

TOGETHER
WE ARE ...

SALISBURY UNIVERSITY FOUNDATION, INC.
ANNUAL REPORT 2005-2006





SALISBURY UNIVERSITY
FOUNDATION, INC.

P.O. Box 2655 • Salisbury, MD 21802
410-543-6175 • www.salisbury.edu/foundation



SALISBURY UNIVERSITY
FOUNDATION, INC.

MISSION

The Salisbury University Foundation, Inc. was created in 1973 to accumulate funds, by gift and investment, and to foster, encourage and enrich the activities, educational programs, athletics and scholarships/ grants of Salisbury University.

It is the intent of the Foundation to promote, sponsor and carry out educational, scientific and charitable purposes and objectives for the benefit of Salisbury University and its students. Through the generosity of major benefactors, corporations, foundations, faculty, staff, parents, alumni and friends, the Salisbury University Foundation is fulfilling its promise to the SU community.

DEAR FRIENDS,

At the University's 80th Anniversary Gala and the announcement of our 2012 Capital Campaign which were held in June of this year, we celebrated the past, present and future of Salisbury University. The successes of our past, the accomplishments of our present and the potential of our future are due to generous donors and friends. Fiscal year 2006, in particular, was a tremendous year, as you will see in the pages of this report.

Sadly, Salisbury University lost a member of its campus family this year with the passing of Charles R. Fulton. Words cannot express our sympathy for the Fulton family, nor can they convey our deepest gratitude for the impact Chuck made on our students, our campus and the future of the University.

The Salisbury University Foundation, Inc., Board of Directors is proud to announce the establishment of the Marshall W. Moore Scholars Program to honor another staunch SU supporter and founding Foundation Board member. Marshall recently retired from our board after 33 years of service. His presence and guidance will be missed, but he surely will not be forgotten.

Salisbury University truly is blessed by the support and dedication of our board members, alumni, faculty, staff and friends. Our alumni giving rate is now over 10 percent, and our faculty and staff contributions are better than ever. In addition, our endowment continues to grow due to generous donations and prudent investments.

The pages of this annual report recount just a few of the notable events of this past year. Enjoy this retrospective and know that you are an important part of the SU family. We thank you for your continued support of Salisbury University and ask you to join us in "Taking Excellence to New Heights."

Sincerely,



Janet Dudley-Eshbach
President
Salisbury University



Edward M. Thomas
Chairman
Salisbury University Foundation, Inc.



THANK YOU

The Salisbury University Foundation bid farewell to five board members: Wanda Ferrier, Palmer Gillis, Marshall Moore and Bill Wyatt of Salisbury, and Wayne Judkins of Easton, MD.

"Our Foundation Board members recognize the contributions of SU to the community and seek to give back to the University," said Rosemary Thomas, SU Foundation executive director. "These five have served the board well for a combined 55 years. To us, they will always be part of the SU family."

Ferrier, a member of the Foundation Board since 2000, graduated from SU in 1971. A retired educator and consultant for her family's business, G&M Sales, she believes in supporting community organizations and institutions, including SU.

Gillis, also a Foundation Board member since 2000, earned his degree from SU in 1975. Chairman of the Foundation House Planning Committee, he also served on the SU Board of Visitors. His company, Gillis-Gilkerson, Inc., helped construct student housing and the fence that surrounds the campus. In addition to serving on the SU Foundation Board, he is a participant in Leadership Maryland, a 40-person, state-wide program designed to develop and foster community leadership skills among corporate leaders in Maryland. A former Salisbury city councilman, he also has served on the Salisbury/Wicomico County Planning and Zoning Commission, is a member of the Salisbury Chamber of Commerce and is a past president of the Salisbury Jaycees.

Moore, a founding member of the Foundation in 1973, not only worked to help the fund-raising arm of the University grow to its current \$38 million stature, but also, with his wife, Ruth, supported many campus organizations including the May Literacy Lab, Ward Museum of Wildfowl Art and Salisbury Symphony Orchestra. The Moores also supported SU scholarships and construction of the Alumni House in 1997. In addition, Moore has served on the Alumni Association Board of Directors, Board of Visitors, Sea Gull Club, Ward Museum Board of Directors and SU Real Estate Foundation Board of Directors. He also worked to strengthen higher education

throughout Maryland as a member of the Board of Trustees of State Universities and Colleges from 1977-1982.

Wyatt, a member of the Foundation Board since 2000, is president and former owner of the beer distributor Wyatt Wholesale, Inc. His contributions to SU have included the donation of a computer system to the University in the late 1980s, as well as funding to support the men's lacrosse program. He also is a member of the President's Club. The Franklin P. Perdue School of Business saluted these contributions and others by adding his name to its Hall of Honor.

Judkins, a Foundation Board member since 2002, credits much of his success to what he learned as a 1989 graduate of SU's Perdue School of Business. A former executive director of European government bond trading for Goldman Sachs International in London, he joined Deutsche Bank Securities, Inc. as a director in 2004. Along with serving on the Foundation Board, he and his wife, Melissa, serve the campus with the Wayne and Melissa Judkins Endowed Scholarship Fund for undergraduate students.

"The SU Foundation is both honored and privileged to have benefited from the expertise and efforts of these wonderful people," said Kim Nechay, SU director of development. "Each and every one will be missed, but we know that they will stay connected with our organization and SU."



SALISBURY UNIVERSITY FOUNDATION BOARD OF DIRECTORS 2006

Edward M. Thomas, Chairman
1999, Bank of Delmarva

Deborah S. Abbott
1996, Peninsula Bank

Charles T. Capute, Esq.
2004, Charles T. Capute, LLC

Bruce W. Cort
1994, Cort & Associates, Inc.

The Honorable D. Page Elmore
1999, Maryland State Delegate

Charles C. Emery
2002, Cable Testing Services

Ellen I. Fretterd
1990, Community Activist

Richard A. Givens II
2002, Retired—State of Delaware

Michael S. Guerrieri
1998, Guerrieri Venture Partnership

Henry H. Hanna III
1987, Long & Foster Realtors

Edward E. Henry Jr
2002, Retired—DuPont

Marianna R. Holloway
1980, Holloway Funeral Home

Peter E. Jackson
2004, Retired—Qualcomm

Melissa R. Judkins
2006, Community Activist

C. Frederick Lankford
1998, Lankford-SYSCO Food Services Inc.

Ann Showell Mariner
1993, Castle in the Sand Hotel

Anne Hallowell Miller
1998, Hallowell Foundation

David Moore, Esq.
2006, David W. Moore LLP

Robert Moore, CPA
2006, Moore & Company

John E. Moseman
2002, Welguard

Kevin E. Myers, CPA
2006, Trice, Geary & Myers

Kathryn Washburn Niskanen
1998, Department of the Interior

James A. Perdue
2003, Perdue Farms, Inc.

Emilie Wood Robinson
2000, Retired—Community Foundation
of the Eastern Shore

Peter A. Roskovich
2005, Adam's The Place for Ribs

Billye P. Sarbanes
2001, Retired—The Paper People

Diane S. Savage
1985, Community Activist

J. Michael Scarborough
1998, The Scarborough Group

Marilyn C. Seidel
2002, Retired—Registered Nurse

Irving J. Shen
1996, Dentist

Rosemary M. Thomas
2003, Salisbury University Foundation, Inc.

Leland G. Trice
2006, Trice Valuation Services

Board of Directors Emeritus

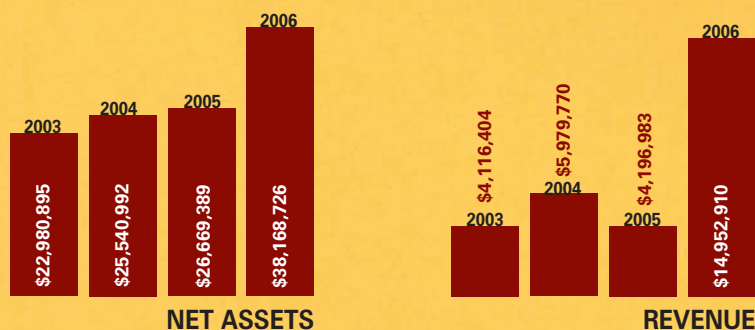
Klein G. Leister

Marshall W. Moore

Francis M. Young

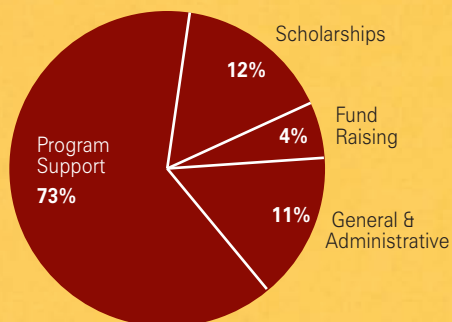
FINANCIAL YEAR IN REVIEW

	June 30, 2005	June 30, 2006	% of Change
Total Assets	\$ 32,456,240	\$44,376,137	36.73%
Net Assets	\$ 26,669,389	\$ 38,168,726	43.12%
Total Revenue	\$ 4,196,983	\$ 14,952,910	256.28%
Program & Operating Expenses	\$ 3,068,586	\$ 3,453,573	12.55%
Change in Net Assets		\$ 11,499,337	



PROGRAM & OPERATING EXPENSES

73%	Program Support	\$ 2,519,858
12%	Scholarships	\$ 428,700
4%	Fund Raising	\$ 128,438
11%	General & Administrative	\$ 376,577
	Total	\$ 3,453,573



STATEMENT OF ACTIVITIES

YEAR ENDED JUNE 30, 2006

UNRESTRICTED

REVENUES

Grants	-
Donations	231,552
Underwriting - Public Radio	-
Rental Income	342,681
Sales, Service and Other Income	43,603
Investment Income	431,945
Gain (Loss) on Sale of Assets	(26,000)
Actuarial and Other Adjustment of Annuity Trust Fund	-
Net Assets Released from Restrictions, Net of Transfers	2,836,475

TOTAL REVENUES 3,860,256

EXPENSES

Programs:

Nabb Research	109,854
Henson School of Science and Tech.	68,614
Salisbury Community TV	185,999
Athletic and Recreation Admin.	267,891
Fulton School of Liberal Arts	77,403
Scholarships	428,700
Salisbury Symphony	28,291
Rentals	274,809
WSCL Public Radio Support	724,574
Perdue School of Business	84,159
PACE	80,678
Other University Programs	617,586
Fund-Raising Expenses	128,438
General and Administrative Expenses	376,577

TOTAL EXPENSES 3,453,573

INCREASE IN NET ASSETS 406,683

NET ASSETS AT BEGINNING OF YEAR 2,601,646

NET ASSETS AT END OF YEAR \$ 3,008,329

INDEPENDENT AUDITORS REPORT

Board of Directors, Salisbury University Foundation, Inc.
Salisbury, Maryland

We have audited the accompanying statements of financial position of Salisbury University Foundation, Inc. as of June 30, 2006 and 2005, and the related statements of activities and cash flows for the years then ended. These financial statements are the responsibility of the Foundation's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Foundation's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Salisbury University Foundation, Inc. as of June 30, 2006 and 2005, and the changes in its net assets and its cash flows for the year then ended, in conformity with accounting principles generally accepted in the United States of America.

Our audits were performed for the purpose of forming an opinion on the basic financial statements taken as a whole. The information on pages 4 through 7 is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information has been subjected to the procedures applied in the audits of the financial statements mentioned above and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Salisbury, Maryland
August 21, 2006

Faw, Casson & Co., LLP

TEMPORARILY RESTRICTED	PERMANENTLY RESTRICTED	TOTAL
\$ 355,230	162,472	\$ 517,702
3,018,176	8,712,647	11,962,375
212,639	-	212,639
39,835	-	382,516
431,557	79,686,554,846	
33,891	1,827,017	2,292,853
-	-	(26,000)
-	(944,021)	(944,021)
(2,033,776)	(802,699)	-
2,057,552	9,035,102	14,952,910
-	-	109,854
-	-	68,614
-	-	185,999
-	-	267,891
-	-	77,403
-	-	428,700
-	-	28,291
-	-	274,809
-	-	724,574
-	-	84,159
-	-	80,678
-	-	617,586
-	-	128,438
-	-	376,577
-	-	3,453,573
2,057,552	9,035,102	11,499,337
5,188,571	18,879,172	26,669,389
\$ 7,246,123	\$ 27,914,274	\$ 38,168,726

STATEMENT OF FINANCIAL POSITION

ASSETS	June 30,	
	2006	2005
CURRENT ASSETS		
Cash and Investments:		
Cash	\$ 347,988	\$ 228,385
Investments	26,526,766	21,789,829
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Total Cash and Investments	26,874,754	22,018,214
Accounts Receivable	60,575	58,744
Unconditional Promises to Give	7,160,839	37,000
	<hr/>	
TOTAL CURRENT ASSETS	<u>34,096,168</u>	<u>22,113,988</u>
 PROPERTY AND EQUIPMENT		
Land	1,369,955	1,369,955
Buildings	3,500,042	3,500,042
Equipment	1,446,314	1,391,553
	<hr/>	
Sub-Total	6,316,311	6,261,550
Less: Accumulated Depreciation	(1,918,641)	(1,706,312)
	<hr/>	
TOTAL PROPERTY AND EQUIPMENT, LESS ACCUMULATED DEPRECIATION	4,397,670	4,555,238
 OTHER ASSETS		
Unconditional Promises to Give	-	56,690
Donated Assets	126,994	124,555
Annuity Trust Investments	5,755,305	5,576,638
Other Assets	-	29,131
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TOTAL OTHER ASSETS	5,882,299	5,787,014
	<hr/>	
TOTAL ASSETS	<u>\$ 44,376,137</u>	<u>\$ 32,456,240</u>

LIABILITIES**June 30,
2006 2005**

CURRENT LIABILITIES

Short-Term Notes Payable	\$ 911,798	\$ 1,022,798
Current Maturities of Long-Term Debt	100,000	100,000
Current Portion of Annuities Payable	81,372	82,563
Accounts Payable	29,787	58,261
Deferred Revenue	19,808	19,563

TOTAL CURRENT LIABILITIES	<u>1,142,765</u>	<u>1,283,185</u>
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LONG-TERM LIABILITIES

Annuities Payable, Less Current Portion	4,273,675	3,712,695
Long-Term Debt, Less Current Maturities	790,971	790,971

TOTAL LONG-TERM LIABILITIES	<u>5,064,646</u>	<u>4,503,666</u>
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TOTAL LIABILITIES	6,207,411	5,786,851
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NET ASSETS

UNRESTRICTED	3,008,329	2,601,646
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TEMPORARILY RESTRICTED	7,246,123	5,188,571
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PERMANENTLY RESTRICTED

Endowments and Other	26,514,032	17,097,792
Charitable Remainder Trusts	1,400,242	1,781,380

TOTAL PERMANENTLY RESTRICTED	27,914,274	18,879,172
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TOTAL NET ASSETS	38,168,726	26,669,389
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TOTAL LIABILITIES AND NET ASSETS	\$ 44,376,137	\$ 32,456,240
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OH WHAT A NIGHT!

It was a night when the number 80 was on everyone's lips, if not before their eyes. The logo for the black-tie gala in the Commons celebrating Salisbury University's 80th anniversary greeted guests on a large video screen, in their programs, even on the chocolate wafer with dessert.

The number 8, traditionally associated with success, achievement and new beginnings, seemed apt. The festive evening marked both the ending of celebrations of the University's 80th anniversary year and the official beginning of a multimillion-dollar fund-raising campaign by its administration and the Salisbury University Foundation. Here the 80 which got the biggest "wow!" was an accountant's dream: In the first two years of its silent phase the campaign has raised "more than 80 percent of our initial \$25 million goal," said Chairman Henry Hanna, "80 percent to honor our 80th anniversary!"



*Gala Co-chairpersons Pam ('92)
and Fried Lankford*



*SU Foundation Board Chairman Ed Thomas (left),
Michele Thomas, Dara Hanna and
Capital Campaign Chairman Henry Hanna*



"At 80, Salisbury University is still a very young institution," SU President Janet Dudley-Eshbach told several hundred supporters. "Because of its youth, we can still see and appreciate the work of those who came before. Each generation has endowed this University with unquestioned loyalty and enthusiasm, always hopeful about its future. For all that we have accomplished today—our national championships, our national rankings, our national distinction—we are still defined by our aspirations and our possibilities."

Monies raised through the campaign will turn many of those aspirations into realities. Since the Gala, the SU Foundation and campaign leadership team have elevated its total goal to \$30 million. Individual goals will benefit student scholarship endowments (\$15 million), the new Teacher Education and Technology Center (TETC) which begins construction this fall (\$4 million), matching funds for a new home for the Franklin P. Perdue School of Business (\$4 million), library enhancements (\$2 million), fine arts (\$2 million), Sea Gull athletics—including new facilities for varsity teams (\$2 million)—, and campus enhancements and outreach (\$1 million).

Major donations to the campaign during the silent phase, through tremendous philanthropy, include \$8 million from the Arthur W. Perdue Foundation to help fund construction of the Perdue School building; an anonymous \$7 million planned gift for scholarship

funding; \$2 million from alumnus Audrey Christopher to create the Christopher Scholars Program; real estate valued at \$1.3 million from Sam Brown and Bill Church; a planned gift from alumna Carol Powers and her husband, Jim, to benefit the TETC; \$500,000 from the estate of long-time theatre patron Bobbi Biron, for whom Salisbury University's theatre program is named; a special planned gift and annual contribution arrangement from Sea Gull parents David and Wanda Hooper; \$200,000 from the family of Charles R. and Martha N. Fulton, long-time supporters of SU, to benefit scholarships for Worcester County students; and a special annuity from alumna Jeanne Bulleit to benefit TETC programs.

Hanna chairs a campaign team which includes past Salisbury University President Norman Crawford; alumni Niel Carey, Rick Givens, Amy Tilghman Miller and Beth Sarbanes Sheller; Salisbury University Foundation Board members Jim Perdue, Ed Thomas, J. Michael Scarborough and Dr. Irving Shen; special friend of the institution Bruce Rogers; and members of the University administration.

Titled "Taking Excellence to New Heights," Campaign 2012 is based upon the needs of the institution articulated in its recent Facilities Master Plan and Institutional Strategic Plan studies. A cross-section of University faculty, staff, students and alumni participated in these studies.

At the gala kick-off celebration, Dudley-Eshbach told the well-wishers, "I would ask everyone to take a minute and dream of what we could become. Tonight, we begin our pursuit of that dream."

Del. Page Elmore presents President Janet Dudley-Eshbach with a proclamation of recognition from the Maryland House of Delegates



President Janet Dudley-Eshbach asked the crowd to "dream of what we could become"

The Rotunda of the Commons was decorated with images from SU's 80-year history



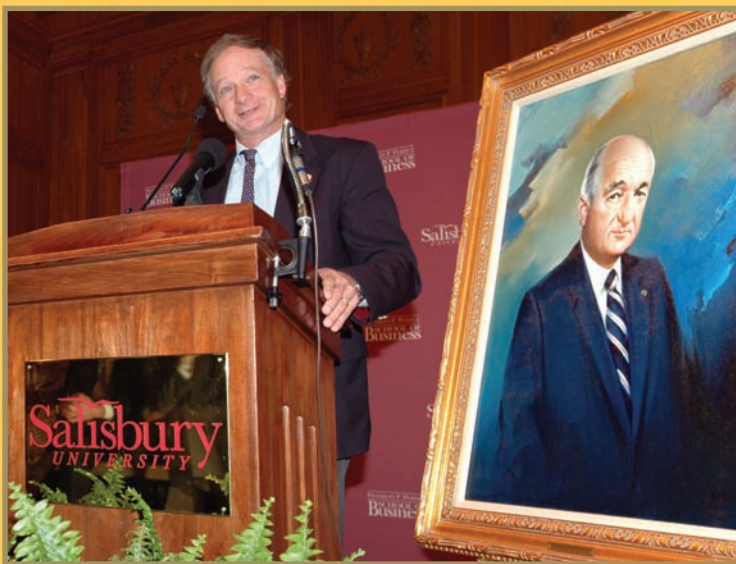
Guests celebrate 80 years of SU's excellence



(From left) Ruth Moore, Newt Jackson, David Moore, Clary Jackson and Marshall Moore

EXCEPTIONAL GIFT REMEMBERS A LEGEND AND ENHANCES THE FUTURE

On March 29, 2006, the Arthur W. Perdue Foundation proudly announced its \$8 million gift toward the construction of a new home for the Franklin P. Perdue School of Business at Salisbury University. Poetically, the announcement came on the 20th anniversary of the founding of the Perdue School, created by a multimillion-dollar endowment from Frank Perdue and Perdue Farms in 1986, and it commemorated the one-year anniversary of Perdue's passing on March 31, 2005.



Maryland Governor Robert Ehrlich thanked the Perdue Foundation for its historic public-private partnership for Salisbury University



The new building will replace and expand the facilities that currently support the Perdue School's academic, research and public service programs which have been housed in the north wing of Holloway Hall. As the University's first endowed school, it now has outgrown its present space. Funding for the Perdue School building will come from both public and private sources. The state has made a five-year, \$33 million commitment to the approximately \$45 million project that includes \$1.7 million in planning money in next year's capital budget. In addition to the \$8 million gift from the Perdue Foundation, the Salisbury University Foundation will raise additional funds for the project during its capital campaign. The Perdue contribution toward the building is the largest private donation for a capital project in the history of the University.

"As we mark the first anniversary of my dad's passing, the Perdue family is proud to continue his support of Salisbury University and help continue Salisbury University's commitment to excellence in education," said Jim Perdue, chairman of Perdue Incorporated and president of the Arthur W. Perdue Foundation.

"This extraordinary gift will transform the very face of this

campus,” said SU President Janet Dudley-Eshbach. “It will redefine the teaching capabilities of our faculty, and it will change the manner in which our students prepare for success in the knowledge-based economy. It will take the collaboration between the University and this region’s employers to a new level and will enable us to accommodate more students while maintaining our high standards of quality. I am deeply grateful to the Arthur W. Perdue Foundation and the Perdue family for this historic expression of generosity.”

“Today’s announcement is a perfect example of the public and private sectors partnering successfully in support of Maryland higher education,” said Maryland Governor Robert L. Ehrlich Jr., who was in attendance for the announcement. “Salisbury University has managed its resources efficiently and has made a tremendous contribution to Maryland’s economy by consistently producing workforce-ready graduates. As governor, I have encouraged our public universities to operate more efficiently and to reach out to the private sector for support of key priorities. Salisbury University’s efforts in that regard have made it one of the rising stars in higher education.”

“This is truly an extraordinary day for Salisbury University and the entire University System of Maryland,” said University System of Maryland Chancellor William E. “Brit” Kirwan, also in attendance. “The partnership between the University and Perdue Incorporated is precisely what the governor, the legislature and the Board of Regents expect us to do ... balance state funding with significant private investment. It will help Salisbury University meet its expectations for enrollment growth while contributing to its state and national reputation. I am extremely grateful to the governor and the Perdue family for making this important day possible.”

Having a transforming effect on what was then Salisbury State College, the original Perdue endowment was the first such gift for the campus. Perdue’s generosity became a model that led to other major bequests by Eastern Shore business leaders. In little over a decade, all of the University’s four schools were endowed, a rarity among public institutions nationwide.

Frank Perdue attended SU in the 1930s, and the endowment marked the beginning of even closer ties between the Perdue family and the University. In 1994 he gave the Business School another \$1 million after its undergraduate and graduate programs earned accreditation from AACSB International—the Association to

Advance Collegiate Schools of Business. (The world’s most respected accrediting body for business programs, only 15 percent of business schools worldwide have this accreditation, and the Perdue School is the only such accredited business program on the Delmarva Peninsula.) Because of the family’s extreme generosity, the Perdue School ranks in the top 20 percent of business schools nationwide.

Serving with distinction on the Salisbury University Foundation Board of Directors for six years, Frank Perdue retired from the board in 2003 and was succeeded by his son, Jim, who earned his M.B.A. from SU. Frank Perdue and his wife, Mitzi, were frequent visitors to campus and hosted Perdue Scholars (students awarded academic scholarships funded by his endowment) in their home.

At the time of his second gift, Perdue said, “When we began this process ... we could only dream that we would have come so far so fast. ... I am proud to have my name associated with this fine school.”

“Salisbury University has always been proud of its partnership with Perdue Incorporated and the Perdue family,” said President Dudley-Eshbach.. “Frank’s legacy will ensure the growing reputation of Salisbury University’s Perdue School of Business.”

(From left) USM Chancellor Brit Kirwan, Foundation Board Chairman Ed Thomas, Mitzi Perdue and Joe Eshbach applaud the plan for a new Perdue School building



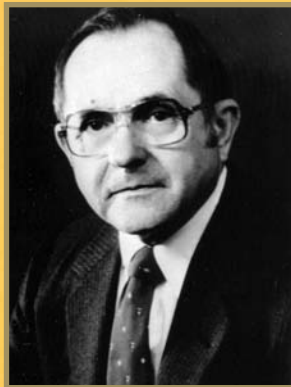
THE LOSS OF A DEAR FRIEND: CHARLES R. FULTON

Charles R. Fulton once said, “You really aren’t making a contribution unless you work at it.” True to his word, he worked at making a difference to Salisbury University. A philanthropist and leader in the poultry industry, Fulton passed away last fall. With his death, SU lost a champion and a dear friend.

Fulton left a prodigious legacy for scores of Salisbury University students when he and his wife, Martha, provided the founding endowment of the Fulton School of Liberal Arts in 1989. The impact of the Fulton gift continued in the following years as the number of liberal arts undergraduate programs grew from 11 to 18, the number of students majoring in the Fulton School increased by over 40 percent, the number of full-time faculty grew by more than 40 percent and the number of degrees awarded increased by 66 percent. Through this act of generosity, Fulton established scholarships, faculty research and development grants, a visiting scholars program, and increased library holdings for the University’s largest school. In 1998 the University honored Fulton with an honorary Doctorate of Humane Letters and he served faithfully as a member of the Foundation Board from 1990-1999.

The Fultons also have been generous benefactors to their community. Being long-time Snow Hill residents, they funded the Snow Hill Christian Nursery School and helped launch a YMCA for nearby Pocomoke City. For graduates of public high schools throughout Worcester County, they created a \$400,000 scholarship fund for students who attend SU.

Accomplished pianist and conductor Daniel Barenboim stated, “Every great work of art has two faces, one toward its own time and one toward the future, toward eternity.” Charles Fulton was certainly a man of his time, whose generosity has left an eternal impression on the heart of Salisbury University.



A LIFETIME OF SERVICE HONORED

When Marshall Moore helped found the Salisbury University Foundation, Inc. in 1973, bell-bottom pants and long hair were the fashions on campus.

More than three decades later, bell bottoms (flares) and long hair are again in fashion—now accompanied by cell phones and iPods. One more thing is different this time around, as well: For the first time in 33 years, the Foundation will exist without Moore’s guidance following his retirement from its board of directors.

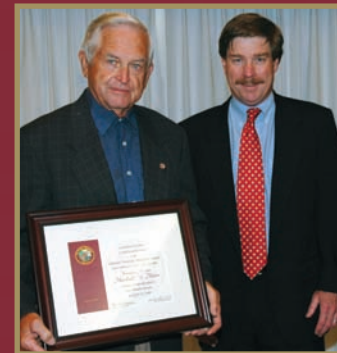
His departure marks the end of an era. He was the last founding member serving on the board.

Celebrating Moore’s dedication, the board voted unanimously to honor him with emeritus ranking. In a surprise unveiled to Moore during Salisbury University’s 80th anniversary gala, Ed Thomas, SU Foundation Board chairman, announced the creation of the Marshall W. Moore Scholars Program, offering financial assistance to Salisbury University students. Moore’s fellow board members have financed the nearly \$200,000 endowment for the scholarship.

In 1973, Moore, with other area leaders and friends of the University, established the Foundation. Its initial funding was \$5,000. Today, the Salisbury University Foundation manages some \$38 million in assets. During his 33 years of service, Moore not only worked to help the fund-raising arm of the University grow to its current stature, but also with his wife, Ruth, supported many campus organizations including the May Literacy Lab, Ward Museum of Wildfowl Art and Salisbury Symphony Orchestra. The Moores also supported SU scholarships and construction of the Alumni House in 1997.

In addition, Moore has served as a director for the Alumni Association Board, the Board of Visitors, the Ward Museum Board and Salisbury University Real Estate Foundation Board, and was a member of the Sea Gull Social Club.

“He will be missed,” said SU Foundation Board Chairman Ed Thomas. “I don’t know what we will do without him. ... He modeled the highest standards of service in his untiring support of Salisbury University.”



GENEROSITY RECOGNIZED WITH HONORARY DOCTORATE

The University's 80th year winter commencement exercises found a very special Salisbury University friend among the graduates. Business leader and philanthropist Sam Brown received an honorary Doctorate of Public Service on Saturday, December 17, 2005. Now he can officially call Salisbury University his Alma Mater. Born in Pilot Mountain, NC, in 1938, Brown became acquainted with the Delmarva Peninsula early in life because of his father's pioneering involvement with the poultry industry.

Brown earned his bachelor's degree and attended law school at the University of North Carolina at Chapel Hill. His career led him through numerous ventures including clothing manufacturing, imports and real estate.

During the past decade, Brown has contributed to Salisbury University in both dollars and time. In 1996, he established the largest single charitable remainder trust ever given to the University. Recently, he significantly added \$1.3 million of real estate to his donation, bringing the total to \$4.5 million. Brown's gifts make him the largest single donor in Salisbury University history.

A music enthusiast and avid patron, he has donated pianos and organs to numerous congregations in need. He also contributed the baby grand in Salisbury University's President's Residence. Brown served on the SU Foundation Board of Directors and he is one of the University's greatest friends. His generosity and dedication truly are music to our ears.



DEDICATED VOLUNTEER PUTS SU 'ON THE AIR'

Local residents now have the ability to visit Salisbury University without even leaving their living rooms. Debbie Abbott ('76) is your guide to *SU on the Air*—a monthly program covering all that is new and notable at the University. The show airs on Public Access Channel (PAC) 14.

Abbott, the senior vice president and regional officer for Mercantile Peninsula Bank, is a communication arts graduate and is currently a member and past chair of the Salisbury University Foundation Board. She has proven to be a perfect fit for the hosting job and has done shows featuring such campus happenings as the Sea Gull Century cycling tour, Salisbury University Fun Day family festival, the inaugural Freshman Reader Program and homecoming, as well as many cultural events. "There is always something wonderful happening on campus including many activities you would not have the opportunity to experience elsewhere in the area," Abbott noted.

As acknowledgement of Abbott's dedication to Salisbury University, she was recognized at the December 2005 commencement with the Alumni Service Award and in June 2006 as Salisbury University Foundation's VIP through the efforts of Mitzi Perdue and the Community Foundation of the Eastern Shore's Perdue-Kresge Challenge.

If you are interested in tuning in to *SU on the Air*, consult the PAC 14 Web site at www.pac14.org for program listings.



ALUM PROVIDES FOR THE FUTURE OF HIS ALMA MATER

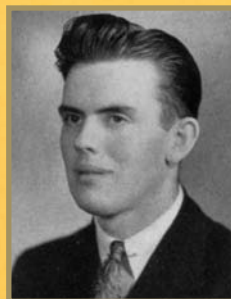
Teacher, war veteran and chemical industry magnate, Audrey Calvin Christopher was a man who had seen the world. In spring 2005, SU lost yet another great friend and champion with his passing.

Christopher graduated from SU in 1941 and after a short turn as a teacher in Anne Arundel County, he left for war overseas. Upon his return, he entered the corporate world. He retired in 1976 as the vice president for corporate administration and director of industrial relations for W.R. Grace and Company. He was the president of the New Providence Historical Society in New Jersey and a member of the vestry at St. Andrews Episcopal Church in Murray Hill, NJ. After his wife, Ruth, passed in 1994, he enjoyed woodworking, historical researching and traveling.

Although he settled in New Jersey, he never forgot Salisbury. In 1996 he created the Audrey C. Christopher Endowment for Education with the mission to provide scholarship support for students in the field of education at the University. With Christopher's

recent passing, SU is now the recipient of \$2 million to fund this wonderful program.

The University is honored to be entrusted with perpetuating the memory of Audrey Christopher and grateful for his trust, goodwill and commitment to his Alma Mater.



The Christopher Endowment supports the education of the next generation of teachers

A MUSICAL TRIBUTE

During his 29-year tenure as a professor of history, Dr. William Wroten saw the campus of Salisbury University and its programs grow exponentially.

In 2006, Dr. Wroten helped expand those offerings even further with the endowment of a piano performance concert series in memory of his late wife, Patricia, a well-known piano teacher in the Salisbury area. The inaugural concert featured renowned pianist Andreas Klein.

With a life-long interest in music that bloomed in later years, Patricia took piano classes at Baltimore's Peabody Conservatory of Music as an adult. She shared what she learned with other non-traditional students in the Salisbury area as a piano teacher for more than 20 years. And of course, she was a champion for music at SU. She performed on campus, joining other area piano experts to present unusual and popular eight-handed recitals.

Now, her legacy will continue as the namesake of the Patricia White Wroten Piano Concert Series.

Sadly, Dr. Wroten passed away shortly after the inaugural concert. His passing is a great loss to the University community.

"It's wonderful for Dr. Wroten to have remembered his wife in such a fantastic way by adding a new program to SU's cultural offerings," said Kim Nechay, assistant director of the SU Foundation and director of development in the University's Advancement Division. "We applaud his generosity and are so grateful to have been a part of this tribute for him. He was a man of great charm and character. But more importantly, he was a proud man. Dr. Wroten was proud of his wife and the legacy that was lovingly created at SU."



Pianist Andreas Klein (left) with Dr. William Wroten

A TRADITION OF GIVING

During the past year, the Nathan Foundation re-affirmed its financial commitment to Dorchester County students attending Salisbury University, continuing a 34-year-old tradition of scholarship support.

Since 1962, the foundation has offered some \$900,000 in financial assistance to more than 100 SU students from Dorchester. With the recent donation, the foundation increased that amount to some \$950,000. The University is the foundation's largest beneficiary.

The foundation is the legacy of the Nathan family: patriarch, Meyer Nathan, who founded Nathan Furniture stores in 1881, and his children Milford, creator of the foundation, and Bertha.

"We are fortunate that the Nathan Foundation has given so selflessly to allow Dorchester residents to earn their degrees at SU," said Rosemary Thomas, vice president for advancement at the University and executive director of the SU Foundation, Inc. "We applaud them for continuing this tradition for more than three decades and for their support of the quality education Salisbury provides."

In addition to SU, the Nathan Foundation supports numerous institutions throughout Dorchester County. Annually, one-third of the foundation's contributions go to programs for Dorchester's less-fortunate population, one-third toward education and one-third toward programs to benefit the overall community. Since 1961, its charitable gifts have totaled more than \$3.5 million.



FOUNDATION SUPPORTS FACULTY, STAFF AND STUDENTS

Through its Faculty and Staff Grants Program, the Salisbury University Foundation, Inc. supported the efforts of numerous University nursing students and faculty who used the skills taught at SU to teach residents of a small African village about AIDS and other diseases that plague that area.

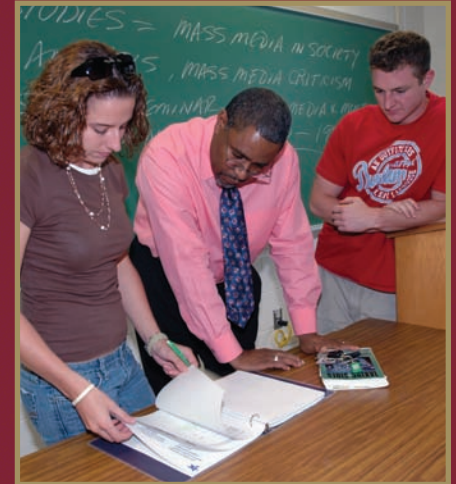


SU volunteers traveled with Global Service Corps – Tanzania to teach awareness classes for two weeks, experiencing a vastly different culture.

In the midst of this poor village, Christine Wagner of Joppa, MD, said the efforts of Americans to teach about AIDS were well appreciated. "There was a lot of interest in what we were doing. The classes will impact them for the rest of their lives."

In addition to teaching AIDS awareness and prevention classes, the group also visited hospitals and clinics in Tanzania to get a first-hand look at their healthcare system. Dr. Voncelia Brown of the SU Nursing Department said the United States "has a global responsibility to improve healthcare in the rest of the world, in addition to doing more with what we have here." While working with their counterpart nurses in Tanzania, the American group also gained an appreciation for what these individuals are able to accomplish with such limited resources.

The Salisbury University Foundation Grants Program awards some \$30,000 annually to faculty and professional staff to assist with professional development, research, program development and travel. "This is just one small way that we can acknowledge the efforts of the talented faculty and staff of SU," said Grants Committee Chairwoman Anne Miller. "We are proud of the many accomplishments of our grant recipients and the students' lives they have touched."



A YEAR OF MEMORIES

