

IMPACT REPORT 2022-2023



Dear Donors and Friends,



As I reflect on my first year as President of Salisbury University, I am filled with immense gratitude to be able to call such a special place home. Throughout the past year, I have had the great pleasure to meet with many of you and learn what makes SU a special place for you, too. Hearing your stories only helps us do a better job supporting our remarkable students and moving forward with excellence.

One thing I have come to appreciate is that every donation makes a difference. Each dollar, no matter where you give, plays an important role in the student experience. For example, gifts to athletics guarantee our student-athletes have the equipment to succeed. Gifts to scholarships ensure our students only need to focus on their academics. And even gifts to places like our nationally recognized arboretum can have an important impact on student mental health through the serenity of nature found across our campus.

No matter where or how often you give, you are making a difference! Your gifts allow us to invest in our students. With your support we can continue to deliver a world-class academic experience, continue to educate the whole person for a lifetime of success, continue to strengthen our institutional identity – and so much more. As partners, we will raise the resources needed to support the programs that matter most to our students.

Thank you for the support you have shown to our students and this great University. Your generosity is shaping a better future for all Sea Gulls.

Sincerely,

A handwritten signature in black ink that reads "Carolyn R. Lepre".

Dr. Carolyn R. Lepre
President, Salisbury University

The logo for Salisbury University, featuring the word "Salisbury" in a large, red, serif font with a decorative flourish above the 'i', and the word "UNIVERSITY" in a smaller, red, sans-serif font below it.

Make Tomorrow Yours



Dear Alumni, Donors and Friends,



The 2022-2023 academic year brought a lot of excitement to both the University and the SU Foundation. As I reflect on my first year as board chair, I am brought to tears with how much we have accomplished in just the past year, and I am filled with hope thinking about what we will continue to accomplish in the future.

The Salisbury University Foundation celebrated our 50-year anniversary in early 2023. In celebrating this anniversary, we reflected on all the generous support each of you has provided over the last five decades. We are so grateful for all the friends and donors who have supported the SU Foundation and helped it continue to grow and provide support to the University. Every donation, no matter the size, is essential to continuing to provide an elite educational experience for all students.

The University welcomed our 10th president to lead us as we approach our 100th year as a higher educational institution! As we spent time this past year getting to know Dr. Carolyn Lepre, it became very evident what a remarkable individual and leader she is. She has spent time listening to our students, parents, faculty and staff, neighbors, alumni, and friends of the University and allowed each of us to be involved in refining the path for the future of this great University. I am excited to continue to see her vision for the future of Salisbury University be put into action and to see the impact it brings to our SU family.

As we move into the 2023-2024 academic year, I encourage each of you to visit campus and see for yourself the amazing things that are happening. I thank each donor, volunteer and the entire SU community for their continued support. I am looking forward to continuing to see the positive impact you make on our students and campus. Thank you for being such an impactful part of our SU family and please enjoy the enclosed information.

Ashley Stern '08, M'09

*Chair,
Salisbury University Foundation, Inc.*



Student Spotlights



Lindsey, an elementary education graduate, completed her internship placements in third and fourth grade classrooms at Prince Street Elementary School, and she secured a third-grade teaching position at Sugarloaf Elementary in Frederick County. Lindsey, a recipient of the Dr. Ernie Bond Classroom Library Award, shared: “Books can provide a sense of belonging. When students walk into the classroom and can see on the cover of the book, a character that resembles them, they will feel like they are welcomed into that teacher’s room.”

LINDSEY MOXLEY
Class of 2023



“I am so, thankful and grateful for receiving the Thomas and Samantha DiLuchio Scholarship. This is one less barrier that I have to worry about in my senior year. This will allow me to have more time to focus and succeed in my final classes and internships. Thank you so much!”

ESTEBAN GARCIA - AILON
Class of 2024



“Receiving this scholarship has made a significant impact on my life and this means a lot to me. I am now able to purchase my textbooks and focus on my studies, as well as participate in various leadership and community service opportunities that have helped me grow both personally and academically. Thank you for your generosity and support. I am truly grateful for everything you have done for me. Thank you!”

RICHARD BROWN
Class of 2025



“I am genuinely honored to have been selected as the recipient of the Irving and Sylvia Cort Scholarship. Thank you for your generosity, which will allow me to continue my education at SU to become a high school chemistry teacher. I hope to be able to instill the love for science in all the students I will one day be educating”

CASSIDY THOMAS

Class of 2027



“I take this time to express my sincere gratitude and appreciation for this scholarship. I felt very fortunate and honored once I found out I was a recipient. After graduation, I will be taking courses to be completely certified as an exercise physiologist. Thanks to you, I am one step closer to that goal. Your generosity has inspired and motivated me to continue to help others and to giving back to the community.”

ZOE LYNCH

Class of 2024

Senior Class Gift

Each year, SU's graduating class gives back to continue the University's mission of building on active citizenship, spreading empowering knowledge and more. For 2023, funds supported our STARS Program, pairing students registered with the Disability Resource Center with a peer mentor to ensure an inclusive and successful transition to Salisbury University. SU seniors encompass the spirit, passion and tradition of the University.



EMPLOYEE SPOTLIGHT



“We support Salisbury University, specifically the Salisbury Symphony Orchestra and PRESTO program, because of the orchestra’s diverse and creative programming, and PRESTO’s provision of first-rate music instruction within our community. Both are outstanding examples of University outreach and incredible resources in a community of this size!”

DANIEL W. HARRIS, PH.D.

Professor and Chair | Geography and Geosciences Department



“I feel incredibly privileged and honored to be a part of SU’s growth since my time here from 1996 to the present. The University’s commitment to diversity, equity and inclusion has been instrumental in my development as a professor and makes our community stronger. I want to give back to those who need a greater sense of self-discovery. Thank you!”

JINCHUL KIM, M.F.A.

Professor | Art Department



“As a proud alum of Salisbury University with over 17 years of dedicated service to the institution, my commitment to giving back runs deep. My journey at Salisbury has been one of continuous growth and fulfillment, both as a student and as a university community member. I give back because I recognize firsthand the tremendous impact of education and the nurturing environment that Salisbury provides. My contributions are not only a token of appreciation for the enriching experiences I’ve had but also a way to support the university’s ongoing mission of fostering excellence in education and shaping the lives of future generations of students.”

LACIE DOYLE

Advising Services Coordinator | Henson School of Science and Technology



“As both a recent graduate of Salisbury University and a staff member at the Salisbury University Foundation, I get to see firsthand the impact the gifts made by donors make in the lives of the faculty, students and staff of our campus community. I take great pride in being a member of our community and an ambassador to those on the outside looking in. The most impactful SU slogan for me will always be ‘Success begins with SU’ because of how loudly it rings true.”

JANAE FONTAINE

Accounting Associate | SU Foundation

SU Foundation Celebrates 50 Years

For the past half century, the Salisbury University Foundation, Inc., has worked to promote, sponsor and carry out educational, scientific and charitable purposes and objectives for the benefit of SU and its students. This year, the SU Foundation celebrates the 50th anniversary of its incorporation on February 16, 1973.



DEBBIE ABBOTT

“There is something really special about being asked to invest in SU by making a gift to the SU Foundation. You feel connected to the quality of education, diverse student population, cultural enrichment, beautiful campus and fascinating alumni. The opportunity to support the growth of young people by supporting scholarships is a worthy investment. ... I learned a lot at SU, while I was a student and way beyond graduation. I am so proud to be a graduate of SU.”

Debbie Abbott’s success began at SU when she was a student in the 1970s. Since then, her opportunities and connections have only continued to grow, thanks to her time serving as former chair of the SU Foundation Board of Directors. Even after graduation, she has had many opportunities she never would have imagined.



RUBY BROWN

“Being a Board of Director for me means having an opportunity to help enrich our University and our community while strengthening the education of our current and future students.”

Ruby Brown is a 1993 SU Seidel School of Education graduate and recently retired from Wicomico County Board of Education. She joined the SU Foundation Board of Directors in 2022.



RICK GIVENS

“The SU Foundation working in tandem with University leadership, local businesses and the greater community has created an environment for growth and success in all respects. This continues today and results in alumni and friends stepping up to provide the financial resources to enhance an already first-rate University.”

As a student when the SU Foundation was established, Rick Givens '75 had no idea that the work of the SU Foundation would come to be part of his own. Now as a member of its Board of Directors, he shares his professional experience and financial resources to benefit the SU of today and tomorrow.

Impact Stories



Buzy Family Interprofessional Education Conference

The College of Health and Human Services (CHHS) offers students impressive professional development opportunities thanks to a multi-year gift to endow the annual Interprofessional Education Conference.

The gift from Pete Buzy '84, chairman of Catalent Gene Therapy, supports speakers and services for the conference. With multiple generations of his family working in health care, Buzy and his wife Eileen established a foundation to support education and health care in Maryland.

We are thankful for Buzy, who serves on the SU Foundation Board of Directors as well as the CHHS Advisory Board.

\$900,000 Ratcliffe Gift Continues Shore Hatchery

The Ratcliffe Foundation pledged an additional \$900,000 to continue its sponsorship of SU's Philip E. and Carole R. Ratcliffe Foundation Shore Hatchery entrepreneurship competition through 2026. This donation also continues funding the university's Ratcliffe Foundation Management Excellence Scholarship. This brings the foundation's total investment in SU to \$2.9 million.

"The Ratcliffe Foundation has taken the Perdue School's reputation as an entrepreneurial incubator and elevated it to the regional and national levels," said Dr. Christy Weer, dean of the Perdue School. "We are so grateful not only to have the opportunity to play such a major role in the local entrepreneurship ecosystem, but to provide resources for business startups throughout the Mid-Atlantic and beyond."



\$125,000 Gift Established Draper Scholarship



Tom Draper helped shape the lives of virtually every resident on the Delmarva Peninsula as the owner of WBOC-TV and other broadcast stations until his sudden death in 2017. Now, his legacy will continue to shape the lives of SU students through the Thomas H. Draper Scholarship. The award is the result of a \$125,000 gift from the Draper Holdings Charitable Foundation, an organization created by Draper and his family to support educational, scientific, religious and humanitarian initiatives throughout Delmarva.

"Our family is honored to continue the partnership that our father started with Salisbury University," said Draper's daughter, Mariah Calagione, president of the Draper Holdings Charitable Foundation. "The school has educated many of our past and current employees and has created space for learning, culture and athletics in our community. We are excited that this scholarship will support future students attending the University, knowing that they will certainly enrich our society."

Scholarship Honors Longtime Medical Laboratory Science Faculty



In the nearly 40 years Dr. Diane Davis spent at SU, she was a driving force for countless students to achieve success. When she retired last year as director of SU's Medical Laboratory Science (MLS) Program, she may not have realized what a strong legacy she would leave.

In recognition of her contributions to the program, her husband Kevin Davis and their children created the Dr. Diane Davis Scholarship for Medication Laboratory Science. Two of Diane's former students – Tom Polen '96 and Dr. Herman Staats '88 – had already come forward with \$6,000 in matching gifts toward the scholarship.

"SU was Diane's life," said her husband during his remarks at the surprise event, to a room full of smiles and happy tears. "She gave blood, sweat and tears to the MLS Program so her students would have not just a degree when they graduated, but a career."

"Diane impacted me in many ways," Staats said. "She genuinely cared about her students and worked hard to share her knowledge with us. Her guidance provided a great foundation for my graduate training and helped me achieve my goal of becoming a university professor."

Music Program Named for the Jacksons



During a Salisbury Symphony Orchestra's pre-concert reception, SU

President Carolyn Ringer Lepre announced that long-time SU supporters Dr. Peter and Judy Jackson had pledged their most generous gift yet to SU: an addition of \$800,000 to their previous promise of \$500,000 for music programs at the University, bringing their total endowment to \$1.3 million.

In recognition of the Jacksons' nearly two decades of support, the University's music program was named the Peter and Judy Jackson Music Program.

"The arts are very important to the Jackson family, especially as we all play instruments or sing or actively engage," said Peter Jackson. "Even my dad, Dr. Roger Jackson, played viola in the Salisbury Symphony as it formed. We feel deeply honored by the naming of the Music Program and know that the performing arts will continue to grow and to flourish at SU."

Furthermore, we appreciate Jackson as he serves on the SU Foundation Board of Directors.

Miles Gift for Scholarship

George E. Miles understood the value of higher education as a proud 1960 graduate of the Georgia Institute of Technology. His generous estate gift of approximately \$3.3 million to the Salisbury University Foundation, Inc. will benefit many students for many years.

Born and raised in Memphis, TN, Miles spent most of his adult life in the Salisbury area, as he landed a job at NASA's Wallops Flight Facility in Eastern Shore Virginia. There, he worked on special projects including sounding rockets. Miles' education and career were points of pride. His generous estate gift will afford similar educational and career opportunities to countless SU students in the form of scholarships.



Spotlight on Support

GIVING DAY 2023

Tuesday, April 4



2,618
supporters
gave

\$258,950.66

\$71,460
in challenge
gifts



\$66,333.57
matching
commitment

In total,
Sea Gulls raised
\$396,744

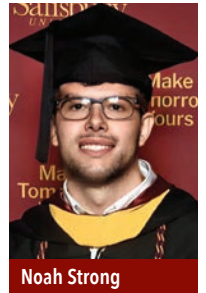


SEA GULL CENTURY



Over the years, Sea Gull Century has awarded **\$110,000** in scholarships to 100 SU students as well as **\$255,000** to enhance campus recreation.

Earning the scholarship in recent years, Noah Strong '23 shared that, "The Sea Gull Century Scholarship allowed me to succeed in my education at SU as a junior and senior. The funds eased the burden of financial stress that so many college students go through, so I could achieve my business degree and career goals."



Earning the scholarship in 2007 and 2008, Danielle (Smith) Laupert '09 is now the associate director of pre-health advising for the Pathways Center of Emory University's College of Arts and Sciences. For her, the scholarship held a personal connection: "[it] was meaningful to me primarily because of my late father's involvement with the Sea Gull Century. He participated in the Century for many years, and cycling was something that we enjoyed doing together. Cycling taught me dedication and resilience, and some of my most treasured memories with my dad are early morning rides preparing for the Century. I enjoyed working for the SU Foundation and helping plan the Sea Gull Century as an undergraduate student. It was fun connecting with riders from all over



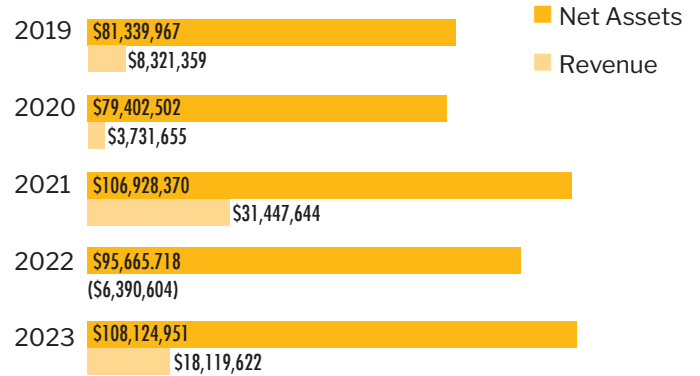
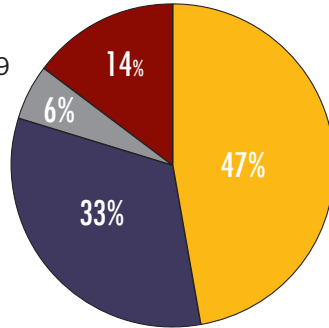
the country as they trained and traveled to Maryland every fall! The scholarship helped support my undergraduate education, which I continued on to graduate school and to now work in higher education."

Financial Year In Review

	6/30/2023	6/30/2022	% of change
Total Assets	\$110,537,610	\$98,040,221	12.75%
Net Assets	\$108,124,951	\$95,665,718	13.02%
Total Revenue	\$18,119,622	\$(6,390,604)	
Program & Operating Expenses	\$5,660,389	\$4,872,048	16.18%
Change in Net Assets	\$12,459,233	\$(11,262,652)	

PROGRAM & OPERATING EXPENSES

- Program Support: \$2,675,279
- Scholarships & Awards: \$1,846,177
- Fundraising: \$318,825
- G&A: \$820,108
- Total: \$5,660,389**



Recognition Levels



HOLLOWAY SOCIETY
Planned Giving



SEA GULL SOCIETY
\$100,000 + Cumulative Giving



LOYALTY CIRCLE
Annual Consecutive Giving Every 5 Years



SALISBURY CIRCLE
\$1,000 + Annual Giving



1925 CIRCLE
\$1,925 + Annual Giving



PRESIDENT'S CIRCLE
\$5,000 + Annual Giving

Mission

The Salisbury University Foundation, Inc. was created in 1973 to accumulate funds, by gift and investment, and to foster, encourage and enrich the activities, educational programs, athletics and scholarships of SU. It is the intent of the SU Foundation to promote, sponsor and carry out educational, scientific and charitable purposes and objectives for the benefit of SU and its students. Through the generosity of major benefactors, corporations and foundations, faculty, staff, parents, alumni and friends, the SU Foundation is fulfilling its promise to the SU community.



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