



FOUNDATION

EAST TENNESSEE STATE UNIVERSITY



Quarterly Report
4th Quarter, period ending
June 30, 2021

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. Over the past 18 months, we have all worked together to minimize the effects of the pandemic on our operations. Under the leadership of President Noland and his executive team, we are now stronger and are collaborating more than ever. As fall approaches, we look forward to the return of students on campus and the excitement the fall semester will bring.

- **Campaign Update:** With the help of our enthusiastic and generous alumni, partners, and friends, we nearly surpassed (one year early!) our initial campaign goal of \$120M. We have currently secured \$117M. While this kind of success is noteworthy (during a pandemic!), we still have a distance to go. In particular, there are two areas of priority, in which we need your help:
 - * **Faculty Support (\$11.2M 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 (\$28.9M 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:
 - ◇ Renovation of Lamb Hall
 - ◇ Undergraduate Academic Building
 - ◇ Prosthetics & Orthotics program to include lab and classroom space, offices, storage, lobby area, equipment, etc.

For more information, visit www.etsu.edu/campaignforetsu.

- **The New Foundation Board** took their positions on July 1, 2021. We welcome Tracy Fleenor, Tommy Greer, Jennifer Keller, Grant Summers, and Sandy Thomas. A special thanks to Anita Bates, Bill Breeding, Heidi Dulebohn, Joe Grandy, and Gerald Thomas 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 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.

Private giving in the form of grants reached \$15.73M this year, remaining steady with the previous FY. This brings total recorded giving for 2020-21 to \$35.22M. The chart below summarizes Net Production, Philanthropic Cash, and the Annual Fund but does not include grants.

		Net Production	Philanthropic Cash	Annual Fund			Net Production	Philanthropic Cash	Annual Fund
Arts & Sciences	FY2020-21	1,706,983.39	906,434.79	145,964.28	Pharmacy	FY2020-21	178,395.33	176,942.85	82,604.99
	FY2019-20	776,173.36	674,565.66	150,640.37		FY2019-20	205,825.50	196,941.34	64,324.50
	Variance	930,810.03	231,869.13	(4,676.09)		Variance	(27,430.17)	(19,998.49)	18,280.49
Business & Technology	FY2020-21	2,503,384.73	861,537.03	123,744.16	Public Health	FY2020-21	108,237.23	104,051.83	50,581.87
	FY2019-20	1,408,207.64	502,247.03	112,131.22		FY2019-20	1,631,633.78	1,629,578.78	44,118.81
	Variance	1,095,177.09	359,290.00	11,612.94		Variance	(1,523,396.55)	(1,525,526.95)	6,463.06
Clinical & Rehab Health Sciences	FY2020-21	288,304.73	287,125.32	25,506.40	Student Life & Enrollment	FY2020-21	684,018.45	486,049.83	212,851.52
	FY2019-20	254,570.68	121,133.04	24,934.69		FY2019-20	492,344.68	437,771.79	223,153.04
	Variance	33,734.05	165,992.28	571.71		Variance	191,673.77	48,278.04	(10,301.52)
Clemmer (Education)	FY2020-21	10,727,981.32	119,655.81	55,563.40	Sherrod Library	FY2020-21	8,936.66	8,986.66	8,286.66
	FY2019-20	76,812.85	66,237.85	29,842.23		FY2019-20	168,833.76	9,343.76	8,523.76
	Variance	10,651,168.47	53,417.96	25,721.17		Variance	(159,897.10)	(357.10)	(237.10)
Graduate & Continuing Studies	FY2020-21	30,821.90	27,571.90	18,351.90	Capital Projects	FY2020-21	220,211.08	569,603.95	N/A
	FY2019-20	224,237.70	224,203.59	20,083.59		FY2019-20	1,492,365.57	2,198,378.02	N/A
	Variance	(193,415.80)	(196,631.69)	(1,731.69)		Variance	(1,272,154.49)	(1,628,774.07)	N/A
Honors College	FY2020-21	44,796.92	20,046.92	9,482.12	Athletics	FY2020-21	733,306.80	2,446,379.25	342,619.57
	FY2019-20	1,081,963.40	10,989.40	10,079.40		FY2019-20	1,698,294.64	1,299,999.73	382,543.06
	Variance	(1,037,166.48)	9,057.52	(597.28)		Variance	(964,987.84)	1,146,379.52	(39,923.49)
Medicine	FY2020-21	320,955.65	311,161.21	126,747.56	WETS-FM	FY2020-21	365,344.03	368,369.83	347,095.33
	FY2019-20	669,347.43	504,202.06	82,230.41		FY2019-20	569,334.32	502,591.39	289,752.39
	Variance	(348,391.78)	(193,040.85)	44,517.15		Variance	(203,990.29)	(134,221.56)	57,342.94
Nursing	FY2020-21	392,309.65	279,502.54	33,318.38	University Wide	FY2020-21	1,174,188.56	3,099,177.92	144,875.10
	FY2019-20	1,331,135.63	111,535.63	27,919.77		FY2019-20	16,138,086.97	1,239,883.33	103,297.21
	Variance	(938,825.98)	167,966.91	5,398.61		Variance	(14,963,898.41)	1,859,294.59	41,577.89
					Total	FY2020-21	19,488,176.43	11,772,597.64	1,727,593.24
						FY2019-20	28,135,032.91	9,729,602.40	1,573,574.45
						Variance	(8,646,856.48)	2,042,995.24	154,018.79

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