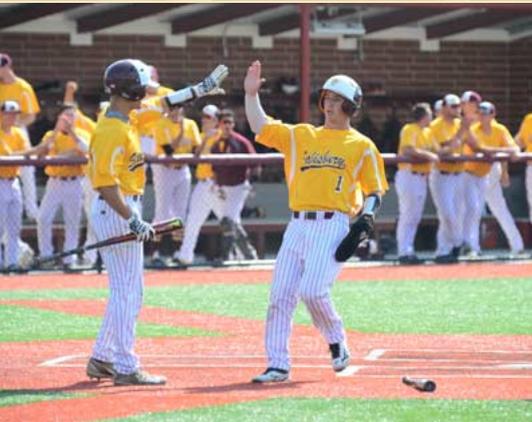




IMPACT REPORT

2020 - 2021



Dear Donors and Friends,



We are thrilled to have students, faculty and staff back on campus for the 2021-2022 academic year. As we begin to put the pandemic behind us, we continue to follow practices and guidelines to keep our campus community safe, and we are grateful for your continued support of SU and our students to get us past these challenges. It's been great to return to the athletic, cultural and student-centered events that we've come to

expect at SU, and, if you haven't done so already, I encourage you to come for a visit.

When I first came to SU, I continuously heard that it's the people who make this place so special. It's been the people who have remained focused on creating a more inclusive campus

environment for our students and employees. It's been the people who have been engaged in important work in our communities. It's been the people who have continued our progress toward a more sustainable future and looking at ways to reduce our carbon footprint. It's been the people who have not only kept us safe but also have continued to deliver a high-quality education to our students – to ensure success in and out of the classroom. You have been among those people, and on behalf of everyone at SU, thank you.

A handwritten signature in black ink, appearing to read 'Charles A. Wight'.

Charles A. Wight
President
Salisbury University

The logo for Salisbury University, featuring the word 'Salisbury' in a large, serif font with a yellow arc above it, and the word 'UNIVERSITY' in a smaller, yellow, sans-serif font below it.





I would never have imagined that my first year as the chair of the Salisbury University Foundation would be served during a pandemic. I envisioned chairing meetings in conference rooms, meeting with students on campus and participating in fundraising events in person. As we all know, in-person activities were virtually non-existent. However, I was able to do all those things with a twist.

With the pivot to Zoom, I **chaired meetings** from my home office space, I participated on **Zoom sessions with students**, and I **supported fundraising** via email, calls and social media.

I am **truly honored** to have served my first year as Salisbury University Foundation chair despite all the challenges presented. Through this unprecedented time our donors, alumni, faculty, staff, and students accomplished much.

Under the guidance of Dave Rommel, The **We Are SU** fundraising campaign brought the total raised to over \$65 million toward the campaign goal of \$75 million.

Generosity is a powerful thing, which is especially impactful during difficult times.

When I reflect on the generosity of others throughout this past year, I remember the **kindness and helpfulness** of the late Dr. Stephen G. Hardy, a member of the Salisbury University Foundation staff who passed in August 2020.

In closing, I **thank** President Chuck Wight, Past Chair Amy Tilghman Miller, the staff of the SU Foundation, family, friends, students, faculty, staff and members of the Salisbury University Foundation Board who have been **so generous** throughout this past most challenging year.

Take some time and enjoy the 2020-2021 summary featured in the pages ahead.

Michele M. Garigliano '83

Chair, Salisbury University Foundation, Inc.

GIVING DAY TOTALS ANNOUNCED!



1,863 SUPPORTERS RAISED OVER \$243,000!

Fall of 2020 Giving Day saw 1,865 supporters giving \$152,715.67, with the generous matching gift of \$60,449.39, provided by Wayne '89 and Melissa '89 Judkins. Sea Gulls raised over \$213,000!

- **1,063** Alumni
- **410** Students
- **112** Faculty & Staff
- **280** Friends

Spring of 2021 Giving Day saw 1,863 supporters, just two less than the prior Giving Day, give even more – \$174,519.90, with challenge commitments of \$12,000 and the generous matching gift of \$56,780.50 provided again by Wayne and Melissa Judkins. Sea Gulls raised over \$243,000!

- **993** Alumni
- **349** Students
- **120** Faculty & Staff
- **240** Parents
- **161** Friends

Student Scholarships

Terrill Memorial Scholarship Recipients

Named for a beloved education faculty member who passed way in early 2021, the Dr. Brandy Starkey Terrill Memorial Scholarship presented its first awards in 2020-2021. They selected and received arts integration materials to use in their future classrooms.

Blair Hancock is an early childhood education major from Marion Station, MD, graduating in December 2021. She is currently completing the first phase of her internship in a kindergarten classroom at Princess Anne Elementary School. In her application essay, Hancock shared that Dr. Terrill asked the teacher candidates in her classes to make five promises to their future students. Her promises included giving her students opportunities to express themselves and to always encourage them.



Morgan McNulty is an elementary education major from Arnold, MD, graduating in December 2021. She is currently completing the first phase of her internship in a third grade classroom at East Salisbury School. She explained that there is no doubt in her mind that integrating the arts will be a huge focus for her as a teacher. She wants to do everything she can to honor Dr. Terrill: her instructor, advisor and role model.



Dr. Ernest Leighton Bond Classroom Library Awards



Ariana Leggio graduated in May with double majors in early childhood and elementary education. She completed her internship placements in a fifth grade classroom at Berlin Intermediate School, and kindergarten and third grade classrooms at Buckingham Elementary School. An avid reader, Ariana began her pursuit of a

Master in Education with a concentration in literacy this fall.

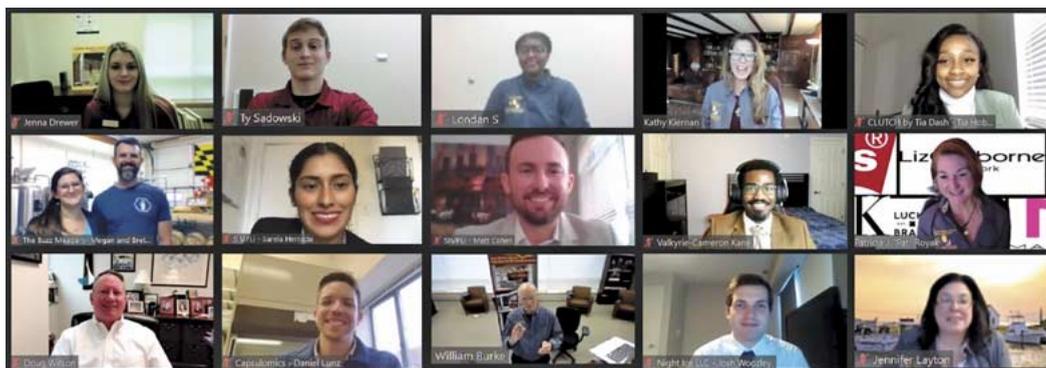


Noelle Smoot also graduated in May with a degree in early childhood education. Noelle completed her internship in a third grade classroom at Pemberton Elementary School and a Pre-K classroom at Prince Street

Elementary School. Noelle is excited about her new books she received from the Bond Classroom Library Awards, as she believes: "Diverse literature builds students' confidence and gives them a broader view of who they are and who they can become."

Philip E. and Carole R. Ratcliffe Foundation Shore Hatchery

Salisbury University has been a training ground for entrepreneurship. Here's a snapshot of winners from the fall 2020 Philip E. and Carole R. Ratcliffe Foundation Shore Hatchery competition:



- **Valkyrie Software Solutions** – Cameron Kane: Accessibility software for the video game industry, with an initial focus on audio accessibility, from Glenn Dale, MD: \$10,000. *(Kane is a recent SU graduate and multi-year SU Entrepreneurship Competition winner.)*
- **CLUTCH by Tia Dash** – Shantiyyah Hobby: Trendy, hand-crafted, budget-friendly purses geared toward college students, from Salisbury - \$10,000. *(Hobby, of Dover, DE, is a senior in SU's Glenda Chatham and Robert G. Clarke Honors College and a previous SU Entrepreneurship Competition winner.)*
- **SIMPLi** – Matthew Cohen: Socially and environmentally sustainable platform for sourcing ingredients from international farming communities, from Washington, DC: \$10,000. *(Cohen is a 2012 SU graduate.)*



WE ARE SU | The Campaign for **Salisbury University**

This \$75 million fundraising campaign – the largest in SU’s history – is all about people. Our students. Our faculty and staff. Our alumni. Our parents and families. Our donors and friends. Our community.

The Campaign Committee includes

Dave Rommel (Chair) and Patsy Rommel

Bruce Cort '71

Sandy Fitzgerald-Angello

Kim Gillis '99

Julius Jones '06, M'09

Tom Jones (Campus Committee Chair)

Ron McGann '88 and Jennifer McGann '88

Kim Messick '80

Amy Miller '90, M'94 and Brent Miller

Bob Moyle '77 and Rebekah Moyle

Dan Quinn '94 and Stacey Quinn '91

Steve Reilly '96 and Emily Merson

Mike Scarborough '76

Billy Staples '00, M'08 and Kristin Staples '01

Michele Thomas and Ed Thomas



I give to SU because of the relationships and opportunities that have been afforded to me by this incredible institution. The continued dedication to students and the University’s mission that I witness day-in and day-out give me confidence that what I give is being put to good use.

Eli Modlin
Chief of Staff

CREATE YOUR LEGACY:

Create a Scholarship Endowment - \$25,000

- As students nationwide face burgeoning debt, scholarships help decrease the loans they need to complete their education while providing them the ability to focus on their studies instead of worrying about paying their tuition.

WHY GIVE TO SU?

campaign.salisbury.edu

Transform Tomorrow

Together, we can provide scholarships and resources to unlock students' limitless potential.



Shape Success

Together, we can help dedicated faculty and staff open doors and inspire unequalled experiences.



Create Connections

Together, we can enrich collaborations woven across the region, strengthening our communities.



“From 1977 to the present, SSC, SSU and SU has been where I taught, administered and have supported with my time and money. My wife, Nancy, and I love SU and what it provides for our leaders of tomorrow. It is without a doubt something most worthwhile to invest in!”

Dr. Tom Jones

Professor of Biological Sciences Emeritus



Create a Program Endowment - \$10,000

- Endowment assets are invested to supply an annual, self-sustaining source of funds, in perpetuity, for a purpose specified by you, the donor.

For More Information: Jayme Block, Assistant Vice President for Alumni Engagement & Development jeblock@salisbury.edu • 410-543-6156

Campus Spotlight



Salisbury University has been a part of my life for many years. I graduated from SU in 2000 and have worked here since 2004. My oldest daughter graduated in 2020, and I hope to see my younger daughter carry on the tradition and become a Sea Gull in 2023! During my time at SU, I've witnessed the value that the

SU Foundation adds to our University in various areas. In particular, my husband and I choose to support the Maroon & Gold Club because we believe the Athletics Program builds leadership, teamwork and discipline in students' lives and promotes a stronger sense of community.

Allison Foltz

Senior Database Administrator



The Salisbury University Foundation has been a reliable partner in achieving our commitment to ensuring a safe campus community. The support from the SU Foundation has furthered the enrichment of our officers through grant funding for

quality training that is essential in maintaining a fair, competent and professional police department. Our service to students, faculty, staff and community has been exemplary in part due to the support of the SU Foundation.

Edwin Lashley

Chief of Police, University Police

Given that tuition cost increased 1,216% during my 43 years at Salisbury (State College - University), I can think of no better way to help future social work students than endowing a scholarship for returning non-traditional students.

Historically, this population has faced special challenges qualifying for most scholarship aid. From personal experience, I appreciate the challenges that these students face balancing family and school and want to help with this scholarship.



Dr. Marvin Tossey

Professor of Social Work

I'm grateful to the SU Foundation for supporting students in their pursuit of music and the arts, as well as the Salisbury Symphony Orchestra. By funding scholarships, soloists' residencies and

masterclasses, the SU Foundation enriches students' lives beyond their everyday classes and provides a path to a well-rounded university experience that makes them successful as performers, educators, art advocates and global citizens. I feel very fortunate to be able to help our students develop and share their talent with our Eastern Shore community and experience the collective joy that the arts inspire.



Dr. Sachi Murasugi

Lecturer of Music

Board Member Spotlight



Higher education fuels our future – I support SU to continue to improve the future of not only our community but also communities throughout the world. One doesn't know how a seed will grow; education ensures the seeds get planted.



Dwight Miller
(2014-present)

I am a proud local graduate of Salisbury University. It was there that I found my true calling in the field of education and where the University's community surrounded me with the support and resources I needed to help turn my dreams of becoming an educator into a reality. As an alumnus, I recognize my role to support the next generation of SU graduates, which is why I give both of my time and monetarily.



Lou Taylor
(2020-present)

It has been an honor to serve the SU community as a member of the Salisbury University Foundation, Inc. Board.



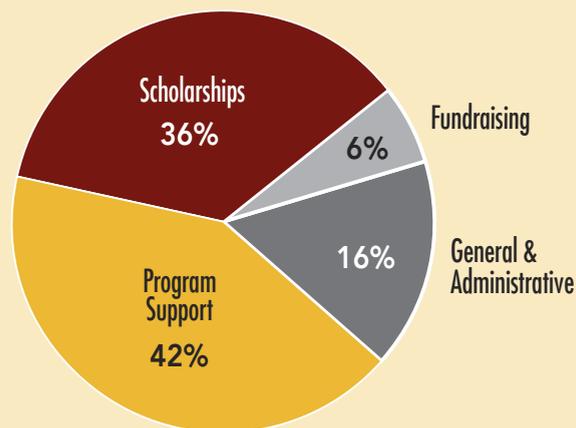
Alexis Dashield
(2015-2021)
the first African American woman to serve on the Foundation board

Financial Year In Review

	6/30/20	6/30/21	% of change
Total Assets	\$82,982,720	\$111,030,303	33.80%
Net Assets	\$79,402,502	\$106,928,370	34.67%
Total Revenue	\$3,731,655	\$31,447,644	742.73%
Program & Operating Expenses	\$5,669,120	\$3,921,776	-30.82%
Change in Net Assets		\$27,525,868	

PROGRAM & OPERATING EXPENSES

42% Program Support	\$1,660,557
36% Scholarships	\$1,399,260
6% Fundraising	\$245,881
16% General & Administrative	\$616,078
Total	\$3,921,776



NET ASSETS



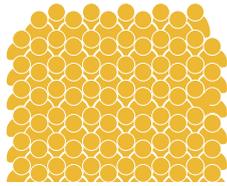
TOTAL REVENUE



The Salisbury University Foundation, Inc. is a 501(c)(3) corporation established with the approval of the Board of Regents and has the mission of providing the means for private contributions to be used for the benefit of the institution. A copy of the Foundation's current audited financial statement is available upon request at the Salisbury University Foundation, Inc., 1308 Camden Avenue, P.O. Box 2655, Salisbury, MD 21802-2655. Documents and information submitted to the State of Maryland under the Maryland Charitable Solicitations Act are available from the Office of the Secretary of State, State House, Annapolis, Maryland 21401-1925 for the cost of copying and postage.

By The Numbers

8,504
TOTAL FY21 DONORS
 ALUMNI, PARENTS, FACULTY,
 STAFF, STUDENTS, FRIENDS



\$1.1
MILLION
 AWARDED IN SCHOLARSHIPS



8,600

SU STUDENTS
 FROM

34
STATES

AND

42
FOREIGN
COUNTRIES



1,731
 MAROON & GOLD CLUB
MEMBERS

REPRESENTING

\$572,848
IN GIFTS

WE ARE SU
\$65.7M

RAISED TOWARD \$75M WE ARE SU
 CAMPAIGN GOAL



273
ENDOWMENTS, INCLUDING
185 SCHOLARSHIPS &
83 PROGRAMS

6,600
 SU STUDENTS
RECEIVING FINANCIAL AID



Recognition Levels



HOLLOWAY
SOCIETY
 Planned
 Giving



SEA GULL
SOCIETY
 \$100,000 +
 Cumulative
 Giving



LOYALTY
CIRCLE
 Annual
 Consecutive
 Giving
 Every 5 Years



SALISBURY
CIRCLE
 \$1,000 +
 Annual
 Giving



1925
CIRCLE
 \$1,925 +
 Annual
 Giving



PRESIDENT'S
CIRCLE
 \$5,000 +
 Annual
 Giving

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 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 Salisbury University community.

This Impact Report is published by the Salisbury University Foundation, Inc.

Please send comments and address changes to:

Amy H. Waters • ahwaters@salisbury.edu

1308 Camden Avenue,
Salisbury, MD 21801

Or call: 410-543-6175

www.salisbury.edu/foundation

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jecurtin@salisbury.edu • 410-546-6939

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EMERITUS**

The Late Marshall W. Moore
Robert L. Moore
Dick Young

Salisbury University has a strong institutional commitment to diversity and equal educational opportunities.

To that end, the University prohibits discrimination on the basis of sex, gender, marital status, pregnancy, race, color, ethnicity, national origin, age, disability, genetic information, religion, sexual orientation, gender identity or expression, veteran status, or other legally protected characteristics. Direct all inquiries regarding the nondiscrimination policy to the Office of Institutional Equity/Title IX Coordinator, Holloway Hall 100, 410-543-6426. Qualified students with disabilities should contact the Disability Resource Center at 410-543-6087.



Salisbury
UNIVERSITY

Salisbury University is a proud member of the
University System of Maryland.

