunt Astronomical Endowed Scholarship**. The endowments will be generously funded through gifts in the couple's wills.

In 2020, Mary and John decided to accelerate their support for more immediate impact. To complement their endowments, the couple also created two annual scholarships to provide immediate support while the endowments grow and mature. These generous commitments mean that scholarships will be awarded right away while the endowments grow over time, allowing the Whisenhunts to positively impact students at the university in both the short- and long-term.

"We believe in UTSA and hope our gifts make the education of its students even more accessible and provide more opportunities for its already outstanding faculty. Our ultimate goal is that our gift will lead to even greater success for all," said John.

**UTSA** by the Numbers

As of Fall 2021



**34,734**  
Students Enrolled



More than  
**142K**  
Alumni



**\$140M**  
FY21 Total Research Expenditures



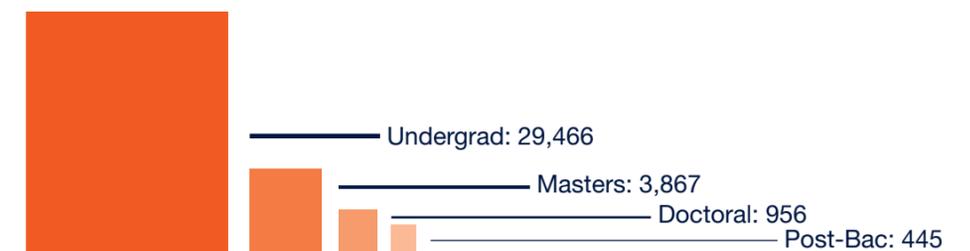
**7,736**  
FY21 Total Degrees Awarded

## FAST FACTS

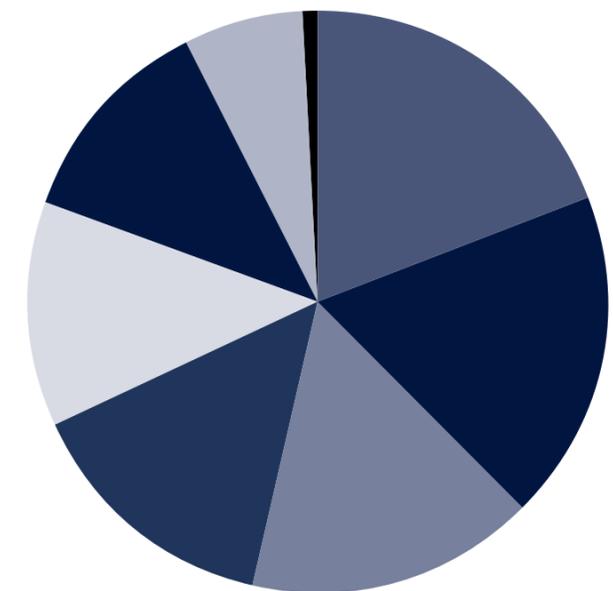
**1,384**  
NUMBER OF  
Faculty

**2,432**  
NUMBER OF  
Staff

### FY 21 Students by Level



### FY21 Students by College



- College for Health, Community, and Policy **19.34%**
- Carlos Alvarez College of Business **18.45%**
- College of Sciences **15.93%**
- University College **14.44%**
- College of Liberal and Fine Arts **12.38%**
- College of Engineering and Integrated Design **12.21%**
- College of Education and Human Development **6.65%**
- No College **.60%**

# MAKING A LASTING DIFFERENCE

## *Two UTSA professors continue to give after retirement*

Professors emeriti, **Kay** and **Steve Robbins**, from UTSA's College of Sciences Department of Computer Science, have a strong passion for helping future generations of computer scientists. After witnessing the hard work of students and faculty who continually met the challenges of the pandemic over the past two years, the married couple decided that now was the perfect time to create an endowment that would have a direct impact on their community.

Their generous and fully funded award - the **Kay and Steve Robbins Faculty Teaching Fellowship Award in Computer Science** - will help propel teaching innovations by computer science faculty in course, program, and career skills development.

"The pandemic has presented some challenges for teaching and learning, but also opportunities for innovative use of technology, especially new technologies," said **Kay** and **Steve Robbins** in a joint statement.

Kay and Steve became faculty at UTSA in the fall of 1975, entering with the university's first undergraduate class on the Main Campus. Soon after they arrived, the Robbins started teaching Computer Science and Systems Design courses. They helped develop the Systems Design curriculum that is the basis of UTSA's Computer Engineering program.

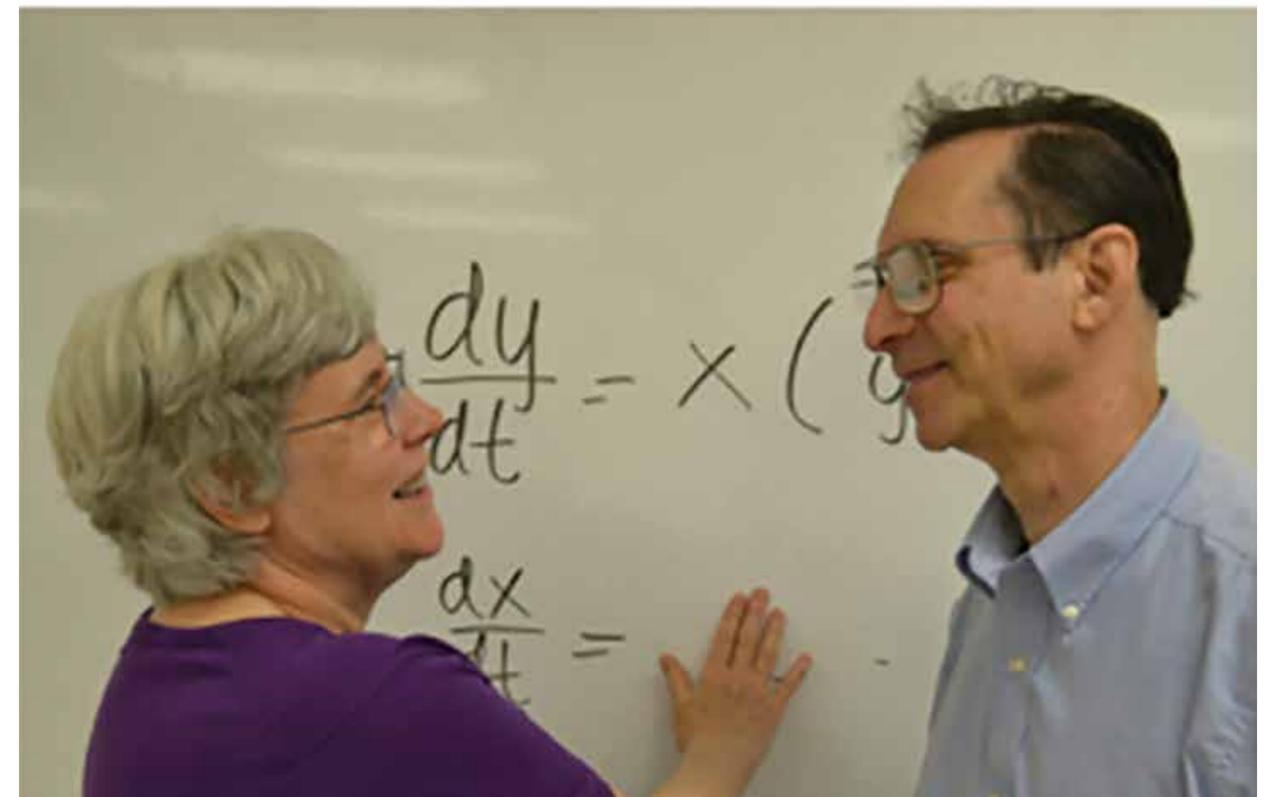
Throughout their careers, Steve and Kay focused on developing hands-on learning through laboratories, empirical approaches, and active learning.

Individually and jointly, they received grants from the National Science Foundation, the National Institutes of Health, NASA, and the Texas Workforce Commission to fund the development of laboratory facilities, curriculum, student mentorship and peer tutoring programs, and internships at the university. Kay served as the supervisor of UTSA's first CS Ph.D. graduate, and Steve oversaw the development of UTSA's first university-wide computing laboratory.

Through their endowed fellowship, Kay and Steve are commemorating over 40 years of service at UTSA where they have witnessed the computer science program and curriculum adapt to the advent of networks, terminals, PCs, the Internet, the Web, and mobile devices.

"We are very grateful for this visionary endowment fund that doctors Kay and Steve Robbins have established to support the future success of our computer science education," said **Sushil Prasad**, chair of the UTSA Department of Computer Science. "Kay and Steve have been founding members of the computer science department and have been instrumental in establishing a standard of excellence in education and research that will always be tied to their legacy at UTSA."

Kay and Steve look forward to seeing their gift enhance the lives of students, fellows, professors, and the overall Computer Science program at UTSA, both in the present and as technology continues to progress over the years. Their generosity will enable UTSA's College of Sciences to make huge strides in the Computer Sciences program for many



*Kay and Steve Robbins*



# Thank You for Your Generosity!



## Endowments provide permanent support to the university for a better future.

**Gifts to endowments** are never spent, they are invested and quarterly distributions are made to your chosen area of support. Endowments provide for many purposes and interests at the university, including:

- Student Support
- Academic Positions
- Programs or Miscellaneous Support

Endowments can be funded over a five year period or less and once officially established, you or anyone else may contribute to the principal at any time, including through a gift in your will. With your endowment, you are creating a legacy with the university in perpetuity that will benefit generations of faculty, students, and scholars for years to come.

## University of Texas Investment Management Company (UTIMCO) is contracted by The University of Texas System to invest funds under its fiduciary control.

**UTIMCO** is the first investment corporation formed by a public university system to oversee investments for a university. UTIMCO adheres to a "constant growth" distribution policy.

Under this constant growth policy, distributions in a year are equal to the distribution in the prior year (in dollars) plus an increase to offset actual inflation in that particular year. This allows distributions to grow at a steady rate equal to the rate of inflation and provides a stable stream of "real" resources to the university.

Most endowments are invested in the Long Term Fund (LTF) designed to preserve the purchasing power of the endowment over the long-term. In years when investment markets are strong, excess returns are held within the LTF. These excess returns are used to maintain a constant distribution stream in years when investment returns fall below the targeted distribution rate.

The book value of an endowment represents all contributions, reinvested income and any realized gains or losses attributable to the sale of an investment held in the endowment, while the market value is the prevailing price of an investment in an actively traded market.

UT institutions rely heavily on philanthropy to support their educational and research missions. Consequently, additional investments in development personnel and operations are essential to ensure that institutions enhance campus-wide efforts to secure more private support. Your generous endowment gifts are invested in the UT System's Long Term Fund (LTF), a pooled investment fund that operates like a mutual fund. As endowment gifts are received, they purchase units in the LTF, which each pay a quarterly distribution to the UT institution to be used for the purpose designated in the donor's endowment agreement. Each year, UT institutions may request an allocation from the LTF of up to .60% (60 basis points) of the value of all their endowments held in the LTF which is used to support the institution's development efforts to attract additional gifts, with an emphasis on increasing endowments to support faculty, staff, students, programs, and research. Your individual endowment's portion of the allocation is reflected on your endowment financial statement.



## Contact Us

### *Office of Development and Alumni Relations*

One UTSA Circle  
San Antonio, TX 78249  
[giving.utsa.edu](http://giving.utsa.edu) | [giving@utsa.edu](mailto:giving@utsa.edu)  
210.458.5135

# IN FY21, DONORS DESIGNATED \$101.5 MILLION TO PRIORITIES ACROSS THE UNIVERSITY.

45%

## RESEARCH, FACULTY, ACADEMICS AND STUDENT PROGRAMS

**Advancing discovery, accelerating innovation and enhancing the Villanova experience for students and faculty**

Last summer, the generosity of the Villanova University community fueled the work of Computer Engineering seniors Michael DiGiacomo and Christian Berger as they adapted their capstone project to meet unexpected challenges from the COVID-19 pandemic. Thanks to the support of more than 240 donors who contributed over \$40,000 to “Communicating with Frankie: A Nova Solution,” the student team was able to develop and deliver three functioning prototype systems for Villanovans with spastic cerebral palsy to help them communicate more independently.

25%

## SCHOLARSHIPS

**Helping make the dream of a Villanova education a reality for deserving undergraduate and graduate students**

Meeting 100% of demonstrated financial need is a core priority of Villanova’s Strategic Plan, **Rooted. Restless.** In FY21, donor-funded scholarships provided more than \$10 million in direct support of more than 750 deserving students.

12%

## ATHLETICS

**Fueling student-athlete achievements—in competition and in the classroom**

One of many Diversity, Equity and Inclusion (DEI) initiatives at the University, Villanova Athletics’ UNITAS Initiative is a framework to build a welcoming and supportive athletic department through constructive dialogue, educational programming and community engagement. Through the UNITAS Initiative, Villanova Athletics is committed to fostering an inclusive environment where every member of the community has a voice and feels respected, valued and safe.

10%

## FACILITIES

**Transforming campus through new and renovated spaces that support academics, athletics, student activities and beyond**

Over the past two academic years, the Career Center has undergone significant renovations to create new offices, interview and event spaces for employer engagement opportunities and the Wildcat Wardrobe—made possible thanks to the generosity of parents and alumni. Despite limitations resulting from the COVID-19 pandemic, the Career Center has pivoted by creating a scalable, flexible and accessible version of the Center online—ensuring they are able to support students and alumni wherever they are. This year, the Career Center staff completed over 3,900 appointments with students and alumni to help them with the next steps in their careers. The Center is looking forward to welcoming students back to this reinvigorated space.

8%

## GENERAL SUPPORT

**Enabling University leaders to address emerging and pressing needs, through the Annual Fund, Innovation Fund and Immediate Use Funds for the six Schools and Colleges**

In fiscal year 2021, more than 13,000 donors gave over \$5 million to six unrestricted funds—supporting the most immediate needs of students and the University.

*All numbers are rounded to the nearest dollar.*

### Fiscal Year Giving (JUNE 1, 2020 - MAY 31, 2021)

AMT

Enhancing Diversity in Geography and Environment (EDGE) .....	\$1,842
Graduate Student Hardship Fund .....	\$500
Faculty Fund for Student Emergencies.....	\$300
College of Professional Studies Dean’s Fund for Strategic Initiatives.....	\$250

**TOTAL .....** **\$2,892**

*Fiscal year 2021 giving includes outright gifts, pledge payments and all matching gifts submitted from June 1, 2020 through May 31, 2021.*

### Lifetime Recognition

AMT

**\$125,501**

### Fiscal Year Pledge

AMT

CLAS Dean’s Fund for Strategic Initiatives.....	\$25,000
---	----------

**TOTAL .....** **\$25,000**

### Giving Society Membership

*Giving Society Membership data is based on giving as of May 31, 2021.*

- **The Matthew Carr Society** honors the exceptional donors who have made lifetime gifts of \$1 million or more.
- ✓ **1842 Heritage Society** is comprised of donors who support the University through estate gifts, life-income gifts or the transfer of assets.
- **Caritas Society** recognizes those loyal donors who offer consistent, unflinching support of 20+ consecutive years.
- ✓ **President’s Club** recognizes donors who make exemplary annual gifts of \$2,500 or more.
- **President’s Club Associates** recognizes all undergraduate alumni of the past 1 to 15 years who contribute \$1,000 or more annually.
- **Young Alumni Circle** offers undergraduates of the past 10 years a way to give back through incremental levels of support each fiscal year.
- ✓ **Villanova Loyalty Society** recognizes donors who give for three or more consecutive years.
- **Veritas Society for Young Alumni** recognizes Villanova Law JD graduates of the last 10 years who make an annual gift of \$500 or more to the Charles Widger School of Law.
- **Reuschlein Society** recognizes donors who have made lifetime gifts totaling \$100,000 or more to the Charles Widger School of Law.

## WHERE LAW AND ENTREPRENEURSHIP INTERSECT

Building on the success of the John F. Scarpa Center for Entrepreneurship and Law, John and Jana Scarpa made a significant commitment of \$15 million to the Charles Widger School of Law in FY21. This generous gift will expand the scope of the Scarpa Center, create a new endowed faculty position focused on the intersection of law and entrepreneurship and establish a comprehensive suite of expanded services and resources for the Law School and University. The renaming of Villanova Law’s home—John F. Scarpa Hall—recognizes the continuing generosity of the Scarpa family and the tremendous impact of their philanthropy.

## VILLANOVA FOR VETERANS

A transformational commitment of \$10 million from Martin G. McGuinn '64, '67 will advance faculty research and provide critical support to student veterans, service members and their dependents through the expansion of the Yellow Ribbon Program at Villanova. This important gift underscores a continual expansion of support and programming for veterans and service members at Villanova. The University established a centralized Office of Veterans and Military Service members in 2018, which will be housed in the new Prince Family Veterans Resource Center in Vasey Hall this fall. This new facility was made possible through the generosity of Brian F. Prince, the Labrecque Family and Tripp Keber '90.

## IN SUPPORT OF SECOND DEGREE NURSING STUDENTS

A \$2.5 million commitment from the Bedford Falls Fund will expand the M. Louise Fitzpatrick College of Nursing’s Second Degree Accelerated Bachelor of Science in Nursing (BSN) degree track through the establishment of the Joanne and William Conway Scholarship Program. Beginning in 2022, the Fitzpatrick College of Nursing will recruit and enroll an annual cohort of 20 Conway Scholars, increasing the pipeline of highly qualified nurses and removing financial barriers by providing scholarships to individuals who already have a college degree and aim to realize their dreams of a nursing career.

## AN INCLUSIVE COLLEGE EXPERIENCE FOR ALL

The VUnited Scholars Program is a two-year residential certificate program offered through Villanova’s College of Professional Studies, which allows students with intellectual disabilities to explore and realize both their learning potential and maximize their personal growth, while preparing them for future, meaningful employment. Thanks to the generous support of Thomas M. Murphy, the VUnited Scholars Program welcomes its first cohort of students this summer.

## RECOGNIZING OUR GENEROUS DONORS

<b>312</b> Carr Society Members	<b>3,224</b> President’s Club Members	<b>272</b> President’s Club Associates	<b>1,421</b> Loyalty Society Members	<b>409</b> Young Alumni Circle Members
<b>14</b> Veritas Society Members	<b>120</b> Reuschlein Society Members	<b>1,290</b> Heritage Society Members	<b>2,782</b> Caritas Society Members	

*If you have any questions, please contact Susan McDonnell, Executive Director of Stewardship, at susan.mcdonnell@villanova.edu or (610) 519-4984.*



VILLANOVA  
UNIVERSITY

UNIVERSITY ADVANCEMENT

Endowment Reports

# About Endowment Reports

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## ❖ **Our Annual Report to Endowed Fund Donors based on Fiscal Year Activity**

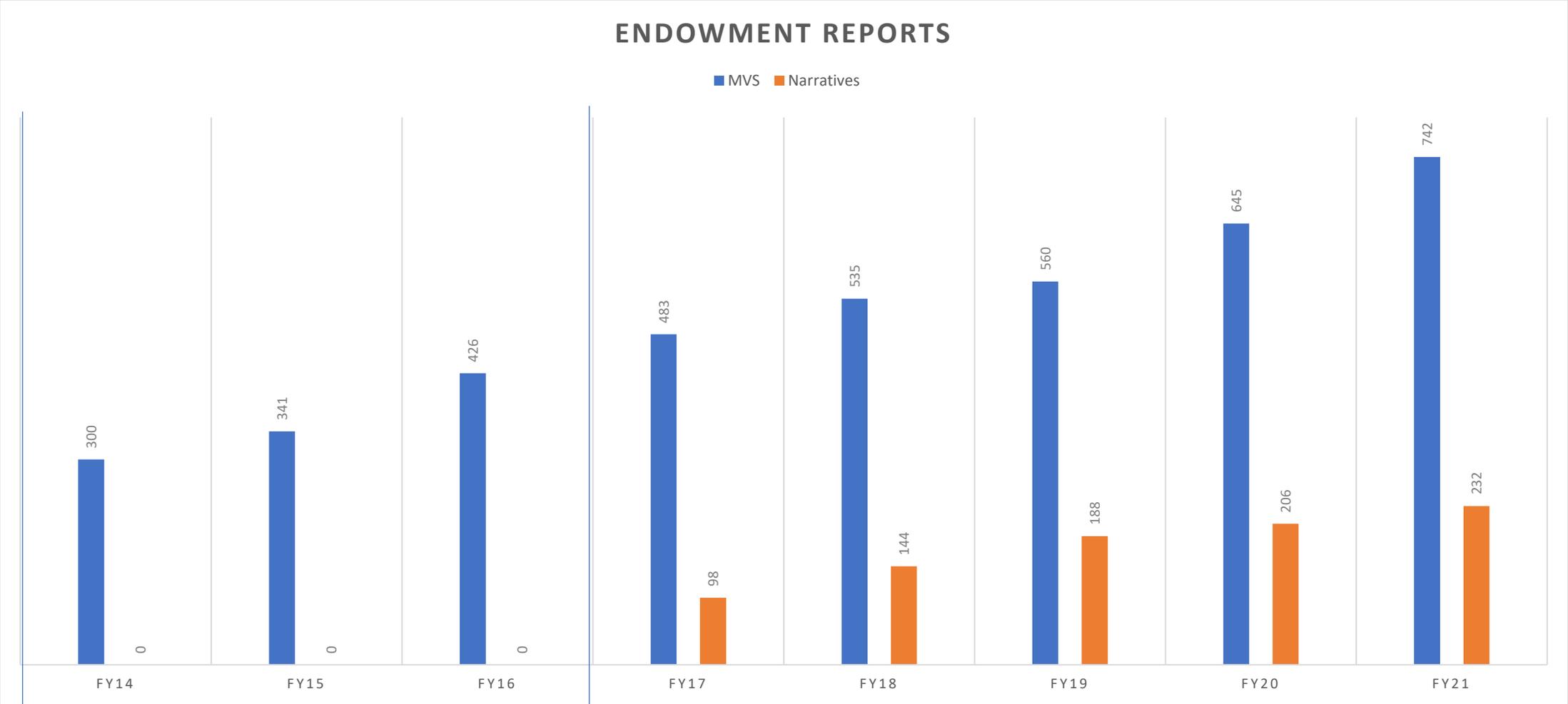
- Cover Letter (TBD)
- Overview of University Endowment Performance
- Stories of Impact (highlights for several funds)
- Overview of Endowment Impact Broadly

## ❖ **Individual Impact**

- Market Value Statement for Donor Funds
  - All endowments for past FY
- Narrative Report on how Funds were Distributed
  - Programmatic (non-scholarship) reports only\*

\*Scholarship storytelling occurs on an Academic Year schedule

# Endowment Report Growth Over Time



No narrative reporting, MVS Only



# Project Timeline

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## ❖ Throughout the Year

- Stewardship monitors all endowment spending, and notifies budget managers if funds are unspent or underspent by March

## ❖ May

- Reporting team meets with budget managers and affiliated staff to provide project timeline for information gathering

## ❖ June-July-August-September

- All the writing

## ❖ August

- Financials received from the Finance Department, Market Value Statements created
- General content finalized for distribution folder

## ❖ September-October

- Final approvals
- Final writing (e.g. final “gentle” reminders to University colleagues to provide info)
- **Distribution/mailing by October 31**



Agreement to Establish the

**Name of Endowed Scholarship**  
and the  
**Name of Scholarship**

Prepared for  
**Donor/s 'Yr**

Month Year

Villanova University

DRAFT FY23

Agreement to Establish the  
**Name of Endowed Scholarship**  
and the  
**Name of Scholarship**  
at the Choose an item. of Villanova University

Villanova University (the “University”), a higher education institution in Villanova, Pennsylvania, gratefully acknowledges the generosity of **Donor/s** 'Yr of City, State (“Donor”), who through this Agreement agrees to establish the **Name of Endowed Scholarship** (“Fund I”) and the **Name of Non-Endowed Scholarship** (“Fund II”) at the Choose an item. of the University. In order to protect the interests of both the Donor and the University, intending to be legally bound, we agree as follows:

1. **Donor’s Commitment:** The Donor is making a charitable gift of \$###,### (written out in word form, i.e., One Hundred Thousand Dollars) to the University in the form of cash or readily marketable securities (“stocks”), according to the following schedule:

<b>Payment Received On or Before</b>	<b>Endowed Fund (Fund I)</b>	<b>Non-Endowed Fund (Fund II)</b>	<b>Total Annual Amount</b>
December 31, 2022	\$XX	\$XX	\$XX
December 31, 2023	\$XX	\$XX	\$XX
December 31, 2024	\$XX	\$XX	\$XX
December 31, 2025	\$XX	\$XX	\$XX
December 31, 2026	\$XX	\$XX	\$XX
<b>Total</b>	<b>\$XX</b>	<b>\$XX</b>	<b>\$XX</b>

Gifts of stock will be valued according to Internal Revenue Service (“IRS”) guidelines in effect at the time the stock is transferred to the University. Currently, these guidelines value the stock at the average of the high and low trades on the date of transfer to the University. As the University is relying upon this gift for its planning purposes, the Donor acknowledges that this gift shall be a legally binding obligation of **themselves and their** estate, personal representatives, heirs and assigns, and that this Agreement will be governed by Pennsylvania law. Please note IRS guidelines prohibit the use of Donor Advised Funds to fulfill a legally binding commitment.

2. **University’s Commitment:**
  - a. In recognition of this generous commitment, the University will create two separate funds. Amount written out in word form (\$##,###) will be placed in an endowed fund to

be known as the **Name of Endowed Scholarship** (Fund I), and amount written in word form (\$#,###) will be placed in a non-endowed fund to be known as the **Name of Scholarship Fund** (Fund II).

- b. The purpose of Funds I and II is to [provide financial support to academically talented full-time undergraduate students enrolled in the Choose an item. with demonstrated financial need.]

**Commented [LD1]:** This is the preferred language for grant-replacement scholarships. If the donor wishes for the award to be supplemental (in addition to VU grant monies), remove the "with demonstrated financial need" language.

Any Preferences the donor wishes to include must be reviewed by Stewardship to ensure compliance with federal law and that the university has a population of students eligible to receive the funds.

**3. Selection Procedure:** Recipients of this scholarship will be selected by the Director of Financial Assistance (or designee), in accordance with University policies and, where applicable, federal and state regulations governing the award of financial aid.

**4. Terms of Scholarship:** Each scholarship will be awarded for one academic year with preference for renewing the award to the same recipient(s) in subsequent years providing the recipient(s) continues to meet the conditions of eligibility, is in good academic standing, is in good disciplinary standing, and funds are available.

**5. Management of Funds:**

- a. The University will invest, manage and pool Fund I with its other endowed funds in accordance with regular University investment and management policies. The University will make an annual distribution from Fund I, as determined by application of the University's endowment spending policy, which may be amended from time to time but is currently based on five percent (5%) of a rolling 12 calendar quarter average of the Fund's market value calculated as of December 31<sup>st</sup>, and it may be used for any purpose as described in Paragraph 2 above. Any difference between actual investment income and the amount distributed for spending shall be retained with the funds to support spending in future years. No distributions shall be made from Fund I until the fiscal year following receipt of full payment. If by the end of the pledge period outlined in Paragraph 1, the gifts to Fund I from the **Donor** and any anticipated matching gifts total less than **\$100,000**, the University's current required minimum amount for establishment of an **endowed scholarship fund**, the University will make a reasonable effort to notify the **Donor** in writing to obtain a recommendation for the use of Fund I. In the event the **Donor does** not make a recommendation or **is** not available to make a recommendation,

the President of the University in consultation with other appropriate University officials, may determine an alternative use for Fund I, including any income accumulated thereon, based on the value of the Fund and the purpose(s) set out in this Agreement.

- b. The first distribution from Fund II may be made in the academic year following receipt of the initial payment.

**6. Recognition:**

- a. The Donor will be referred to as Donor/s 'Yr in connection with this gift. This contribution may be publicized in donor recognition vehicles produced by the University or other entities, including in print, broadcast, and/or electronic media.
- b. The University may recognize the gift with an appropriate public announcement unless directed otherwise by the Donor.
- c. The naming opportunities outlined in this Agreement shall be subject to the terms and conditions of the University's Policy and Guidelines for Naming University Assets.

- 7. Stewardship:** After the initial distribution from Fund I, the University will provide an annual report to the Donor, including an overview of the financial activity of the Fund and other relevant information.

- 8. Planning for the Future:** Endowment gifts are designed to last for all time. However, it is impossible to anticipate how changing circumstances in the future may impact the University's ability to comply with all of the provisions of this Agreement. Accordingly, in the event future developments make it impracticable for the University to carry out the specific terms of this Agreement, the President of the University in consultation with other appropriate University officials shall have the discretion to direct the use of the Fund for a purpose at the University as close as possible to the Donor's original intent.

- 9. Signatures:** This Agreement and all documents referenced herein shall constitute the entire agreement between the parties. The Agreement may be signed in counterparts and transmitted by facsimile, scan and/or electronic copy. All counterpart, facsimile or electronic signatures shall have equal validity and enforceability as a fully signed original Agreement.

Approved by

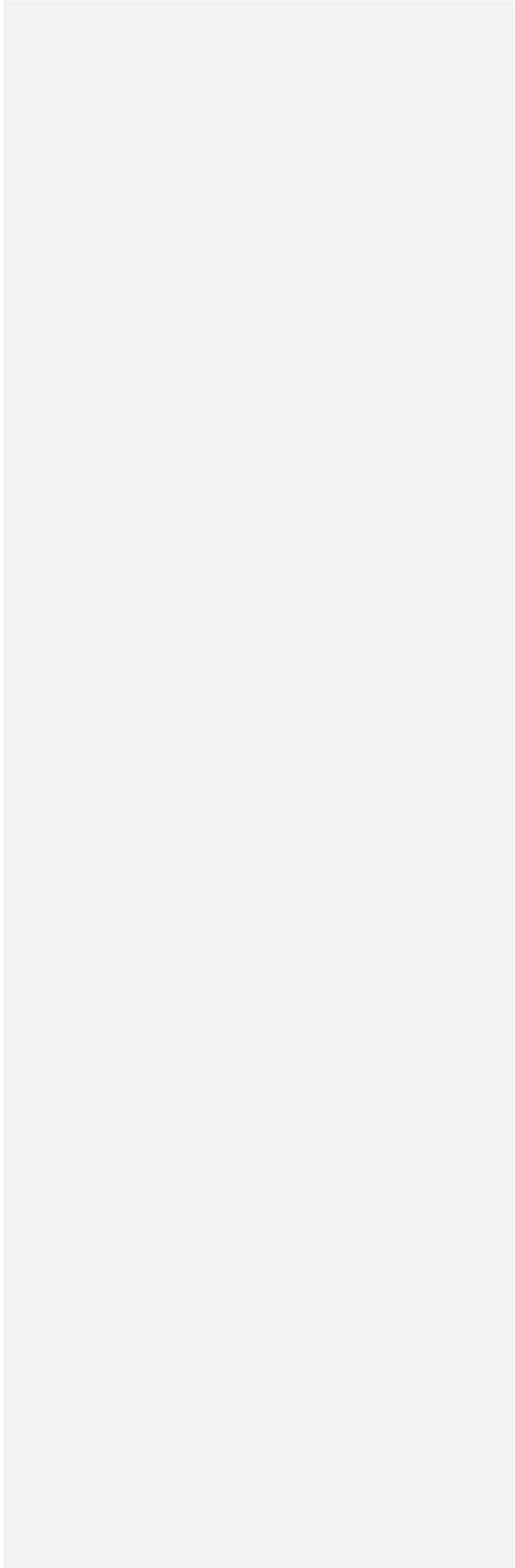
\_\_\_\_\_  
Donor/s 'Yr Date

\_\_\_\_\_  
Donor/s 'Yr Date

VILLANOVA UNIVERSITY

By: \_\_\_\_\_ Date \_\_\_\_\_  
Rev. Peter M. Donohue, OSA, '75  
President

DRAFT FY23





VILLANOVA  
UNIVERSITY

UNIVERSITY ADVANCEMENT

Impact Statements

# Stewardship Reporting

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**Impact  
Statements**



**Endowment  
Reports**



**Scholarship  
Reports**

## Limited Sends

- Fund Activation Report (August/Early September)
- Restricted Fund Donor Reports (TBD FY23)

# About Impact Statements

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## ❖ **Our Annual Report to Donors**

Provide a broad “State of Philanthropy” to approximately 4,000 donors

- Message from the President
- Overview of Philanthropic Achievements
- Stories of Impact
- This Year: Cover Letter from MGOs (with digital signature)

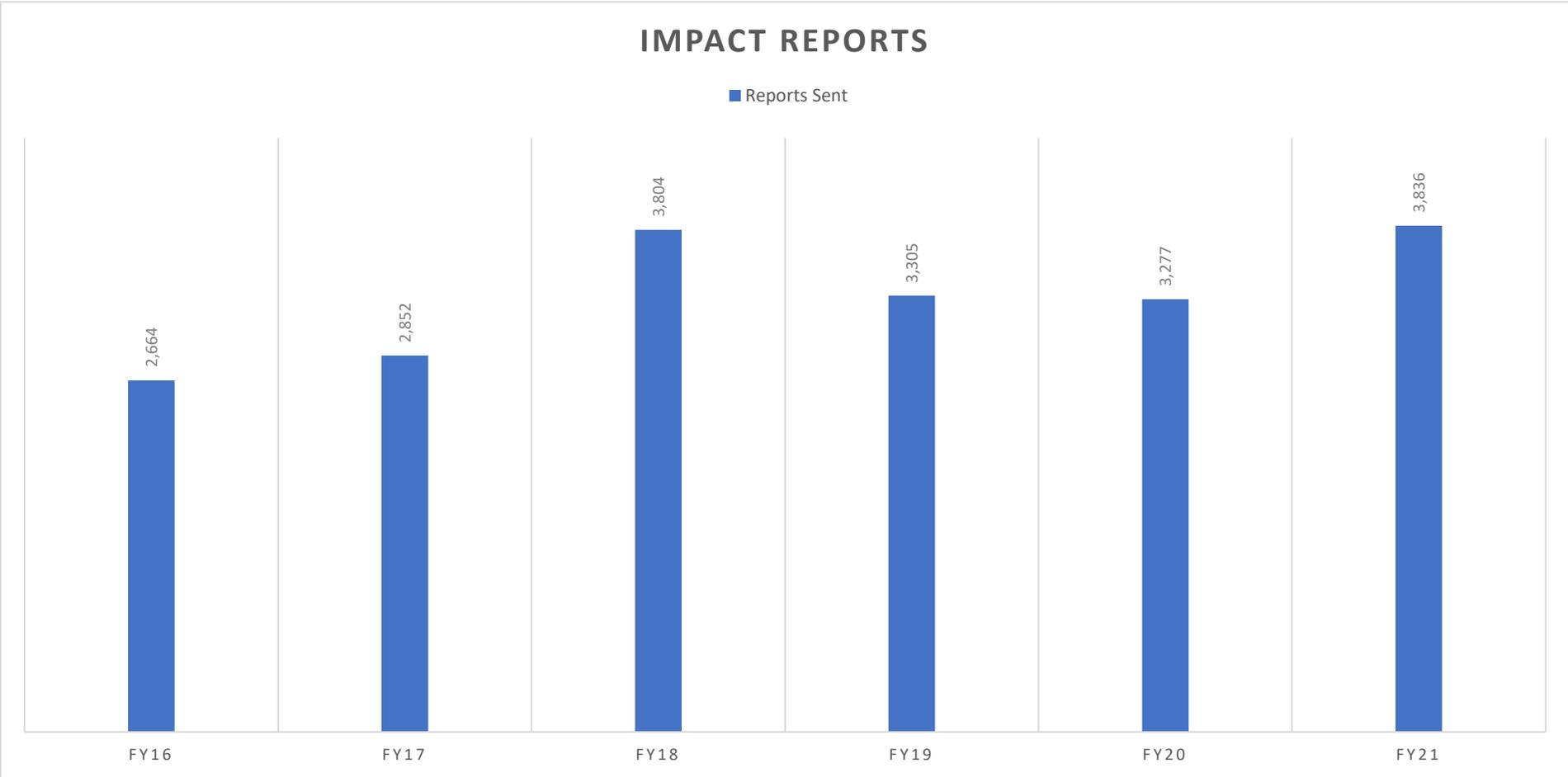
## ❖ **Individual Impact**

Provides donors with a view of how their giving is incorporated into the broader story of impact

- FY22 Giving Details
- FY22 Pledges
- Lifetime Giving to Villanova
- Non-Deductible Athletic Payment (Villanova Basketball Season Tickets)
- Giving Society Memberships

# Impact Report Growth Over Time

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↑  
Campaign Close

# Print Report

## Total Recipients: 900

- Current and Former Board
- Cabinet and Deans
- President's Advisory Council
- Carr Society
- \$50K+ Current Campaign Donors
- \$100K+ Lifetime Donors with \$2,500 giving in FY20

### IN FY20, DONORS DESIGNATED \$65.5 MILLION TO PRIORITIES ACROSS THE UNIVERSITY.

**38%** Research, Faculty, Academics and Student Programs  
Advancing discovery, accelerating innovation and enhancing the Villanova experience for students and faculty.

A team of Villanova faculty and students from the College of Engineering and the H. Louise Fitzpatrick College of Nursing is working with industry professionals to create low-cost, easy-to-manufacture ventilators in response to shortages. Supported in part by philanthropic donors, the team recently received a Manufacturing PA Innovation Program COVID-19 Challenge Grant to further the same project. Also in development at the College of Engineering is a COVID-19 risk monitoring system, which will monitor at-risk individuals for early signs of infection so they can seek treatment. This project—a partnership between RTM Vital Signs, LLC and Villanova University—is also supported by a COVID-19 Challenge Grant.

#### 19% Scholarships

Helping make the dream of a Villanova education a reality for deserving undergraduate and graduate students.

Meeting 100% of demonstrated financial need is a core priority of Villanova's new strategic plan, *Rooted, Restless*. In FY20, donor-funded scholarships provided more than \$7 million in direct support of deserving students.

#### 19% Athletics

Fueling student-athlete achievements—in competition, the classroom and the community.

In FY20, Villanova Athletics launched the Villanova Athletics Women's Empowerment Initiative, a year-long celebration of our extraordinary female student-athletes. Donors contributed more than \$3 million to enhance women's athletic programs—including updated facilities and playing fields, funding of coaches and an increase of operational budgets.

#### 12% General Support

Through the Annual Fund, Innovation Funds and Immediate Use Funds for Villanova's six Schools and Colleges, you enabled University leaders to address emerging and pressing needs.

More than 1,450 donors gave \$204,982 to seven crowdfunding campaigns in FY20, supporting student organizations, helping to close the digital divide for underserved students and honoring Villanova nurses on the front lines of the COVID-19 pandemic, among other goals.

#### 12% Facilities

Transforming campus through new and renovated spaces that support academics, athletics, student activities and beyond.

During FY20, Villanova completed construction on one of the most ambitious facilities projects in its history—the redevelopment south of Lancaster Avenue. The Cornerstone—Villanova's newest living-learning community—opened in the fall of 2019. The Cornerstone houses 1,151 students, a restaurant, coffee shop, technology zone and fitness facilities, and recently received LEED Silver certification by the US Green Building Council. The John and Joan Mallon Center for the Performing Arts, a \$60-million project funded entirely by donor giving, was completed in spring of 2020.

### Recognizing our generous donors

348  
Carr Society Members

3,146  
President's Club Members

280  
President's Club Associates

1,860  
Loyalty Society Members

423  
Young Alumni Circle Members

1,860  
Veritas Society Members

108  
Rouschlein Society Members

1,213  
Heritage Society Members

2,514  
Caritas Society Members

### Christopher and Janet Haley

#### Fiscal Year Giving 2019-2020 - MAY 31, 2020

The Robert T. LeClerk Finance Department Seminar Series	\$6,700
Donor H. Louise Center for Real Estate	\$4,710
<b>TOTAL</b>	<b>\$11,410</b>

#### Lifetime Recognition

\$23,532

#### Non-Tax Deductible Athletic Payment

\$9,000

#### Fiscal Year Pledge

\$22,000

#### Giving Society Membership

\$2,836

- The **Malvern Care Society** honors the exceptional donors who have made lifetime gifts of \$1 million or more.
- **MAJ Heritage Society** is comprised of donors who support the University through house gifts, life income gifts or the transfer of assets.
- **Caritas Society** recognizes those loyal donors who offer consistent, voluntary support of 20+ consecutive years.
- **President's Club** recognizes donors who make exemplary annual gifts of \$2,000 or more.
- **President's Club Associates** recognize all undergraduates during the past 10+ years who contribute \$1,000 or more annually.
- **Young Alumni Circle** offers undergraduates of the past 10 years a way to give back through incremental levels of support each fiscal year.
- **Villanova Loyalty Society** recognizes donors who give for three or more consecutive years.
- **Veritas Society for Young Alumni** recognizes Villanova Law School graduates of 10-20 years who make an annual gift of \$500 or more to the Charles Widger School of Law.
- **Rouschlein Society** recognizes donors who have made lifetime gifts totaling \$10,000 or more to the Charles Widger School of Law.

If you have any questions, please contact Susan McQuinn, Executive Director of Stewardship, [susan.mcquinn@villanova.edu](mailto:susan.mcquinn@villanova.edu) or (610) 533-4864.

### VILLANOVANS, ALWAYS GREATER TOGETHER

The impact of COVID-19 on our student community was significant. Together, Villanovans answered the call for support, with 770 donors giving to priorities that directly benefited undergraduate and graduate students who were adversely affected.

- \$19,048 Student Emergency Fund**  
Enabling Villanova to support unforeseen student expenses due to COVID-19, including travel and technology costs.
- \$30,464 Villanova Law Student Emergency Fund**  
Enabling the Charles Widger School of Law to provide students who lost externships due to COVID-19 to engage in real-world research with Villanova Law faculty.
- \$51,180 Tutoring & Learning Support Services**  
Enabling Villanova centers for academic support to continue to empower students as they complete courses online.
- \$4,440 Graduate Student Hackship Fund**  
Supporting graduate students who lost income due to COVID-19 closures.
- \$23,200 Career & Professional Development Services**  
Enabling the Career Center to provide students and alumni with online support, professional development programming, and more.

### VILLANOVANS THANK OUR NURSES

During National Nurses Week, 308 donors participated in Villanova's "Thank a Nurse" campaign, donating \$63,428 in support of the H. Louise Fitzpatrick College of Nursing.

- Because of your generosity, Villanova nursing students will have access to software enabling virtual clinical classes, so they can continue to develop vital experiences even when hospital access is restricted.
- Villanova faculty can engage in critical research examining the physical, mental and social toll on healthcare workers treating COVID-19 patients.
- Additional scholarship support has been allocated to the *SDN Express* program.

### 1842 DAY

On September 17, 2019, Villanovans everywhere came together on 1842 Day, a day for Villanovans to promote school pride and celebrate what they love about the University. During Villanova's third annual day of giving, 6,202 donors made gifts totaling \$4,101,770.

Save the Date! 1842 Day is Tuesday, September 22!

### VILLANOVANS: ROOTED IN OUR AUGUSTINIAN, CATHOLIC HERITAGE. RESTLESS IN OUR PURSUIT TO IGNITE CHANGE.

- In the fall of 2019, Villanova launched the University's new strategic plan, *Rooted, Restless*, with a focus on six aspirations:
  - Maximizing the Impact of our Augustinian Tradition
  - Fostering a Diverse, Equitable and Inclusive Community
  - Building an Ever More Connected Community
  - Advancing Innovative Teaching and Learning
  - Creating Dynamic Opportunities for Research and Scholarship
  - Propelling Villanovans on a Path of Lifelong Success

# Digital Report

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## ❖ **Launched in FY20 with Aventri; FY21 with ODDER**

Provides a broad base of annual donors with report content

- Distributed via ODDER
- Video replaces content summary
- Donors receive discrete links for individual reports

## ❖ **Total Recipients: Approx. 2,900**

- Heritage Society with \$250 outright giving or more in FY22
- Caritas Society with \$250 outright giving or more in FY22
- President's Club
- President's Club Associates
- Young Alumni Circle
- \$50K+ lifetime donors with \$250 outright giving in FY22



# Project Timeline

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## ❖ Happening Now

- Lara preparing data through 4/30/22 for MGOs to audit their prospects
- Officers will have 1 week to review and request changes

## ❖ June

- Megan and Emily work with UAC and Susan to finalize content for digital and print reports
- After books close, Lara cleans final dataset to prepare for merges
- Digital content and contact files are merged, proofed and uploaded to ODDER
- Print files are sent to Graphics for merging and printing

## ❖ July

- Final video and digital content uploaded to ODDER
- Digital tests sent for review and approval
- Final print proofs reviewed for approval
- Digital reports sent via ODDER – **TARGET DATE: July 15**
- Print files sent by Graphics – **TARGET DATE: July 15**



Western  
University  
OF HEALTH SCIENCES

University Advancement

# Sample Annual Scholarship

Scholarship Fund Activity Report - July 1, 2021 through June 30, 2022



California Campus – 309 E. Second St., Pomona, CA 91766 | Oregon Campus – 200 Mullins Dr., Lebanon, OR 97355

University Advancement at Western University of Health Sciences | [www.westernu.edu](http://www.westernu.edu) | 909-623-6116



## A word of gratitude for your truly transformative generosity.



At a time when we are faced with new and unprecedented challenges in medicine and patient care, WesternU prides itself in preparing the health care professionals of tomorrow through state-of-the-art facilities, robust curriculum, and supportive faculty to guide them.

These resources impact not only our students, but transform our communities as well. It happens through our faculty and graduates, who provide individuals and families with the health care they need – and deserve – often in vulnerable and underserved areas, creating equitable communities of opportunity.

All of this, and so much more, is only possible thanks to you. Your continued generosity is essential in achieving this mission, and supports both the short-term and long-range goals of the University through which our students and communities benefit.

As a member of the WesternU community, you should be proud of the work that your generosity has and will continue to make possible.

Thanks to you, we can actively pursue our mission, and cultivate a place where students can continue to learn, thrive, and eventually venture out into the world as graduates - ready to make a difference in their communities.

On behalf of our students, staff, faculty, and leadership, THANK YOU!

**Diane M. Abraham, Ph.D., MBA, CFRE**  
Senior Vice President for University Advancement at WesternU

## This scholarship has **PURPOSE**

The Sample Annual Scholarship annually provides financial assistance to a Western University of Health Sciences student in good academic standing who has financial need, completed at least one full year of study at the University, has a minimum cumulative grade point average of 3.0, and demonstrated leadership in service to the University community.

## Your support helps students **THRIVE**

“As I get closer to graduation, I have more clarity of what my life as a physician will be like, and I can see how my values will shape me to become a good doctor and advocate for my patients. **It is such a privilege to be in medicine, and your generous donation will be of great help to me and other like-minded students who want to do great things with their careers.**”

– Erica C., Class of 2022

“Your generous scholarship is going to positively impact my life in so many ways. I am so grateful for your generosity and will be forever thankful to you and your family. **I hope one day I am also able to bless a student's life through a scholarship just like you have blessed my life. Thank you so much once again.**”

– Arjina B., Class of 2022

“My experiences within health care have all solidified my passion and determined aspirations set on aiding the underserved on a global scale. It is my hope to be an integral part of the community in which I reside. I plan to continuously challenge myself to learn and engage in higher management and leadership responsibilities. I believe that WesternU's pillars and curriculum will instill in me the proper training and preparation to develop progress toward these long-term goals.”

– Basil M., Class of 2024

## Our Mission:

Produce, in a humanistic tradition, health care professionals and biomedical knowledge that will enhance and extend the quality of life in our communities.  
**You make it all possible.**

Your support keeps communities

**HEALTHY**

“As a recipient of this scholarship, I will continue to uphold my strong commitment to service and working with communities in need. **I aspire to increase access to excellent care and advocate for patients in underserved populations in hopes to bridge the disparities in our health care system.** Thank you again for helping me achieve my goals!”

– **Christopher N., Class of 2022**

“Thank you for your investment in WesternU and students like me. **By funding this scholarship, you are not only supporting me but the future community I will serve, and for that, I am deeply grateful.** Without your scholarship, it would only be harder for first-generation and low-income students such as myself to pursue medical school. Your earnest investment in my future will be continuously valued as I progress in my medical journey.”

– **Bryan B., Class of 2025**

“The financial assistance will allow me to concentrate on my studies and extracurriculars to ensure I become the optimally well-rounded health care provider my future patients need. Your generosity is kindly appreciated and has inspired me to help others and give back to the community. I strive to one day be able to assist students to achieve their goals as you have done for me.”

– **Jacqueline L., Class of 2024**



# Sample Annual Scholarship Financial Information

## Understanding Your Report

Most of the values in this report represent activity that took place during WesternU's most recently completed fiscal year: July 1, 2021 - June 30, 2022.

In many cases, scholarships are awarded with funds donated in a previous fiscal year.

The value of gifts received include all cash and other assets which were credited to this scholarship's fund, regardless of source, on or before June 30, 2022.

Create an Endowed Scholarship: With a donation of \$20,000 or more, which can be paid off over multiple years, you can establish an endowed scholarship. Such endowments are permanently restricted funds which provide ongoing annual support for WesternU students on their path to becoming competent and compassionate health care providers who eagerly serve their communities.

	Number	Dollars
<b>July 1, 2021 – June 30, 2022</b>		
Gifts Received	1	\$ 2,000
Scholarships Awarded	2	\$ 2,000
<b>Lifetime</b>		
Gifts Received	10	\$ 20,000
Scholarships Awarded	18	\$ 18,000
<b>Fund Balance (as of June 30, 2022)</b>		<b>\$ 2,000</b>

## What is your WHY?

Donors like you share their reasons for giving back to WesternU

“To recognize nurses that truly understand the epitome of compassionate, humanistic caring; the same care our daughter Corinne received in her brief, impactful life.”

– Heather and Jason D.

“To ensure that we maintain our commitment to a more diverse and inclusive environment by recognizing individuals who engage in meaningful efforts to support diversity and eliminate barriers to any marginalized or underrepresented populations.”

– Daniel R.

“With more Americans living longer and fewer primary care physicians, the demand for highly skilled nurse practitioners and physician assistants is only expected to increase. We're proud to support the educational aspirations of future health care leaders by providing scholarships through the CVS Health Foundation to accredited Colleges of Nursing and Physician Assistants schools across the country.”

– Amy W., CVS Health Foundation

**Your support provides critical resources to keep students and communities thriving.**

# Your Impact This Year

## 395

total scholarships were  
awarded to students

## \$1.8M

in overall scholarships  
were made possible  
thanks to your support.

## 1,079

students graduated last  
May and are now ready to  
serve their communities as  
the medical professionals  
of tomorrow



## Remember,

this and so much more is possible thanks to you. Your support opens the door to opportunities of a lifetime and helps students become the health care professionals of tomorrow.

AN ENDOWMENT FUND REPORT PREPARED FOR THE

# Some Sample Scholarship

Endowment Activity July 1, 2020 - June 30, 2021



In January, COMP students resumed their hands-on OMT education in a temporary 30,000-square-foot "classroom" at the Fairplex in Pomona to ensure adequate space for appropriate social distancing.



Western  
University  
OF HEALTH SCIENCES

University Advancement  
309 E Second Street  
Pomona, California 91766-1854  
909-623-6116  
[www.westernu.edu](http://www.westernu.edu)

## Whether directly through scholarships or other indirect means, every donation supports WesternU students like these...



“Because I am relocating so far away, this scholarship will assist me in beginning my medical education in California. This scholarship will allow me to concentrate on my studies while also alleviating the financial load of medical school. Thank you very much for your continuous generosity and support!” –David Ramon II, DPM Class of 2025

“Through organizing free dental clinics, working with faculty and community leaders, and challenging myself to improve my Spanish speaking skills to communicate more effectively with my patients, I learned how to better provide culturally competent care. It has been rewarding to see the positive impact these outreach efforts have had on these communities and I plan to stay involved in community dentistry.” –Jenny Nguyen, DMD Class of 2021



“From assisting my fellow classmates in the curriculum as a tutor to providing free medical services to the greater Los Angeles and Orange County areas, I am tremendously pleased to give back and provide my support to others as this scholarship will do for me. This greatly impacts and relieves the financial burdens I face on my path in medical school. I hope in the near future to pay it forward and help many students in similar situations as mine achieve their goals.” –Jacqueline Sandoval, DO Class of 2022

“I aspire to spend my optometric career being an ambassador for functional, holistic care in optometry. My career goal is to provide my community with the services and resources to optimize their visual performance in school, work and sports consequently improving their quality of life. The equipment and acknowledgement I will receive from this award will be a stepping stone and driving force to helping me achieve this goal.” –Christopher Ogolla, OD Class of 2021

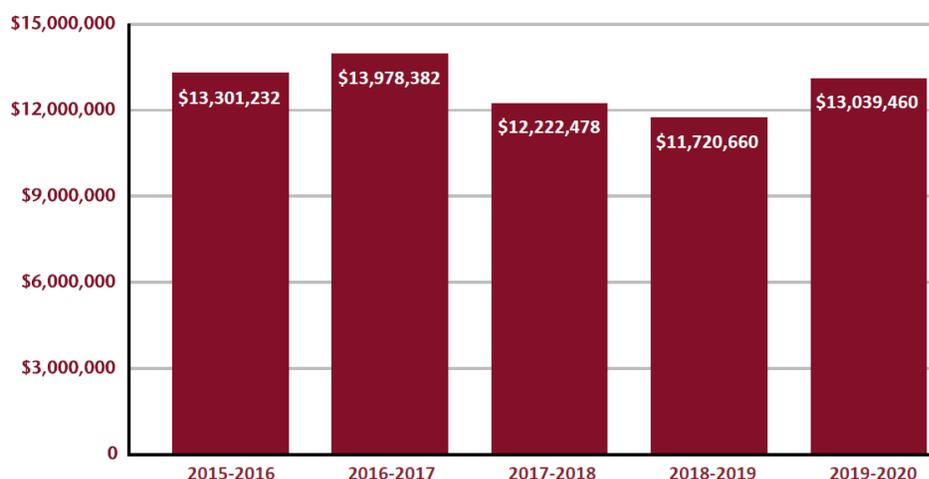


“My goal is to work in a hospital or skilled nursing facility where I have seen the impact a highly trained and motivated therapist can have on achieving safe and productive outcomes for patients recovering from illness or injury. This award will give me the ability to provide the best care for my future patients. It is also affirmation that my desire to put the needs of the patient first and to give them my undivided attention is recognized as something to strive for in our field.” –Aaron Hiedeman, DPT Class of 2021

“I would like to work in the veterinary field and focus on combating zoonotic diseases. This scholarship will greatly help me offset the burden of tuition, and I can focus more on my studies. I hope to do the same for students in the future. Again, thank you very much.” –Alexis Allen, DVM Class of 2023



### Total Scholarship Dollars Awarded to WesternU Students



# Some Sample Scholarship Endowment Financial Information

## As of June 30, 2021

Book Value.....	\$200,000
Market Value.....	\$274,671

## July 1, 2020 - June 30, 2021

Contributions to Principal.....	\$ 0
Endowment Earnings.....	\$ 13,993
Funds Awarded.....	\$ 10,000
Scholarships Awarded.....	1

## Understanding Your Endowment Report

**BOOK VALUE:** Equal to the gifts (cash or other assets) received from the original gift plus any additions to the endowment principal made over time.

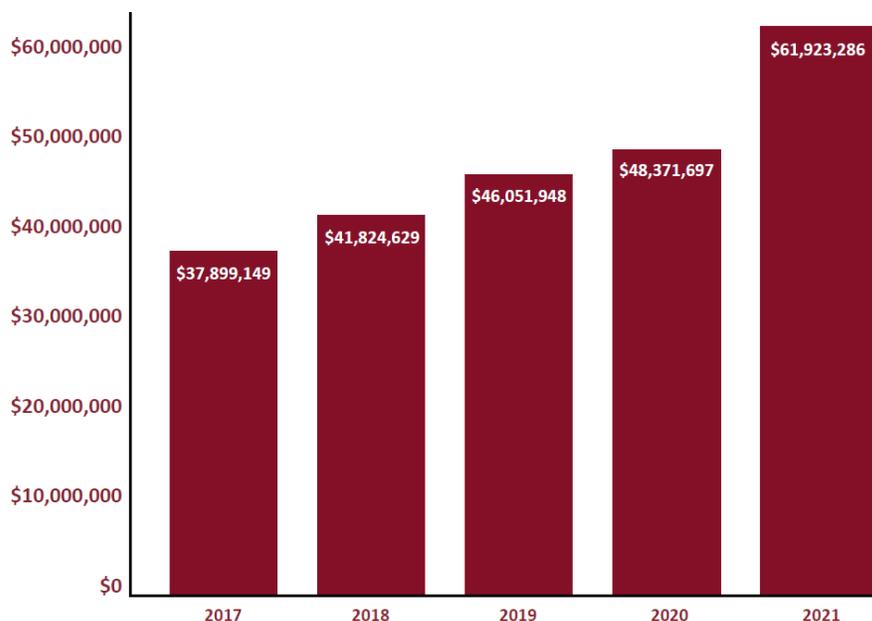
**MARKET VALUE:** Book Value plus any income and market appreciation generated over time minus the distributions made for the endowed purpose.

**CONTRIBUTIONS TO PRINCIPAL:** Gifts (cash or other assets) added to the existing endowment.

**ENDOWMENT EARNINGS:** 5% of the 12-quarter trailing average of the endowment fund's market value.

**FUNDS AWARDED:** Total dollars distributed in accordance with the terms of the fund.

## Total Market Value of All WesternU Endowments (As of June 30)



## Endowment Performance, 2020-2021

The fair market value of the University's total endowment assets rose from \$48.4 million to \$61.9 million over the course of the fiscal year spanning from July 1, 2020, through June 30, 2021, representing a 28% year over year increase. This growth represented a bounce back from the challenges of the fourth quarter of the prior fiscal year in which the initial wave of the COVID-19 pandemic negatively affected investment markets and economies globally. As we approached and entered fiscal year 2021, a historic recovery in equity markets was sparked partially by both central

bank actions and government fiscal stimulus measures in support of re-invigorating economies in response to the pandemic. Through prudent financial stewardship in alignment with the University's Investment Policy Guidelines, our institution was fortunate enough to take advantage of the historic recovery in both global and domestic equities, as well as other asset classes. This recovery continued through the duration of the year and allowed us to achieve solid endowment growth overall in support of the University's mission.

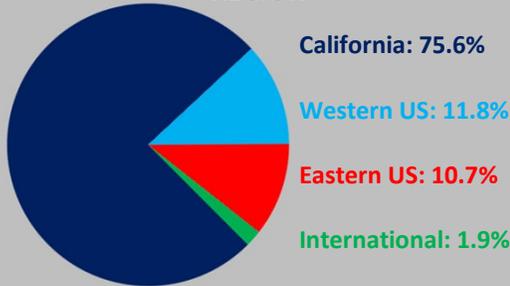
# Demographics

UNIVERSITY ENROLLMENT

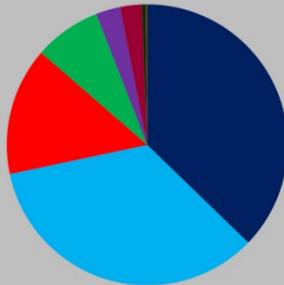
**3,813 STUDENTS**

**62%** **38%**  
FEMALE MALE

REGION



STUDENT ETHNICITY/RACE



Asian: 37.2%

White: 34.4%

Hispanic: 14.7%

Two or more races: 7.7%

Black or African American: 2.8%

Race/Ethnicity Unknown: 2.5%

American Indian/Alaskan Native: 0.4%

Native Hawaiian/Pacific Islander: 0.2%

WESTERNU GRADUATED A TOTAL OF

**1,061**

STUDENTS

FROM ALL PROGRAMS IN 2020

WESTERNU'S CLASS OF 2020 HAD AN AVERAGE OF MORE THAN

**\$222,000**

IN STUDENT LOAN DEBT AT GRADUATION

**18,081**

ALUMNI

FROM ALL PROGRAMS WHO LIVE IN EVERY STATE IN THE U.S. AS WELL AS IN A DOZEN TERRITORIES AND COUNTRIES

# WesternU Overview

2020-2021

- WesternU's mission is to produce, in a humanistic tradition, health care professionals and biomedical knowledge that will enhance and extend the quality of life in our communities.
- WesternU is comprised of 2 campuses, 9 colleges, and nearly two dozen degree programs, making it one of the most comprehensive graduate health sciences universities in the U.S.
- WesternU has more than 1,100 full-time employees on its two campuses and is the fourth largest employer in the Pomona Valley.
- In a year cut short by COVID, 933 WesternU students volunteered a collective total of 2,000 hours at 57 community health fairs throughout the greater Los Angeles area, providing critical health screenings and services to 3,292 uninsured and underserved patients (2019-20).
- WesternU has more than 130 student organizations, including professional clubs, social clubs, cultural/identity clubs, service clubs and honors societies, that serve to increase student engagement with their classmates, the University, their profession and the surrounding communities.



Students and faculty have administered tens of thousands of COVID vaccines doses at on- and off-campus vaccine clinics.

# Financial Impact

(PRELIMINARY NUMBERS AS OF 6/30/21)

- WesternU has approximately \$525 million in total assets.
- The University's operating budget totals more than \$200 million.
- The University paid more than \$30 million in governmental fees and local taxes.
- The University received more than \$12 million in research support, grants and contracts from government and private sources.
- The University annually processes approximately \$235 million in student financial aid.

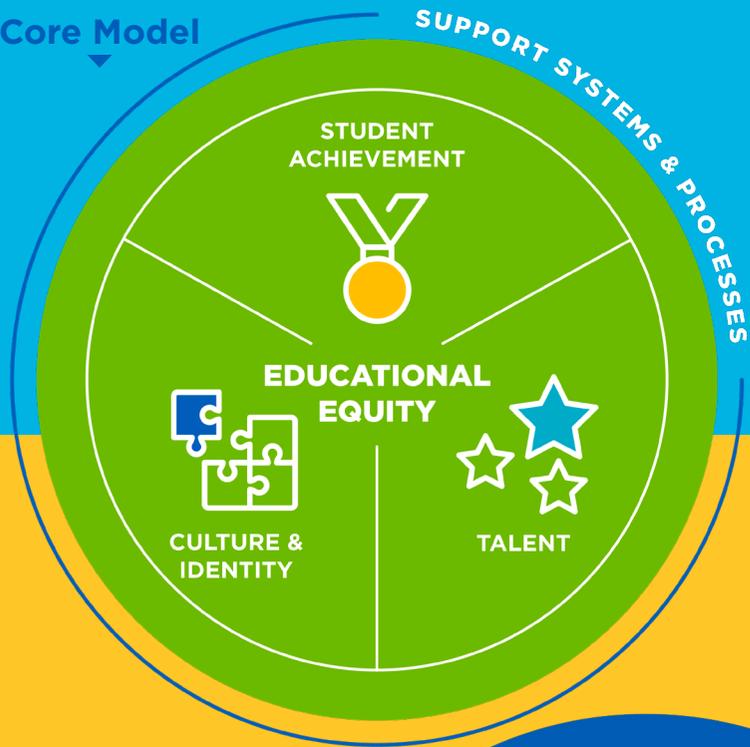


# LEADING HOUSTON FORWARD

2020-2021 YES Prep Annual Report



## Core Model



## Mission

YES Prep Public Schools will increase the number of students from underserved communities who graduate from college prepared to lead.

## Vision

Every child in Houston will have equitable access to a public school that delivers an excellent, college-ready education.

## Core Values



## Strategic Priorities

### EDUCATIONAL EQUITY

We will ensure that every child in Houston has greater access to a rigorous YES Prep pre-K through 12th grade education.

### STUDENT ACHIEVEMENT

We will ensure that in every school, in every classroom, every day, all students engage in rigorous, aligned, and active learning, dramatically increasing their college readiness.

### CULTURE & IDENTITY

We will embrace the diverse communities, cultures, identities, and abilities of all students to help them succeed in college and lead choice-filled lives.

### TALENT

We will continue to attract diverse, extraordinary talent at every level and will purposefully increase inclusivity, retention, and development of our teammates.

### SUPPORT SYSTEMS & PROCESSES

We will make optimal use of available systems and data and share innovative best practices to significantly increase agility, productivity, and sustainability.

# Dear Friends and Supporters,

The 2020-2021 school year was a tremendous challenge for every student, teacher, staff member, and community member of YES Prep Public Schools, and we are so proud of how we prioritized the safety of our community while continuing to provide a quality education to our students. This report will highlight some of our successes and preview how we plan to motivate our students to overcome the challenges of the last 18 months through a network of learning recovery efforts.

## FIRST, LET'S CELEBRATE OUR SUCCESSES

**SAFEST YEAR EVER.** Not one YES Prep student or staff member was lost due to the pandemic. Our schools were the safest they've ever been.

**TWO NEW, HIGH-ACHIEVING ELEMENTARY SCHOOLS.** We launched our first two elementary schools and constructed our third and fourth elementary schools. We are so proud of our new campuses and the strength of our student achievement in such an abnormal year.

**DEVICES AND MEALS DELIVERED TO OUR STUDENTS.** We set up and distributed over 10,000 student laptops and provided internet access to over 2,200 families to ensure every YES Prep student had the necessary tools to continue to learn. We also served over 750,000 meals in person and delivered over 1.5 million meals to student homes during a year of increased food insecurity in our community.

**FOCUS ON TEACHERS.** We won the Teacher Incentive Allotment, which provided over \$942,000 directly to our teachers for student achievement results. We also launched an internal vaccination program, ensuring that more than 70% of our teammates are fully vaccinated heading into the new school year.

**AWARD-WINNING SCHOOL SYSTEM.** All 10 eligible high schools were ranked in the top 10% of schools nationally and statewide according to the U.S. News & World Report.

## AND, HOW WILL WE CONTINUE TO SUPPORT OUR STUDENTS TO OVERCOME THE LEARNING GAPS CREATED BY THE LAST 18 MONTHS?

**BY BEING FLEXIBLE AND RESPONSIVE.** This year, everyone at YES Prep had to be adaptable, constantly flexing and adjusting in response to ever-changing policies designed to contain COVID-19's devastating spread.

**BY LEARNING.** These challenges taught us to think more creatively about how we work, how to be better problem-solvers, and how to find new ways to keep our students learning and thriving.

**BY KEEPING YES PREP'S MISSION AS OUR COMPASS.** Maintaining a healthy and safe environment, we will stay intently focused on what is best for our students, their families, and each other.

## WE ARE IMMENSELY GRATEFUL TO YOU FOR EMBRACING OUR MISSION.

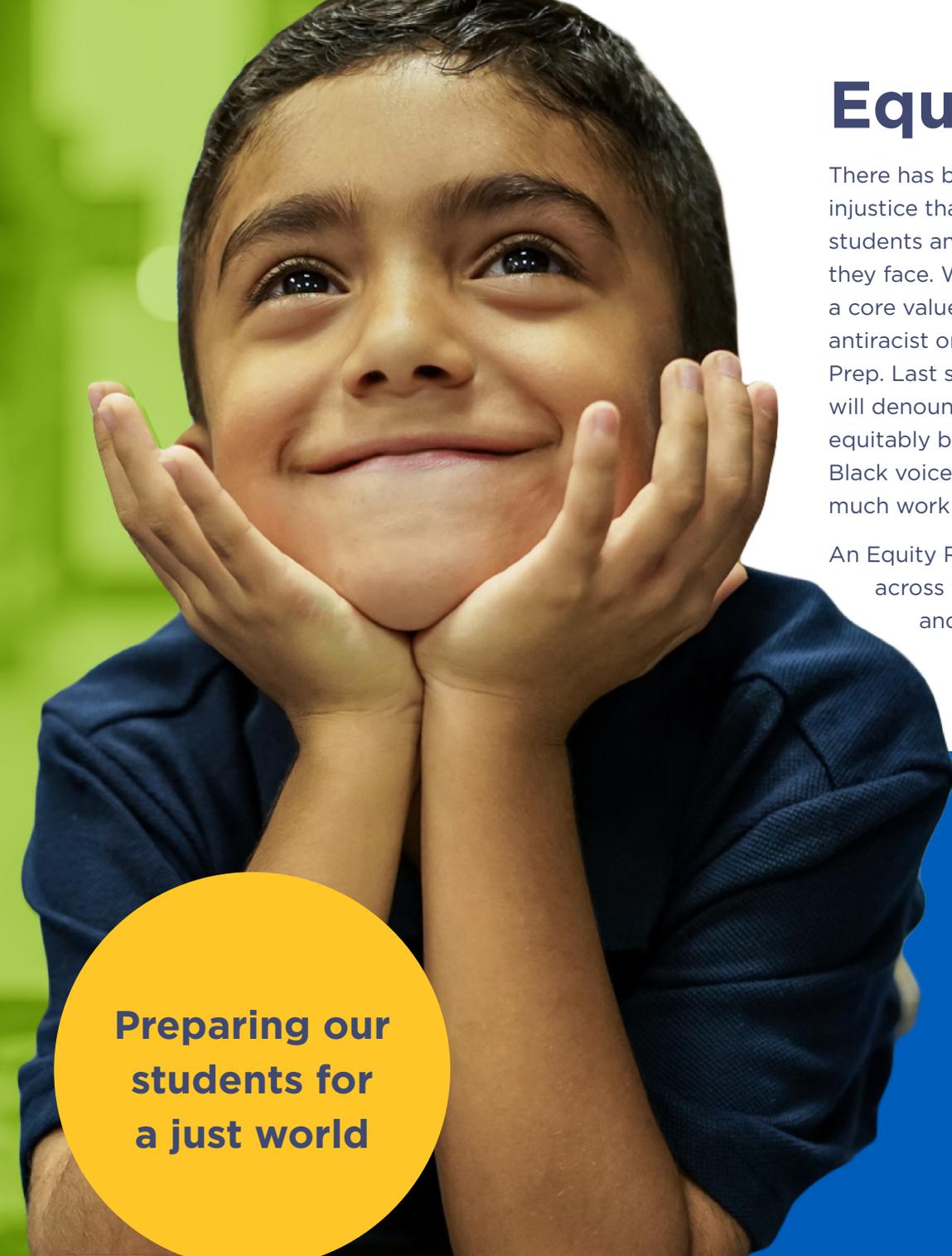
No matter what else is happening in the world around us, YES Prep will keep doing what we do: working hard every day to eliminate educational inequities and to equip our students for success in college and in life thanks to you.



**MARK DIBELLA**  
CEO



**MELANIE TRENT**  
BOARD CHAIR



# Equity Reignited

There has been a growing awakening during the past year to the racial injustice that exists in our country. Because of our commitment to the students and families we serve, we never turn a blind eye to the injustices they face. With “eliminating educational inequity to advance social justice” as a core value, YES Prep remains ever committed to becoming an increasingly antiracist organization. Equity work is actively happening at all levels of YES Prep. Last summer, the Board of Directors signed a resolution that YES Prep will denounce racism and white supremacy in our schools, treat all students equitably by celebrating and protecting their unique identities, and amplify Black voices and perspectives. The resolution also recognized that there is much work ahead.

An Equity Reignited Working Group has been helping guide our equity work across the system, identifying areas needing attention, prioritizing tasks, and establishing metrics to measure results. We are committed to preparing students for the challenges ahead, both academically and socially.

## Student Affinity Summits

With the help of creativity, technology, and COVID-19 safety precautions, Student Affinity Summits were able to take place this year, helping students to develop pride in their identities and build relationships with the communities with which they identify. This year, YES Prep hosted the Brotherhood and Sisterhood, LatinX Leadership, Pride Plus, and APIA (Asian, Pacific Islander American) Summits.

YES Prep believes that these efforts will strengthen students’ support systems and build their self-confidence, increasing the likelihood of their success in college and beyond.

**Preparing our  
students for  
a just world**

# Making College a Reality

When Donye started at YES Prep Northside Secondary in 6th grade, he said, “I promised my mom that I was going to go to college. A lot of people in my family have never been to college.” Though the pandemic started during a critical time in Donye’s high school journey, it never changed his outlook on achieving his dream. Donye wished to choose his own future path. He wanted to graduate from high school and go on to earn a college degree.

**OVER 90% OF OUR STUDENTS ARE THE FIRST GENERATION IN THEIR FAMILIES TO ATTEND COLLEGE. THEY ARE EAGER TO BE THE DIFFERENCE.**

With our College Initiatives program at YES Prep, college counselors prepare seniors for graduation by guiding students and their families through the complicated process of applying for and enrolling in college. Thankfully, our College Initiatives team is right there to create pathways to opportunity for students to help them achieve their professional and personal goals.



Our college counselor to student ratio is

# 40:1

compared to the national average of 471:1.

YES Prep students receive

# 12x

the individualized college counseling support.

Thanks to your support of college-ready programming, Donye (pictured left) is now a class of 2021 graduate of YES Prep Northside Secondary and will begin his first semester at the University of Texas at Austin this fall. We know that Donye has a bright future ahead of him.



# Overcoming the Impact of COVID-19

By now, it is widely known that COVID-19 disproportionately impacts communities of color and those with limited financial resources. YES Prep is witnessing this firsthand.

Education experts estimate that students in the U.S. have lost at least a full year of learning, on average, during the pandemic, and the losses are even greater for economically disadvantaged students of color. Their college matriculation rates have dropped too, creating long-term ramifications for educational options and earning potential.

To put it simply, the pandemic has already caused extraordinary challenges for our students now and will continue to challenge many of them in the years ahead.



**YES Prep is meeting the challenges of the pandemic head-on and staying true to our commitment to providing the high-quality public education that all children deserve.**

## Here are just a few of our strategies to keeping students on the college path:

### GET BACK ON TRACK

Technology will be a cornerstone in our learning model going forward. We're expanding the 2021-2022 academic calendar to provide more instructional minutes and a longer school day. We will continue to use the accelerated learning strategies we'd honed before the pandemic to get our students back on track.

### GROW TO SERVE MORE STUDENTS

We know that equipping early learners is the key to long-term academic success. Two more YES Prep elementary schools will open in the 2021-2022 school year and we will triple our impact by adding our first pre-K and third grade classes.

### INCREASE COLLEGE MATRICULATION RATES

Seeing a double-digit drop in the percentage of students advancing to college is scary. To boost college matriculation rates and help more students start college as planned and graduate with a degree, we are expanding our College Initiatives Team to deliver intensive, individualized support for secondary students.

### ENSURE OUR STUDENTS HAVE GREAT TEACHERS

Knowing that the competition for high-quality teachers will remain intense (a major challenge across the country), YES Prep will continue to recruit teachers early, offer competitive salaries, equip new teachers with excellent training through our nationally recognized Teaching Excellence certification program, and do everything we can to be a great place for teachers to work and thrive.



# Supporting the Whole Student



**CECILIA MENDOZA**  
YES Prep East End Secondary

Our students face unimaginable challenges both in and outside of the classroom. Thanks to our Social Emotional Learning (SEL) programming, our Student Support Counselors (SSCs) work hand-in-hand with students and families to ensure all students are receiving the social, emotional, and mental health support they need.

Through SEL, students are developing the self-awareness, self-control, and interpersonal skills that are vital for life success. At YES Prep, we commit to transformative SEL, which provides a foundation for positive, long-term effects on our students and their communities.

Because of your support this past year, our secondary campuses were able to create safe spaces for emotional awareness. With their homeroom teachers, students gathered once a week to discuss topics such as self-management, decision making, and mental health and wellness. For our elementary students, among other things, we provided resources for the whole family to practice SEL skills at home.

Thank you! Your generosity this year helps us implement programming that serves the whole child and prepares them to face the world with confidence.

**I believe that at YES Prep my job as a SSC impacts the student holistically. We work with the student, family, and campus to best support the student’s mental, physical, and emotional health. When you see the student from middle school all the way through their senior year, you see the impact, and there are no words to describe that feeling.”**

# Beyond the Classroom

YES Prep provides robust enrichment opportunities beyond the classroom, and this year was no different, even with COVID-19 modifications to ensure the health and safety of students. Through the Afterschool Centers on Education (ACE) program, students end their school day with a variety of activities, including chess, theater, robotics, dance, and homework assistance. With on-campus clubs, like Student Council and National Honor Society, we are proudly able to recognize student leaders and high achievers.

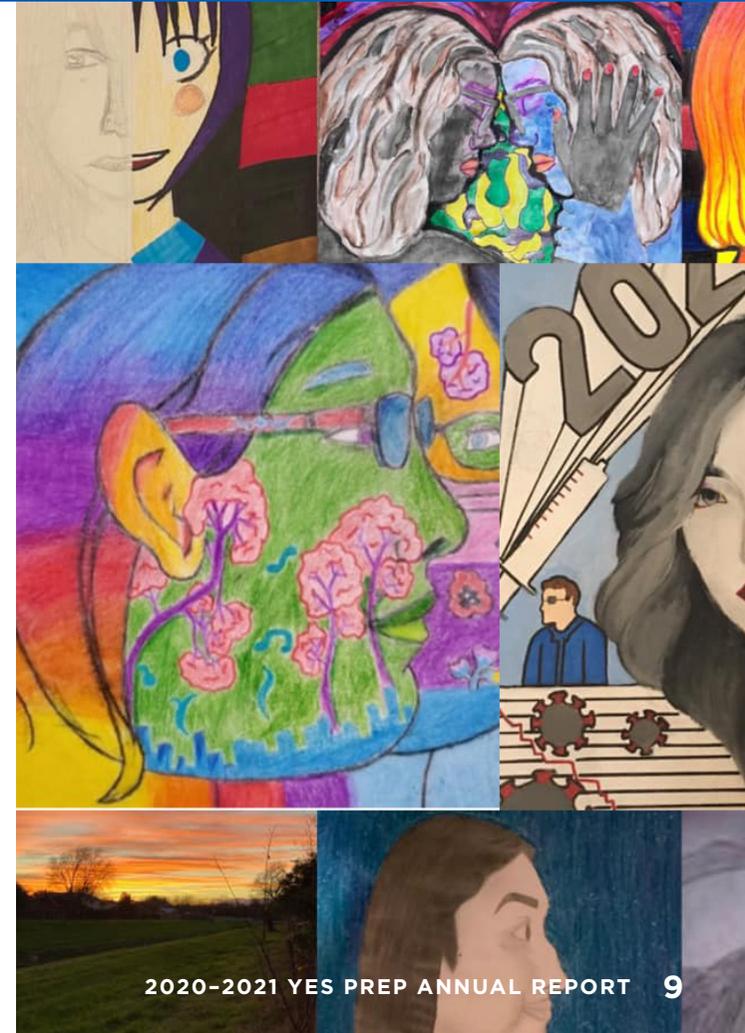


## We've Got Talent!

YES Prep is proud to offer budding artists of all ages exciting opportunities to learn new skills. Our youngest learners at YES Prep Southeast Elementary competed in the Houston Livestock Show and Rodeo Art competition for the first time this year.

“We worked really hard, and every single student submitted a work of art to the contest,” said Ms. Bryant. “Many of the students had not participated in the contest before, and this was their first year.”

The Houston Rodeo Art Competition is a famed event featuring art from students all over Houston. Led by veteran art teacher Colleen Bryant, second-grade artist Isaac Peña was chosen as one of the coveted Best in Show winners with kindergarten student Valeria Ramon-Ballona winning a Gold Medal!

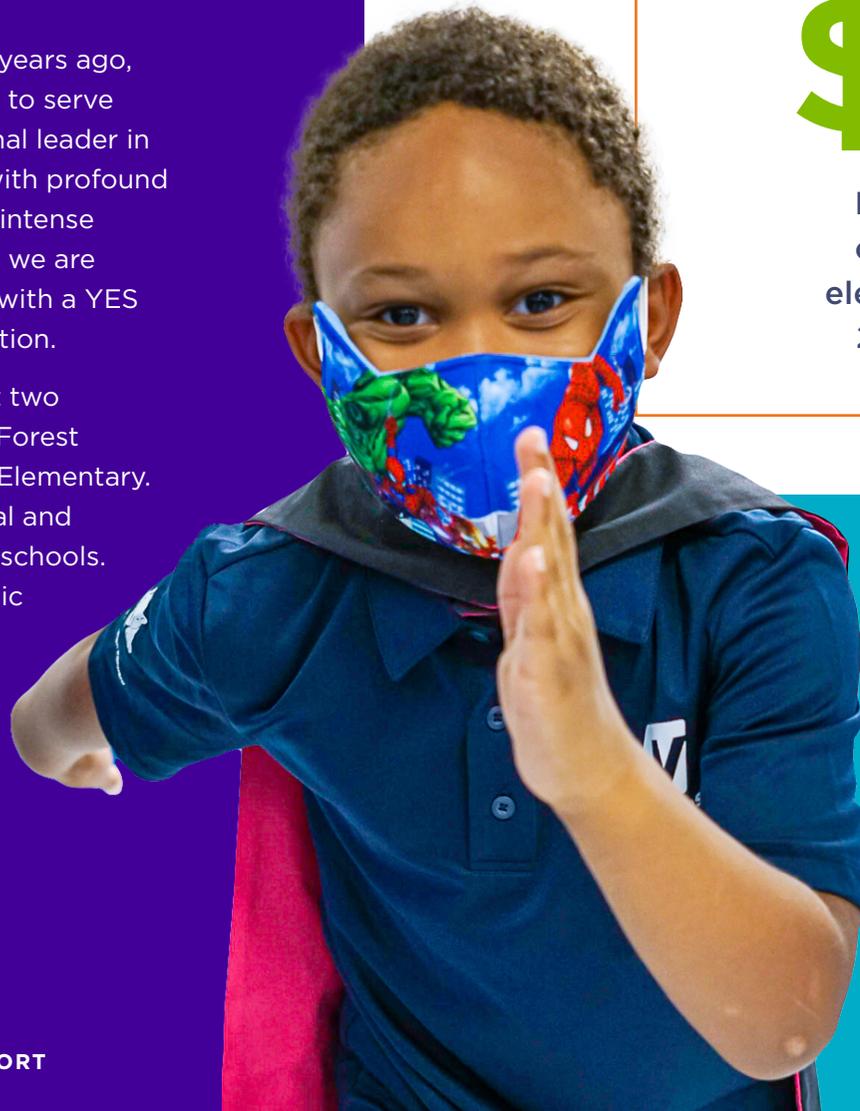


# Leading Houston Forward Together

The start of each school year marks an exciting new chapter for YES Prep and those we serve, and the 2020-2021 year was especially exciting as we opened our very first elementary schools, YES Prep North Central Elementary and YES Prep Southeast Elementary.

When YES Prep opened its doors 23 years ago, it did not originally have the capacity to serve all children. Now, YES Prep is a national leader in serving all children, including those with profound special needs and those who require intense interventions. To achieve our mission, we are committed to providing our children with a YES Prep pre-K through 12th grade education.

In August 2021, we will open our next two elementary schools, YES Prep North Forest Elementary and YES Prep Southside Elementary. We will also offer full-day monolingual and bilingual pre-K at all four elementary schools. YES Prep is one of the few open public charter school systems in Houston to offer a bilingual elementary program providing a strong start so children can become the best learners they can be. This would not be possible without your generosity and your partnership in the work that we do.



To date, YES Prep has raised

# \$65.6M

towards its ambitious

# \$80M

Leading Houston Forward campaign goal to open 10 elementary schools and serve 22,000 students by 2024.

**Thanks to your enduring support, YES Prep will continue to provide communities in Houston access to the excellent, college-ready education that they deserve.**

# YES Prep Student Becomes YES Prep Teacher

Students come to YES Prep from many different backgrounds and schools, and it can be a challenge to align their YES Prep paths and serve them equitably. Who better to understand their journey than a YES Prep teacher who once walked the halls as a YES Prep student.

Wendy Rangel has completed her first year as kindergarten teacher at YES Prep Southeast Elementary. But she remembers when her journey at YES Prep first began.



**WENDY RANGEL**  
Kindergarten Teacher  
YES Prep Southeast Elementary

Wendy struggled to adjust initially, but quickly got used to the higher expectations and went on to graduate from high school and college. “The level of rigor I was used to at YES Prep prepared me for the workload in college. I had amazing college counselors who answered every question I could possibly have to prepare me to pursue my dream of going to college in California.”

Wendy earned a dual-degree Masters in Art and Teaching at The University of San Francisco. Then she brought her talents and passion for teaching young learners back to Houston to eventually fulfill the role of kindergarten teacher at YES Prep Southeast Elementary.

“Kindergarten is a foundational grade for a lot of students and one that can be the most memorable. I am honored and privileged to be part of their educational career very early in their life and to champion for them and their dreams,” said Wendy.

**THANK YOU WENDY, AND ALL OF OUR TEACHERS, FOR YOUR PASSIONATE WORK IN CREATING PATHWAYS TO OPPORTUNITY FOR OUR STUDENTS.**

**I remember hearing about YES Prep when I was in fifth grade. My parents were not satisfied with the middle school I was zoned to and were looking for an alternative option for me. I had a few family members and friends who enrolled at YES Prep and were happy with the school and level of rigor, so we checked it out for ourselves.”**

# Special Events

The Leading Houston Forward Celebration and the YES Prep Oil & Gas Texas Hold Em' Poker Tournament bring together some of our most loyal and impactful donors and friends, while raising large sums to support our students and their success. The YES Prep community rallied in these virtual settings to raise jaw-dropping amounts for students on the path to college.

# Leading Houston Forward Celebration 2020

**WE RAISED OVER \$780,000 AT THE FOURTH ANNUAL LEADING HOUSTON FORWARD (VIRTUAL) CELEBRATION ON OCTOBER 28, 2020.**

Chaired by Meredith and Ben Marshall, almost 300 guests tuned in to support YES Prep.

Guests enjoyed a captivating keynote address from Dr. Ibram X. Kendi, America's leading scholar on anti-racism and author of the best-selling book, *How to Be an Antiracist*. The Chris Barbic Legacy Award was presented to longtime and loyal YES Prep supporters, Debra and Mark Gregg, for their tireless commitment to YES Prep's mission.



## Poker Tournament

On March 4, 2021, YES Prep and Houston's leaders in the oil and gas industry and philanthropic community hosted the **16<sup>th</sup> Annual YES Prep Oil & Gas Texas Hold 'Em Tournament** in a new virtual setting. Companies and poker enthusiasts from around the country sponsored tables of players who enjoyed a night of fast-paced online poker. The action on the computer screen was no less exciting at the finish, wrapping up a night totaling \$1.1 million raised to support YES Prep's 21 campuses across Houston. The tournament winner, Casey Kahn of Vitol, won in the final round, closing out the highly successful virtual game.



# \$1.1M

raised to support YES Prep's 21 campuses across Houston

# Advisory Council

Inventiveness and flexibility were the name of the game this past year, and YES Prep's Advisory Council was no exception to the rule. The Advisory Council represents dedicated donors who are passionate about the organization's mission.

Advisory Council members meet quarterly to foster dialogue and to learn about topics related to YES Prep and the education reform landscape both locally and nationally.

Like so many events this year, quarterly meetings moved to a virtual setting, offering exciting opportunities to engage with national speakers. To kick-off the school year, Sal Khan, Founder and CEO of Khan Academy, was featured in a lively discussion around the new reality of remote learning.

Just as the 87th Texas Legislative Session was about to start, Starlee Coleman, Executive Director of Texas Public Charter Schools Association, joined us from Austin to share the most important issues facing charter schools and how to engage in advocacy efforts.

The school year was capped off by a riveting conversation with Arne Duncan, Founder and Executive Director of Chicago CRED and Former U.S. Secretary of Education. Centering on the topic of racial equity in education, Arne was honest and insightful, offering ways to invest in our students as we tackle the challenges ahead.

**Looking forward, YES Prep hopes to combine the best of both in-person and virtual meetings. By spreading awareness of and advocating for YES Prep's mission, the Advisory Council will build on an enduring legacy of philanthropy.**



# Legislative **WINS** for Charter Schools

During the 87th Texas Legislative Session, YES Prep engaged like never before! YES Prep was in continual contact with Houston-area lawmakers to ensure that the needs of our students and families were well represented. We mobilized our community to tell YES Prep's story—and when our voices are heard, it makes a difference. Here are just a few of the wins:



## **PUBLIC EDUCATION FULLY FUNDED**

During session in which lawmakers had every excuse to cut funding for public schools, Texas legislators stuck to their word. Public schools, including public charter schools, were fully funded for the biennium.



## **CHARTER ACCESS TO STATE GRANTS**

With the passing of Senate Bill 346, public charter schools gained access to the Jobs and Education for Texans (JET) grant program, which provides funding for public schools to purchase equipment for use in career and technical education classes.



## **PROPERTY TAX PARITY FOR CHARTER SCHOOLS**

Before House Bill 3610 passed, public charter schools had to use state-allocated funds (an estimated \$12 million in total) to pay local property taxes on leased school buildings, even though ISDs and private schools are exempt from these taxes.



## **A GOOD DEFENSE**

Sometimes the bills that don't pass are just as important as those that do. With the help of the advocacy efforts of our statewide charter community, no anti-charter bills passed this session.

A huge thank you to the parents, students, teachers, Board members, Advisory Council, and community stakeholders who engaged with us this session. It was a great session for Texas public charter schools.



# YES Prep Offers Bilingual Instruction at pre-K!

At YES Prep, we believe that All Means ALL and that means working tirelessly to serve all students, no matter their first language. Early exposure to a bilingual program for our English language learners eliminates language barriers while giving students academic and social advantages. Bilingual education develops important cognitive skills, such as problem solving, logic, critical thinking, and creativity.

Bilingual program instruction is a sliding scale with English instruction increasing by each grade. By 5th grade, instruction will be 100% in English. At YES Prep, roughly one of two pre-K classrooms and two of five K-5 classrooms will offer the bilingual program, and the majority of elementary staff are bilingual.

Recruiting excellent bilingual teachers is a top priority as they are in high demand at a local, state, and national level. To ensure their long-term success in the classroom, in addition to year-long training through our Teaching Excellence program, Curriculum Camps are held for founding elementary teachers prior to the start of school to accelerate learning about our elementary academic program.

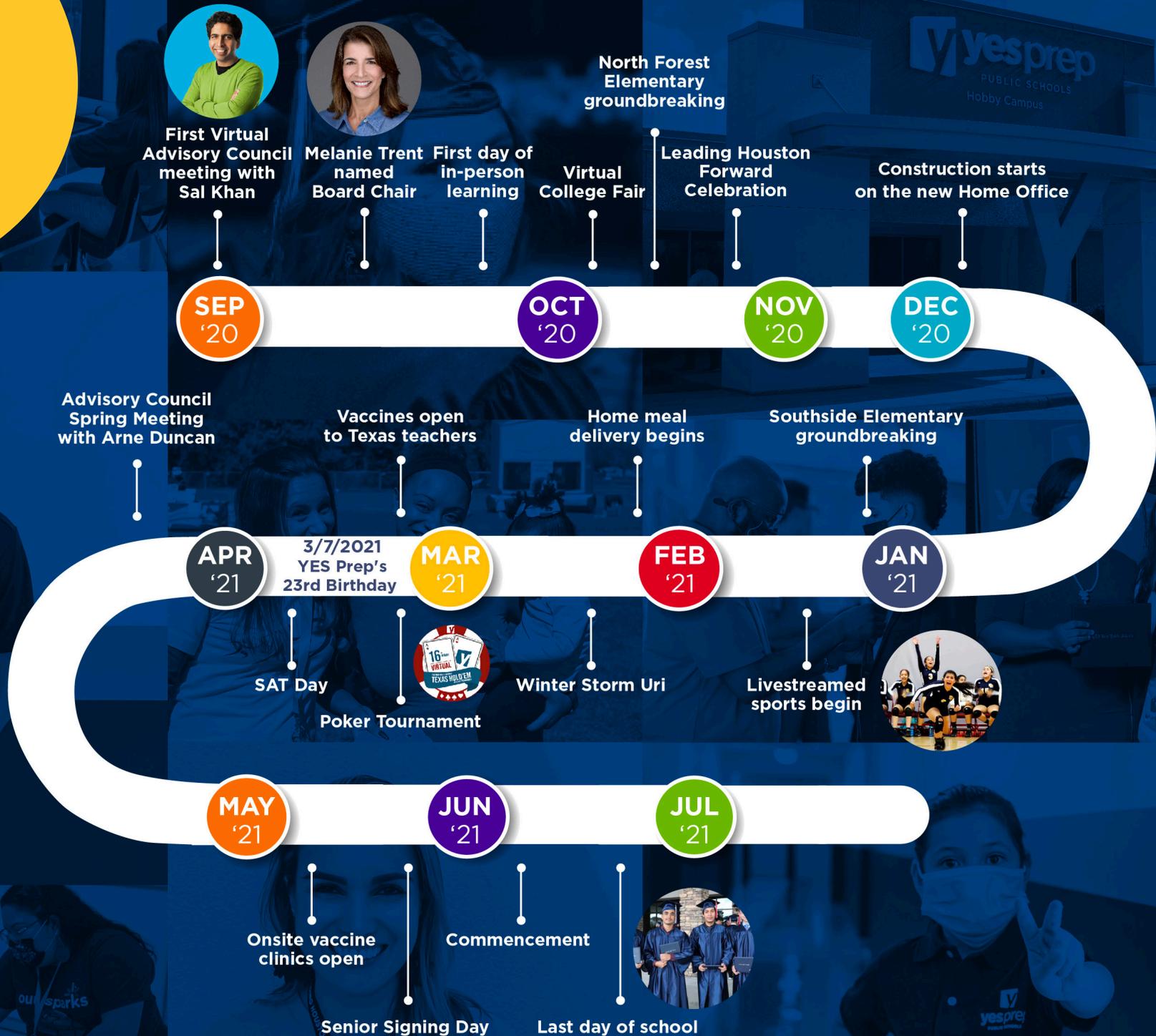
YES Prep has implemented a comprehensive Spanish Language Arts (SLA) curriculum that is an equity-driven solution for students to read, write, and communicate in Spanish. In addition, our elementary schools are small and intentionally structured to allow staff to build transformative student relationships as they remain on track for 3rd grade reading proficiency, a powerful predictor of long-term educational success.



**“As the son of immigrants and having grown up on the Texas-Mexico border, I know the deep impact that a bilingual teacher can have with our students as they navigate both the academic and social aspects of their lives. We can unlock a wealth of opportunities for our students by having an effective teacher in every classroom. To do that we must have a strong strategy around total rewards, partnerships for pipelines of talent, and positioning YES Prep as an employer of choice.”**

**TONY MUÑOZ**  
Chief Talent Officer

# Year in Review



## Board of Directors

**Melanie Trent**, Chair  
**Eric Calderon**, Vice-Chair  
**Mickey Barrett**  
**Tom Castro**  
**Mark Gregg**, Chair Emeritus  
**Denise Hester**  
**Ben Marshall**  
**Jordan Marye**  
**Rev. Leslie Smith**  
**Ann Davis Vaughan**

### SPECIAL ADVISORS TO THE BOARD

**Luly Castillo**  
**Eric Chan**  
**Luis Elizondo-Thomson**

## Advisory Council

**Janet Clark**, Chair  
**Julie and Drew Alexander**  
**John Arnold**  
**Karen Arnold**  
**Morgan and Chris Brown**  
**Andy Drake**  
**Barbara and Michael Gamson**  
**Claire and Joe Greenberg**  
**Lori and Chip Johnson**  
**Dr. Sippi and Ajay Khurana**  
**Carla Knobloch**  
**Linda and Carl Kuhnen**  
**Ryan McCord**  
**Elizabeth and Greer Pagan**  
**Tami and Lee Pearson**

**Doug Perley**  
**Judy Rolke**  
**Cathryn and Doug Selman**  
**Eliza and Stuart Stedman**  
**Dr. Ann Ziker**

## C-Suite

**Mark DiBella**, Chief Executive Officer  
**Carmen Darville**, Chief of Staff  
**Luis Mena**, Chief Financial Officer  
**Tony Muñoz**, Chief Talent Officer  
**Naveen Pinglay**, Chief Operating Officer  
**Robin Susman**, Chief Advancement Officer  
**Nella García Urban**, Chief Program Officer  
**Philip Wright**, Chief Schools Officer





5455 South Loop East, Houston, TX 77033

[YESPREP.ORG](http://YESPREP.ORG)



# OUR GRATITUDE OVERFLOWS

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Thank you to hundreds of talented and generous, industry professionals who took the time to participate in our 2022 sample swap.

Providing the nonprofit industry with free samples of donor communications has been a pillar of the work we do at the DRG Group for more than a decade. We simply cannot do this work with you—the amazing DRG Community.

Your work continues to inspire us—thank you for sharing it with us!

With endless gratitude,

The DRG Group