

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