



FOUNDATION

EAST TENNESSEE STATE UNIVERSITY



Quarterly Report
4th Quarter, period ending
June 30, 2022

Dear Loyal ETSU Supporters,

Thank you to all of our alumni, friends, partners, and especially to our Foundation Board of Directors and President's Circle members for your continued support of the university.

- **DPT/Campaign Celebration:** We surpassed our goal of \$120M for the *Campaign for ETSU*. Final numbers will be announced at the Distinguished President's Trust/Campaign Celebration on October 7. Invitations are in the mail so please RSVP as soon as possible.
- **The New Foundation Board** took their positions on July 1, 2022. We welcome Dr. Virginia Bieber, Josh Gibbons, Doug Martin, and Matt Wilhjem. A special thanks to Lt. Gen. (Ret.) Ron Hite, Roger Kennedy, Tom Krieger, and Dan Mahoney for their service!

Again, thank you for all your advice, leadership, and support; and Go Bucs!

Sincerely,



Pamela S. Ritter
Vice President for University Advancement
President/CEO of ETSU Foundation

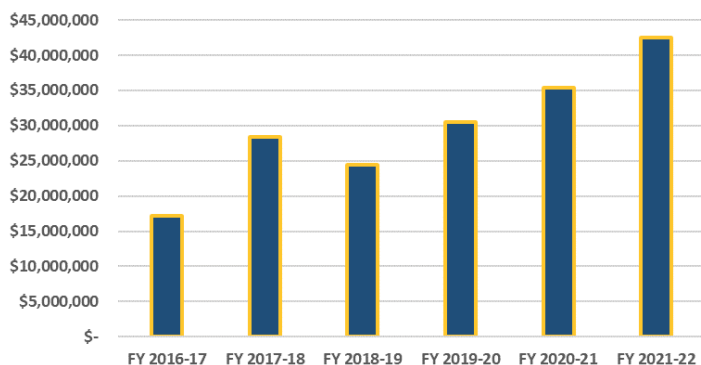
P.S. The President's Circle recognizes annual donors to the university. When you donate \$500 or more (\$1,000 starting next year) to area(s) you choose, we invite you to special events and send you information about our progress (like this report). This is a great way to connect with ETSU, friends, and family. You can make gifts any time at www.etsu.edu/give.



- **Major Giving**
 - ◇ We are pleased to announce that three new Directors of Development have joined the Advancement Team. Holly Booker is now the DoD of the College of Public Health, Jenna Moore Lafever is with the Martin Center for the Arts, and Wade Horsley is the new DoD for the Quillen College of Medicine.
- **Advancement Services**
 - ◇ Supported WETS Spring Fund Drive and Day of Giving activities.
 - ◇ Completed DPT history documentation for new database.
 - ◇ Working closely with ITS on data clean-up for expected database conversion.
- **Annual Giving**
 - ◇ Generated just over \$2.1M in annual gifts – the highest amount ever – over 17% more than last year.
 - ◇ Our graduate assistant, Bailey DeVore, graduated from her master’s program and landed the job of her dreams: Corporate Alliances Marketing Account Manager at Walt Disney World! Congratulations and good luck, Bailey!
- **Planned Giving**
 - ◇ Planned Gifts for FY 2021-22 totaled just under \$11M.
- **Alumni Association**
 - ◇ The Alumni team hosted a number of events this spring including an Alumni Assembly featuring President Noland. In addition, we partnered with Athletics to host Game Time Tour stops all across East Tennessee, held the inaugural Alumni Ambassador “True Crime at Lunchtime” virtual event, and hosted the Grand Golden 50’s Reunion weekend during commencement weekend.
- **Athletics**
 - ◇ ETSU Athletics won the 2021-22 Southern Conference Commissioner’s Cup. This is the fifth time in the last six years ETSU has been recognized as the top men’s athletic program in the Southern Conference.
 - ◇ ETSU Athletics concluded the 2021-22 fiscal year recording over \$2.34M of ETSU Foundation revenues.
 - ◇ ETSU is preparing for the return of student-athletes and competition. All fall sport schedules have been released and are available at www.etsubucs.com.
- **WETS-FM**
 - ◇ Wayne Winkler has gone into semi-retirement and the search for a new station manager is underway.

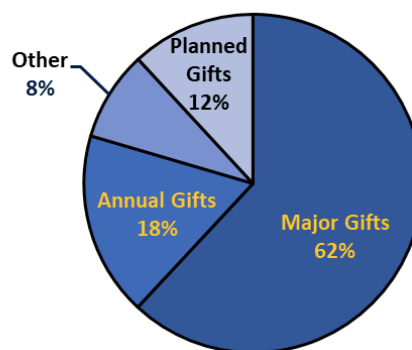
PERFORMANCE METRICS FOR FY 2021-22:

Total Advancement Production
(Including Private Giving from Grants)



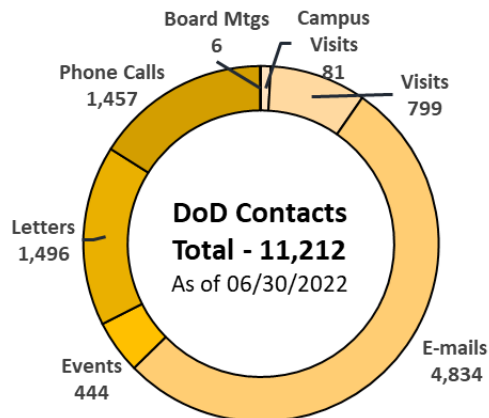
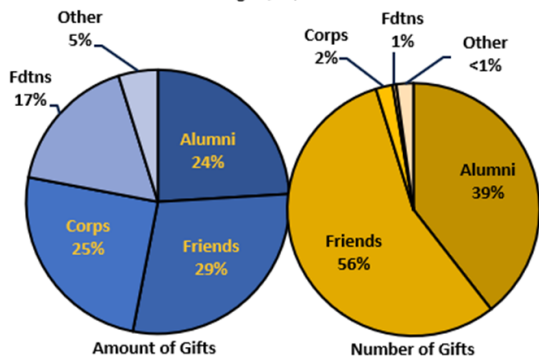
Type of Giving (Philanthropic Cash)

Ending 06/30/2022



Source of Giving (Philanthropic Cash)

Ending 06/30/2022



Private giving in the form of grants reached \$18.9M this year, increasing by \$3.3M over last FY. This brings total recorded giving for 2021-22 to \$42.5M. The chart below summarizes Net Production, Philanthropic Cash, Annual Fund Giving, but does not include grants.

		Net Production	Philanthropic Cash	Annual Fund Giving			Net Production	Philanthropic Cash	Annual Fund Giving
Arts & Sciences	FY2021-22	3,229,188.95	1,536,630.66	256,692.80	Public Health	FY2021-22	355,876.83	1,858,204.83	44,609.87
	FY2020-21	1,691,899.39	906,434.79	145,964.28		FY2020-21	108,237.23	1,604,051.83	50,581.87
	Variance	1,537,289.56	630,195.87	110,728.52		Variance	247,639.60	254,153.00	(5,972.00)
Business & Technology	FY2021-22	2,420,350.77	1,545,814.27	166,013.14	Student Life & Enrollment	FY2021-22	1,712,708.63	725,984.22	209,340.61
	FY2020-21	2,633,432.73	861,537.03	123,744.16		FY2020-21	685,357.45	486,049.83	212,851.52
	Variance	(213,081.96)	684,277.24	42,268.98		Variance	1,027,351.18	239,934.39	(3,510.91)
Clinical & Rehab Health Sciences	FY2021-22	164,625.04	165,815.04	38,897.89	Sherrod Library	FY2021-22	21,002.11	18,902.11	18,502.11
	FY2020-21	288,084.73	287,125.32	25,506.40		FY2020-21	43,331.10	8,986.66	8,286.66
	Variance	(123,459.69)	(121,310.28)	13,391.49		Variance	(22,328.99)	9,915.45	10,215.45
Clemmer (Education)	FY2021-22	152,816.97	129,709.61	53,595.48	Martin Center for the Arts	FY2021-22	65,660.41	55,047.78	29,447.78
	FY2020-21	10,728,101.32	119,655.81	55,563.40		FY2020-21	53,063.36	18,114.28	18,094.28
	Variance	(10,575,284.35)	10,053.80	(1,967.92)		Variance	12,597.05	36,933.50	11,353.50
Graduate & Continuing Studies	FY2021-22	34,285.41	211,094.11	6,449.11	Capital Projects	FY2021-22	3,086,499.36	2,099,339.85	
	FY2020-21	30,821.90	227,571.90	18,351.90		FY2020-21	220,211.08	569,603.95	
	Variance	3,463.51	(16,477.79)	(11,902.79)		Variance	2,866,288.28	1,529,735.90	0.00
Honors College	FY2021-22	37,454.20	32,379.20	27,109.60	Athletics	FY2021-22	1,361,242.02	1,306,268.98	519,614.11
	FY2020-21	44,796.92	20,046.92	9,482.12		FY2020-21	718,942.00	2,448,414.25	353,554.57
	Variance	(7,342.72)	12,332.28	17,627.48		Variance	642,300.02	(1,142,145.27)	166,059.54
Medicine	FY2021-22	1,517,241.60	646,729.02	156,281.65	WETS-FM	FY2021-22	415,468.61	374,718.71	355,038.21
	FY2020-21	320,655.65	311,161.21	126,747.56		FY2020-21	373,447.36	368,219.83	346,945.33
	Variance	1,196,585.95	335,567.81	29,534.09		Variance	42,021.25	6,498.88	8,092.88
Nursing	FY2021-22	717,390.85	207,050.16	33,947.53	University Wide	FY2021-22	8,060,304.23	860,964.63	137,048.01
	FY2020-21	392,259.65	279,502.54	33,318.38		FY2020-21	1,021,746.20	3,059,063.64	126,780.82
	Variance	325,131.20	(72,452.38)	629.15		Variance	7,038,558.03	(2,198,099.01)	10,267.19
Pharmacy	FY2021-22	165,342.09	180,983.74	83,900.06	Total	FY2021-22	23,517,458.08	11,955,636.92	2,136,487.96
	FY2020-21	178,395.33	176,942.85	82,604.99		FY2020-21	19,388,388.96	11,752,482.64	1,738,378.24
	Variance	(13,053.24)	4,040.89	1,295.07		Variance	4,129,069.12	203,154.28	398,109.72

NET PRODUCTION = total gifts and pledges recorded; includes planned gifts; excludes payments on prior year pledges

PHILANTHROPIC CASH = total cash received

ANNUAL FUND = typically those gifts \$1K and below, excluding gifts to capital funds or endowments

Report Schedule:

- ◆ 1st Quarter - Arts & Sciences, Business & Technology, Clemmer College, and Medicine
- ◆ 2nd Quarter - Clinical & Rehabilitative Health Sciences, Nursing, Pharmacy, and Public Health
- ◆ 3rd Quarter - Athletics, Student Life & Enrollment, University Programs, WETS-FM, and the Martin Center for the Arts
- ◆ 4th Quarter - Annual Report