



FOUNDATION

EAST TENNESSEE STATE UNIVERSITY



**Quarterly Report**  
**2nd Quarter, period ending**  
**December 31, 2019**

## Dear Loyal ETSU Supporters,

I would like to take this opportunity to thank each and every one of you for your continued dedication to the university. A special thanks to our Foundation Board of Directors and President's Circle members for the commitment you have made to ensure our university is the best in the region!

- **Campaign Update:** We are nearing \$68M on our journey to \$120M by June 2022. For updates and more information, visit [www.etsu.edu/campaignforetsu](http://www.etsu.edu/campaignforetsu).
- **Distinguished President's Trust (DPT) Dinner** will be held on Friday, April 3, 2020 at MeadowView. Congratulations to our new inductees and advancing members. Formal invitations are forthcoming.
- **ETSU Day of Giving** will be April 22, 2020. The Foundation, Athletics, and all units at ETSU will join together for this unique initiative to connect with alumni, friends, faculty, staff, and partners to encourage support. Look for more information in early spring and please plan to be an ambassador and an advocate.

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



Vice President for University Advancement  
President/CEO of ETSU Foundation

**P.S.** The President's Circle exists to recognize donors to the university! When you donate \$500 or more to area(s) you choose, we will invite you to special events and send you information about our progress (like this report). I encourage you to make your gift **today** by visiting [www.etsu.edu/give](http://www.etsu.edu/give).



**Major Giving**

- Ben Weakley joined the Advancement Team in November as the new Director of Development for Clemmer College. Ben spent the last 14 years on active duty as an Engineer Officer in the U.S. Army with multiple assignments in the U.S. and overseas, including at the Pentagon.
- The Advancement Team now employs a total of 12 Directors of Development who are embedded within each college/unit at the University.

**Advancement Services**

- Participated in Information Technology Services' campus-wide operations review (Strata Info Group) which resulted in recommendations for software process improvements
- Tested numerous software upgrades
- Continued technical work on dashboards and on new and existing major reports
- Reviewing research software for a new contract

**Annual Giving**

- 2020 Day of Giving (DoG) – expanded committee of 50 faculty, staff, alumni, and students formed in January to plan DoG, scheduled for April 22, 2020. This mini-campaign will run for 24 hours and will employ Bucky as a theme. Specifically, we'll market a "flat" (mail-able) Bucky; look for yours in March. Goal of over 600 donations this year!

**Planned Giving**

- Bob Lange, the new Executive Director started October 1, 2019; he traveled extensively to FL, NC, and SC; booked \$1.35M in planned gifts; restored decades of files, more to come...

**Alumni Association**

- Hosted six major President's Circle Pre-game Tailgate events
- Hosted Grad Celebration event Oct 9 with almost 400 attendees
- Celebrated Homecoming Saturday with a great crowd attending the annual Luncheon Under the Tent, as well as assisted with coordinating several reunion groups

- WETS-FM** donations totaled \$293K for this quarter, \$55K+ coming thru online drive and other activities in December; fundraising for the new tower continues.

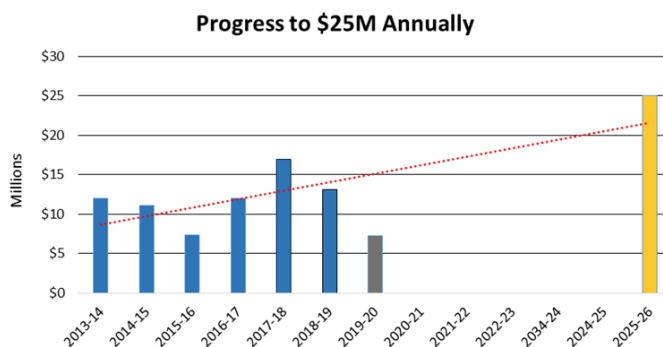
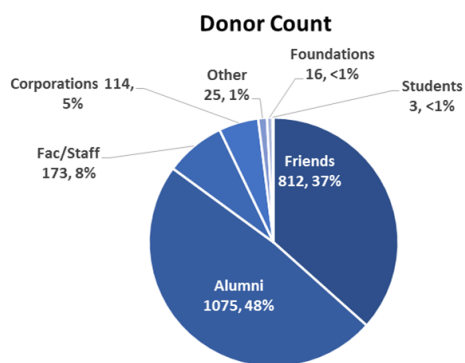
**Athletics**

- ETSU Athletics completed the Trujillo Family Court, a newly renovated ETSU women's basketball practice facility, inside Brooks Gym. The project included the refinishing of the court, new lighting, paint, goals, wall pads, and graphics installation.
- ETSU Athletics is currently improving nine locker rooms in the Dome. This work includes new flooring, paint, lighting, graphics, furniture, and electronics installation and will improve the locker room space for over 250 ETSU student-athletes.
- Overall ETSU student-athlete Fall 2019 GPA: 3.179

**ETSU Foundation Balance**

The total fund balance as of December 31, 2019 is \$106,936,999.

NOTES: Balance is based on market value as of date indicated; balance will fluctuate with market conditions; charts below reflect activity from October 1 to December 31, 2019.



| Funds Raised |                |                    |             |
|--------------|----------------|--------------------|-------------|
|              | Net Production | Philanthropic Cash | Annual Fund |
| 2019-20      | 7,263,206      | 5,293,187          | 842,294     |
| 2018-19      | 8,538,721      | 4,114,454          | 842,572     |
| Change       | (1,275,515)    | 1,178,733          | (278)       |
| % Chg        | (15%)          | 29%                | 0%          |

| Staff Activity |               |        |       |        |         |       |
|----------------|---------------|--------|-------|--------|---------|-------|
|                | Campus Visits | Visits | Email | Events | Letters | Calls |
| 2019-20        | 74            | 498    | 2,963 | 289    | 1,016   | 1,312 |
| 2018-19        | 120           | 393    | 1,508 | 200    | 832     | 647   |
| Change         | (46)          | 105    | 1,455 | 89     | 184     | 665   |
| % Change       | (62%)         | 21%    | 49%   | 31%    | 18%     | 51%   |

## **Unit Reports**

(see complete schedule below)

### **Clinical & Rehabilitative Health Sciences**

In October, CCRHS held its annual Hall of Fame ceremony, recognizing the following individuals:

- Dr. Paul E. Stanton, Jr was recognized for his long-standing support of the college's Department of Social Work, and for his involvement in the creation of the Department of Physical Therapy. Dr. Stanton served as Dean of Quillen College of Medicine and also as the 8th president of the University.
- Lt. Cmdr. Marrisa Greene, a 2009 Physical Therapy graduate who was selected as the U.S Navy Physical Therapist of the Year in 2018.
- Dr. Dorothy Dobbins, a 1970 Cum Laude Social Work graduate who received a Lifetime Achievement Award from the TN Association of Social Workers.
- Dr. Sol Adler, recognized posthumously, spent 10 years at ETSU and was known nationally for his pioneering work in pediatric language disorders and multicultural issues.
- Dr. Douglas Eugene Masini received his Doctor of Education in educational leadership and policy analysis from ETSU, and later served as program director for ETSU's Cardiopulmonary Science program from 2001 to 2008.
- Dr. Francis Ward Morgan, recognized posthumously, served as chair of the Department of Dental Hygiene from 1977 until his retirement in July 1988, during which time he earned the university-wide "Outstanding Faculty Award," given to the faculty member with the largest number of votes from the entire student body.

### **College of Nursing**

- Named as the Top Online Doctor of Nursing Practice Program in the nation by RegisteredNursing.org.
- Ranked #1 in the State of Tennessee by RegisteredNursing.org of the Best Online RN to BSN Programs.
- Established a new scholarship given by the daughter of ETSU's first female student, Alta Pardue Kiern.
- Recognized 1973 graduate Wayne Shaw for his generous planned estate gift to the college.

### **College of Pharmacy**

- Received one of twenty "Flip the Pharmacy" grants from the Community Pharmacy Enhanced Services Network and the Community Pharmacy Foundation. The grant was received in partnership with independent community pharmacies in Tennessee, Virginia, and North Carolina to enhance patient services and outcomes.
- Multiple gifts have been secured to fund a new Community Pharmacy Practitioner faculty position at Gatton. Gatton alumna Jessica Robinson has been hired for this new role.

### **College of Public Health**

- A ten-year funding allocation was received from Governor Lee and the State of Tennessee to establish a new Rural Health Research Center within the College of Public Health. A generous matching gift pledged by Ballad Health brings the total funding commitment to the Center to more than \$23 million over the next decade.
- The Department of Environmental Health Celebrated its 50th anniversary as the longest accredited undergraduate program in the nation. To honor the milestone, a laboratory renovation fundraising project for the department is ongoing.

#### **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**