



EAST TENNESSEE STATE
UNIVERSITY



ETSU FOUNDATION

Quarterly Report

1st Quarter

July 1 - September 30, 2023

ETSU Foundation | give@etsu.edu | www.etsu.edu/give

Dear Loyal Supporters,

Earlier this month, ETSU commemorated Founders Week. This was a time to recognize the robust community support that has sustained the university for more than a century, and the numerous ways it has enhanced and transformed the lives of others. The week began with *ETSU Remembers*, a time to look back and reflect on those ETSU family members who recently passed away. We celebrated the servants of today during the *ETSU Heroes Awards Ceremony* which honored the extraordinary dedication of a group of ETSU individuals. New innovative ways our students and community partners might address emerging issues were shared in the *ETSU Elevates Pitch Competition*. And, we saw what the future will hold as we toured the recently renovated Gilbreath Hall and heard about upcoming university initiatives during President Noland's *State of the University Address*.

The very first gift to ETSU was a gift of land – the very land that today serves as our campus home. Without that gift, the Normal School likely would have been located in another city. Other gifts would follow: funding, supplies and labor, all donated from local business leaders – *all* driven by a collective vision of what ETSU would mean for this region.

Today, 112 years later, we continue to realize the impact of those gifts.

Each gift you make has a lasting impact as well. For example, your support of campus facilities like the new Academic Building or the Martin Center for the Arts allows students, faculty, and the community for generations to come to learn and engage in state-of-the-art facilities. Funds donated to the Center for Rural Health Research, the Strong BRAIN Institute, and other research centers will yield new knowledge and insights that will shape science. And, of course, your support of our students through scholarships bridges access to education that ultimately transforms their lives.

Thank you for having a lasting impact on ETSU.

Sincerely,



Pam Ritter
Vice President for University Advancement
President/CEO of ETSU Foundation

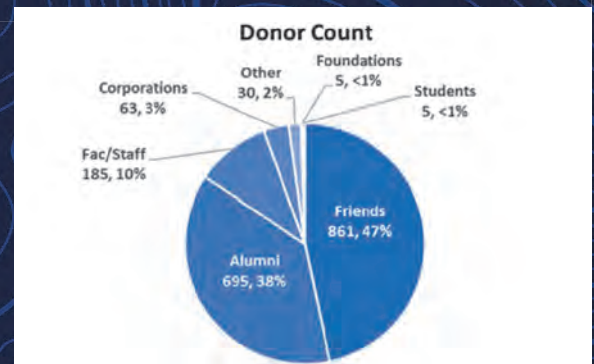
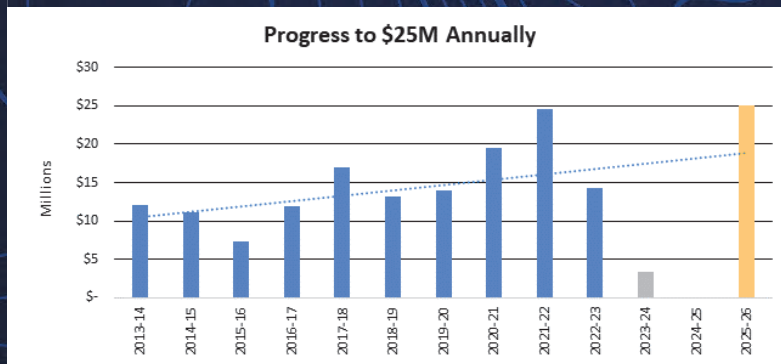


P.S. Join the President's Circle! The President's Circle is here to recognize annual donors to the university. With your gift of \$1,000 or more to area(s) of your choice, you will be invited to attend special events and will receive information and updates throughout the year. Tell your friends and colleagues about the President's Circle. You can make a gift to ETSU at any time at www.etsu.edu/give.

ETSU FOUNDATION BALANCE

The total fund balance as of September 30, 2023 was \$145,206,665.59.

NOTES: The balance is based on market value as of the date indicated; balance will fluctuate with market conditions. The below graphs reflect first quarter (July 1 - September 30, 2023) activities



Funds Raised			
	Net Production	Philanthropic Cash	Annual Fund
2023-24	3,391,078	1,474,139	606,872
2022-23	6,628,949	10,332,145	583,115
Change	-3,237,871	-8,858,006	23,757
% Chg	-48.84%	-85.73%	4.07%

Staff Activity						
	Campus Visits	Visits	Email	Events	Letters	Calls
2023-24	22	183	1,017	83	381	515
2022-23	23	204	1,186	136	318	574
Change	-1	-21	-169	-53	63	-59
% Change	-5%	-11%	-17%	-64%	17%	-11%



Major Gifts

- A national search is taking place for a new Director of Development for the Quillen College of Medicine.
- A Stewardship/Donor Engagement Portfolio has been approved for 2023-24.
- Fundraising for building projects and other major initiatives continues.

Annual Giving

- Day of Giving 2024 is scheduled for April 16-17, 2024. Your support – as always – will really make the difference!
- A new online portal honoring members of the Distinguished President's Trust at www.etsu.edu/erecognition was launched.
- At the end of September 2023, reports were generated for all 677 ETSU Foundation Endowments.

Advancement Services

- Two new Gift Processors have joined the Advancement Services team: Jennifer DiCecco and Seth Graves.
- Work on the new CRM continues. All core engagements are complete and the first data pass is ready for testing. The group has also begun integration discussions.

Planned Giving

- Staff are working to finalize a number of estate gifts from loyal donors who had planned gifts.
- The Planned Giving Executive Director recently traveled to the Washington, D.C. area and has trips planned to Chicago, Houston, and Southern California in upcoming months.
- Look for a "Save the Date" for a 2024 Legacy Luncheon, set for April 25.

Alumni Association

- Both Homecoming 2023 and the 56th annual Alumni Golf Tournament were tremendous successes.
- The Alumni Association staff opened the Alumni House to welcome legacy students and parents during move-in. Staff also greeted legacy students during orientation activities throughout the summer.
- Savannah Kern '23 joined the team as Development Associate.

Check out the ETSU Foundation's 2022-23 Annual Report, "Going Beyond Exceptional," [here](#).





UNIT REPORTS

Arts & Sciences

- The college recently hosted the kick-off of an Art Cinema in the Bud Frank Theatre - the only art cinema in the region outside of Asheville.
- Dozens of faculty, alumni, and students represented ETSU at the 2023 International Bluegrass Music Association World of Bluegrass Conference in Raleigh, North Carolina.
- The ETSU Majorettes and Color Guard have been invited to perform in the Radio City Music Hall Christmas Spectacular on November 27, 2024.

Business & Technology

- The college launched a new Hospitality and Tourism Concentration which offers numerous career opportunities such as hotel and resort management, destination marketing, and more.
- Forty-three students have been accepted into the 2023-24 CBAT Andrew Leadership Academy. This third cohort consists of 30 senior undergraduate and 13 graduate students from all major disciplines of study within the College of Business and Technology.
- CBAT recently inducted new Hall of Fame members: Robert Anderson (Horizon Award), Richard Manahan (Faculty Lifetime Achievement), B.J. King (Lifetime Achievement Award), and Morris Baker (Lifetime Achievement).

Clemmer College of Education & Human Development

- The ETSU Board of Trustees recently approved a new name for the college: the Clemmer College of Education and Human Development.
- Clemmer's own Dr. Dawn Rowe received the Distinguished Faculty Award in Research, the highest honor bestowed to an ETSU faculty member.
- Associate Dean Dr. Pam Mims was named co-investigator of a \$3.4 million research project funded by BioMADE.

Quillen College of Medicine

- The Quillen College welcomed 78 members of the Class of 2027; this incoming class includes five veterans.
- Faculty member Dr. Aaron Polichnowski was awarded a \$601,000 grant from NIH to research a possible link between blood vessel function and hypertension.
- The Quillen College of Medicine made a significant jump in this year's *U.S. News & World Report* ranking of "Medical Schools: Primary Care," moving from 65 in 2022 to 38 this year.

Look for updates from Clinical and Rehabilitative Health Sciences, Nursing, Public Health, and Pharmacy in our next ETSU Foundation Quarterly Report in January 2024.