

DEAR DONORS AND FRIENDS,

This Annual Report highlights a year of remarkable progress, in spite of the economic challenges faced by individuals and institutions nationwide. While we continue to monitor carefully and guide strategically Salisbury University's and the Salisbury University Foundation Inc.'s financial profile, we are pleased to report ongoing achievement from many Foundation initiatives.

We are nearing the completion of the Foundation's *Taking Excellence to New Heights Campaign*, having raised \$37 million – well above our initial \$25 million goal. To date, the campaign has raised funds for the Franklin P. Perdue School of Business building, the Teacher Education and Technology Center, student scholarships, the library, fine arts, faculty development, athletics, and community outreach. And while we always aim for high alumni participation, we finished at over 17 percent in gifts and pledges last year, the highest in the University System of Maryland.

The return on investment in people and programs is evident in several trends for SU. Thanks to strong donor support, SU is able to award more scholarships than in the past. The availability of scholarship dollars is instrumental in SU's continued strong enrollment and the University's academic profile, which continues to improve each year. Support for academic progress also influenced SU's rise to number 9 in the *U.S. News & World Report* rankings of top regional public universities in the North. *Princeton Review* also named SU among the nation's best colleges for the 13th consecutive year. Although rankings are not the definitive word on the overall quality of a university, they are markers that attract considerable attention and discussion among prospective students and families. By any measure, SU is increasingly attractive to greater numbers of high-achieving students.

As we reflect on our successes in 2011, we look forward to celebrating the end of our campaign in 2012. On behalf of Salisbury University and the Salisbury University Foundation, Inc. please accept our thanks for your participation, support and investment. Your generosity has a significant impact on all that we do. We hope to see you in the coming months on campus or at any number of our events throughout the region and beyond.

Sincerely,



Janet Dudley-Eshbach, Ph.D.
President
Salisbury University



Charles T. Capute, Esq.
Chairman
Salisbury University
Foundation, Inc.



Janet Dudley-Eshbach, Ph.D.



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