



FOUNDATION

EAST TENNESSEE STATE UNIVERSITY



Quarterly Report

1st Quarter

July 1 - September 30, 2022

Dear Loyal ETSU Supporters,

The final weeks of the fall 2022 semester have arrived. In fact, as I write this letter, Commencement is just a few weeks away. Our incoming class of 2,056 students this fall is the highest in a decade and represents a 25% increase from the past two years. Enrollment is up overall by 195 students from last year, bringing our fall headcount to 13,738. In addition, we learned that our graduation rate is the highest in the school's history, with 55% of students graduating within six years.

Our comprehensive capital campaign – *The Campaign for ETSU* – has come to a close, and as I shared with members and guests at our Distinguished President's Trust event on October 7, our original goal of \$120 million was surpassed by more than \$40 million. Thanks to the generosity of you and our many other supporters, *The Campaign for ETSU* raised \$163 million. This incredible accomplishment speaks to the faith and respect our alumni and friends have for ETSU and our mission to improve the quality of life for others.

Thank you for helping make our greatest dreams possible.

With the Campaign now complete, ETSU is beginning a new, unprecedented chapter as we have three new building projects in the planning phases. These include:

- A new **Academic Building** that will be built in the center of campus;
- A major first-phase renovation of **Brown Hall**; and
- Construction of a new **Integrated Health Services Building** for the colleges of Medicine and Clinical and Rehabilitative Health Sciences.

Funding has been secured from the State of Tennessee for these initiatives, but there will be a matching fund requirement for each project for which we must secure the necessary private funds. We invite you to be part of this next journey as we expand our campus and transform the experiences of our students and faculty who will call these buildings home. And stay tuned, as there are other major renovation projects in the works.

The closing of our comprehensive capital campaign and the launching of these new exciting projects comes as we enter a season of giving thanks and celebrating the people who are in our lives. Each day, the lives of our students, faculty, and this community are being enhanced because of your generosity. Thank you for everything you do for East Tennessee State University, and best wishes to you and your loved ones during this holiday season.

Sincerely,



Vice President for University Advancement
President/CEO of ETSU Foundation

P.S. Join the President's Circle! The President's Circle is here to recognize annual donors to the university. When you donate \$1,000 or more to area(s) of your choice, we invite you to special events and send you information and updates. Tell your friends and colleagues about the President's Circle. You can make a gift at any time at www.etsu.edu/give.

Major Giving

- ◇ University Advancement has hired Joe Smith as Executive Director for Advancement Communications.
- ◇ The Martin Center for the Arts launched its new Friends of the Martin Center program.

Advancement Services

- ◇ The 2022 Voluntary Support for Education report for peer benchmarking was submitted on time.
- ◇ Fall events, such as tailgates and DPT, were supported with requested data.
- ◇ Multiple data clean-up projects were completed in preparation for a database conversion.

Annual Giving

- ◇ The 2023 Day of Giving (24 hours of generosity) is scheduled for April 18, 2023.
- ◇ Annual Giving production is running approximately 19% above the same period last year.
- ◇ In October 2022, Endowment Reports were distributed to donors providing details for more than 650 endowed accounts.

Planned Giving

- ◇ Deferred gifts year-to-date total \$5 million.
- ◇ The increase in interest rates has resulted in higher charitable deductions for Charitable Remainder Trust and Gift Annuities.
- ◇ Did you know that real estate, closely held business interests, and securities represent 97% of the wealth in the country? Cash represents the other 3%.

Alumni Association

- ◇ After missing the last two years due to COVID, this summer the Quillen College of Medicine hosted a “Super Reunion” with 16 classes participating, including the 1982 inaugural class.
- ◇ A second Ambassador event was held at the Gatton College of Pharmacy.
- ◇ The Alumni Association helped host the August Membership Breakfast for the Johnson City/Jonesborough/Washington County Chamber of Commerce.
- ◇ The Community Showcase event, hosted by the Alumni Association, was a tremendous success during ETSU PRIDE Week.

Athletics

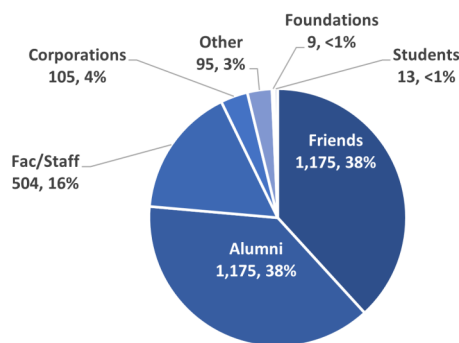
- ◇ ETSU was represented on the world stage in 2022. ETSU sophomore goalkeeper Shu Ohba led Japan to a silver medal at the 2022 FIFA U-20 World Cup in Costa Rica.
- ◇ In September, ETSU volleyball defeated Clemson in a thrilling five-set victory inside Brooks Gym. With the win, ETSU athletic teams have defeated 29 Power-5 opponents since the start of the 2015-16 season.

ETSU Foundation Balance

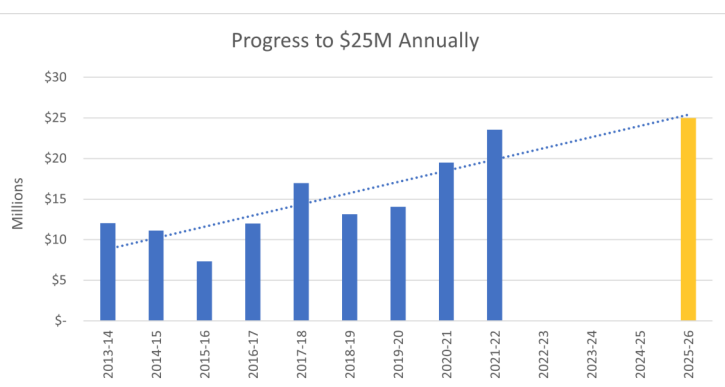
The total fund balance as of September 30, 2022 was \$134,630,413.

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, 2022.

Donor Count



Progress to \$25M Annually



Funds Raised

	Net Production	Philanthropic Cash	Annual Fund
2022-23	6,543,281	10,195,715	576,784
2021-22	4,737,175	2,916,208	470,062
Change	1,806,106	7,279,506	106,722
% Chg	38.13%	249.62%	22.70%

Staff Activity

	Campus Visits	Visits	Email	Events	Letters	Calls
2022-23	23	204	1,186	136	318	574
2021-22	22	193	1,323	58	350	1,248
Change	1	11	-137	78	-32	-674
% Change	4%	5%	-12%	57%	-10%	-117%

Unit Reports

(see complete schedule below)

College of Arts & Sciences

- ETSU's Bluegrass, Old-Time and Roots program celebrated its 40th anniversary October 21 at a special event featuring performances by alumni from each decade since the program began. Honorary degrees were given to Jack Tottle, the program's founder, and to Kenny Chesney '90 and six-time Grammy award winning artist.
- The International Fletcher Exhibit, a juried art exhibit featuring socially and politically engaged art, celebrated its 10th anniversary at ETSU's Reece Museum. The exhibit, named in memory of ETSU student, Fletcher Dyer, continues to represent the spirit of social and political movements of the country and the world.
- Dr. Lev Yampolsky and his former student, Taraysha Moore, had an image published on the front cover of the journal *Ecology and Evolution* v. 12 (10). Fluorescent microscopy methodology helps to understand organisms' responses to temperature, hypoxia, and oxidative stress. Special credit to Dr. Arceo-Gomez for providing the microscope used to take the image.

College of Business & Technology

- The College of Business and Technology and the ETSU Foundation unveiled the newly named Andrew CBAT Leadership Academy following a three-year endowment commitment totaling \$150,000 from two local business leaders, Dewey Andrew and Scott Andrew.
- The Engineering program earned accreditation by ABET, the premier accreditation organization of engineering and engineering technology education.
- The inaugural class of students began the BlueSky Institute, a collaboration between ETSU and Blue Cross Blue Shield of Tennessee.

Clemmer College

- \$117,150 in scholarships were awarded to 354 students; overall, there has been an 18% increase in scholarship recipients.
- Clemmer College was awarded \$1.25 million to support the Rural Initiative for Training Administrators with Special Education Expertise.
- A multitude of teacher education programs that ETSU offers across several different colleges have received accreditation at the initial-licensure level and the advanced-level from the Council of Accreditation for Educator Preparation.

College of Medicine

- For the 2022-23 award year, the Quillen Financial Aid and Scholarship Committee awarded scholarships in the amount of \$538K – a 20% increase from the prior year; 188 endowed scholarships were awarded to 152 medical students.
- The annual Quillen White Coat Appeal received 101 gifts, totaling \$21.9K from alumni to provide white coats and encouraging messages for students, as well as additional funds for student activities.
- U.S. News & World Report's 2023 "Best Medical Schools" listing ranked Quillen College of Medicine high in several key categories to include #3 in the nation for "Medical Schools with Graduates Practicing in Underserved Areas."

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, Martin Center
- ◆ 4th Quarter - Annual Report