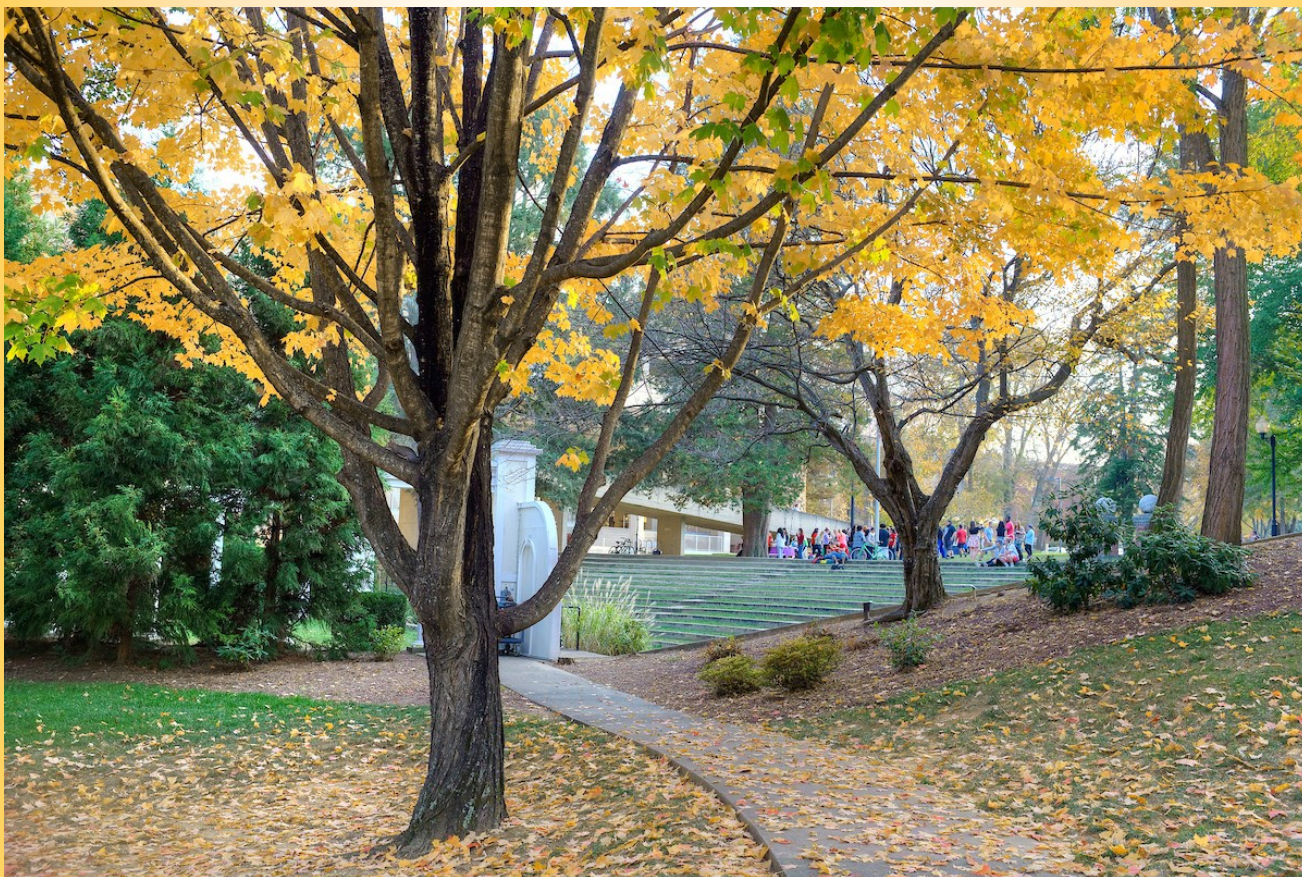




FOUNDATION

EAST TENNESSEE STATE UNIVERSITY



Quarterly Report
1st Quarter, period ending
September 30, 2021

Dear Loyal ETSU Supporters,

I would like to take this opportunity to express my sincere gratitude for your continued support to the university, especially during these extraordinary times. I want to also give a special thanks to our Foundation Board of Directors and President's Circle members for the commitment you have made to East Tennessee State University as well as the region.

- **Campaign for ETSU.** With the help of our passionate alumni, partners, and friends, we surpassed our initial campaign goal of \$120M, having currently secured **\$123.3M**. While this is fantastic, we don't want to stop now! We would really like to set a high bar for future campaigns. In particular, there are two priorities that still need your help:
 - ⇒ *Faculty Support* (\$6M still needed). While the pandemic resulted in an increased focus on student needs, we must still empower our faculty through opportunities such as distinguished professorships and chairs as well as new endowments. Faculty are the lifeblood of ETSU. The minds and lives of tomorrow's leaders are influenced by them. Through their teaching and research, our faculty share new knowledge and shape new ideas.
 - ⇒ *Facility Support* (\$28.6M still needed). ETSU is planning future building and renovation projects, breathing new life into our campus home. Facilities help transform the experience of our students, impacting everything from where they learn to where they sleep. A few opportunities in this area are:
 - ◆ Undergraduate academic building, including renovations to Burleson and Gilbreath Halls
 - ◆ Charles Allen Hall (VA; physical rehabilitative sciences hub for the university's new Master of Science in Orthotics and Prosthetics (MSOP) program and the Doctor of Occupational Therapy (OTD) program)
 - ◆ Lamb Hall Renovation
 - ◆ Martin Center (equipment and build-out)
 - ◆ Brown Hall
- **Distinguished President's Trust (DPT):** DPT was held on Friday, October 8, during which we honored donors who reached giving milestones in 2019 as well as 2020. The event was a huge success! Although scaled down due to the pandemic, it was wonderful to bring people together to celebrate those individuals who have contributed to the success of East Tennessee State University.

I believe the pandemic has shown us what is truly important in life, which is the connection with others. Now, with the holidays upon us, I hope everyone is able to be with family and friends to celebrate the season. Again, thank you for all your advice, leadership, and support; and please everyone, stay safe!

Sincerely,



Vice President for University Advancement
President/CEO of ETSU Foundation

P.S. for President's Circle. The President's Circle is here to recognize annual donors to the university! When you donate \$500 or more to area(s) you choose, we invite you to special events and send you info about our progress (like this report). Tell your friends and colleagues about the President's Circle. You can make gifts any time at www.etsu.edu/give.

Major Giving

- John Rogers has joined the Advancement Team as the Director of Development for Clemmer College. John is a Clemmer College graduate and comes to us with an extensive background in education. He is looking forward to meeting Clemmer graduates and donors, as well as helping Dean Scarborough advance the College over the next several months and years.

Advancement Services

- Prepared invitation list and honor roll for DPT event.
- Began implementation of gift & bio Connector software for increased efficiency.
- Hired a new gift processor (replacement position).

Annual Giving

- Annual Giving production so far in 2021-22 is up about 60% over this time last year (as of 9/30/21).
- We continue to reduce the percentage of un-spent funds from individual endowments so funding can go to work as soon as possible. In 2016, the rate was 3.5% and now it's just under 2%! This, despite the fact the endowment grew by ~35% and research endowment spending was put on hold due to the pandemic.

Planned Giving

- First ever donation of book royalties from an author to establish a scholarship at the Quillen College of Medicine is under consideration.
- Five individuals have completed \$965K in Legacy gifts in the first quarter this year. Ten more individuals are considering gifts totaling \$11.5M.
- There are 24 new Legacy Circle Members that have pledged legacy gifts totaling \$17.3M in the past two years.

Alumni Association

- In July, we hosted a virtual event for West Coast Alumni—featuring the ETSU Golf Coaches—in celebration of their historic seasons.
- The 26th ETSU PRIDE season included ETSU-hosted Johnson City Chamber Breakfast, a return to an in-person Community Showcase, hundreds of ETSU PRIDE signs that were distributed throughout the Appalachian Highlands Region and a Campus and Community Decorating Contest all with this year's theme of "Peace, Love & ETSU PRIDE."
- Fall football returned this season and so did the President Circle Tailgates at all home games. We started the season by hosting an Alumni tailgate in Nashville prior to the victorious Vanderbilt Game.

Athletics

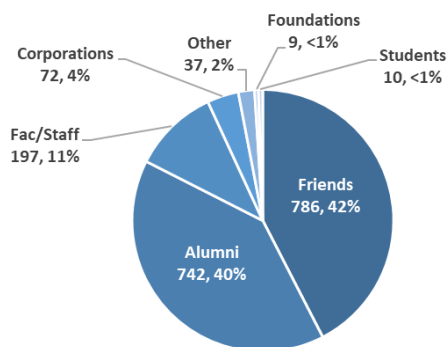
- Athletics Department Foundation Revenues as of October 15th: FY 2021-22—\$590K compared to FY 2020-21—\$157K.
- ETSU Football has hosted multiple record-setting crowds in Greene Stadium during the 2021 season; 10,153 fans attended the ETSU vs. Wofford game on October 2nd.
- The ETSU Men's Golf team won the 2021 Bank of Tennessee Intercollegiate and is currently ranked in the Top 20 nationally.
- ETSU Women's Basketball season begins on November 3rd with an exhibition vs. Lane College.
- ETSU Men's Basketball season begins on November 5th against Catawba College.

ETSU Foundation Balance

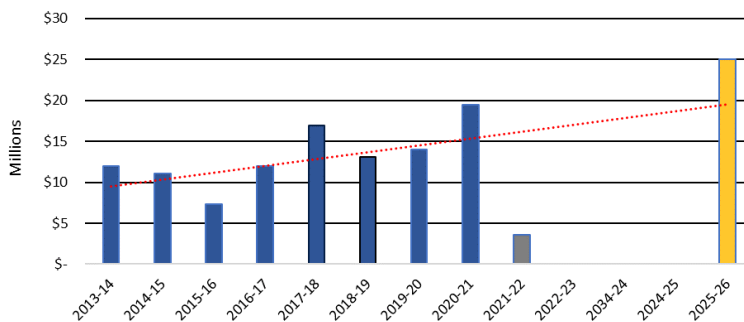
The total fund balance as of September 30, 2021 was \$139,375,066.

NOTES: Balance is based on market value as of date indicated; balance will fluctuate with market conditions; charts below reflect activity from July 1 to September 30, 2021.

Donor Count



Progress to \$25M Annually



Funds Raised

	Net Production	Philanthropic Cash	Annual Fund
2021-22	3,590,049	2,916,538	383,170
2020-21	1,983,051	1,842,652	288,647
Change	1,606,998	1,073,886	94,523
% Chg	81%	58%	33%

Staff Activity

	Campus Visits	Visits	Email	Events	Letters	Calls
2021-22	22	193	1,323	58	350	426
2020-21	8	71	1,818	24	651	520
Change	14	122	(495)	34	(301)	(94)
% Change	64%	63%	-37%	59%	-86%	-22%

Unit Reports

(see complete schedule below)

College of Arts & Sciences

- Students from the Theatre and Dance Department performed patient simulations for Nursing students and created costumes and props for the Marching Bucs, while also preparing for their first live performances in the new Bert Bach Theatre at the Martin Center of the Arts.
- Black American Studies launched a new lecture series this week, bringing nationally-known speakers to campus for our students and community.
- Bluegrass, Old-Time, and Roots Music program welcomed two new artists in residence for the 2021-22 academic year, Brittany Haas and Mike Compton, who will bring their professional talent and experience into the classroom for our students. Several students and faculty attended the recent World of Bluegrass conference in Raleigh, NC, where ETSU was well-represented with prestigious International Bluegrass Music Association Momentum Award nominations.
- The innovative CHEMLeaders program successfully completed its first semester in Spring 2021, and received funding to continue in Spring 2022 for select Chemistry undergraduate and graduate applicants.

College of Business & Technology

- ETSU Digital Media ranks No. 1 in Tennessee and among the Top 20 Game Design and Animation Colleges in the South. (Source: Animation Career Review).
- The ETSU Computing Program's Information Systems Concentration has been ranked #1 in Tennessee by multiple review agencies.
- The ETSU MBA Program was ranked the #1 Best Value Program in Tennessee by BestValueSchools.org.
- The BlueSky Tennessee Institute, a partnership between the College of Business and Technology and BlueCross BlueShield of Tennessee (BCBST), is a 27-month accelerated B.S. in Computing program that will be housed at the BCBST headquarters in Chattanooga. The program features work-based-learning opportunities and internships with BCBST professionals. Graduates will have a guaranteed job offer from BCBST. Students are being admitted now for the inaugural class in fall 2022.
- The CBAT Leadership Academy is a newly-created student development program launched this fall. Students participate in cohort-based leadership and service opportunities under the direction of AFG Chair of Excellence Jim Harlan. Over 40 students from all CBAT programs are involved in the Academy. Graduates will earn a scholarship and engage in ongoing service activities throughout the campus and external community where they will represent the College.

Clemmer College

- Every student who applied for a scholarship and was eligible for 2021-22 was awarded at least \$500—Amounting to 300 scholarships awarded.
- Freshman enrollment in Clemmer College increased almost 15% over the last academic year.

College of Medicine

- [U.S. News & World Report's 2022 "Best Medical Schools"](#) listings ranked Quillen College of Medicine high in several key categories.
- Quillen welcomed its 80-member [Class of 2025](#) to campus, the largest class in the medical school's history.
- The annual Quillen White Coat Appeal received 84 gifts, totaling \$23.8K from alumni to provide white coats and encouraging messages for students, as well as additional funds for student activities.
- For the 2021-22 award year, the Quillen Financial Aid & Scholarship Committee awarded scholarships in the amount of \$450K to include a total of 152 endowed scholarships awarded to 117 medical students.
- The [2022 Reunion Weekend](#), celebrating the 40th anniversary of graduation for Quillen's Inaugural Class of 1982, is scheduled for July 15 – 16, 2022.

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, and WETS-FM
- ◆ 4th Quarter - Annual Report