

IMPACT REPORT 2023-2024



SALISBURY UNIVERSITY
FOUNDATION, INC.

Dear Donors and Friends,



I am delighted to share with you our annual report as we approach a significant milestone in our history – our upcoming centennial celebrations.

As we reflect on our achievements and look ahead to the future, it is even more apparent that SU has continued to thrive and evolve thanks to the unwavering support of our community, partners and stakeholders like you.

Our commitment to academic excellence and student success remains steadfast. We are proud to report an increase in graduation rates and a growing number of our alumni achieving notable success in their careers and communities. This is a testament to the dedication of our faculty and staff, as well as the resilience and determination of our students.

Enrollment at SU also has seen positive momentum, with a diverse and talented student body joining our community. Our efforts in recruiting and retaining students who embody our core values of curiosity, innovation and inclusivity have been instrumental in shaping a vibrant campus environment.

As we prepare to celebrate our centennial in fall 2025, we look forward to honoring our rich history and embracing the opportunities that lie ahead. Our commitment to providing a transformative educational experience, conducting groundbreaking research and serving as a catalyst for positive change in society has never been stronger.

None of this would be possible without the generous support of donors like you who believe in our mission and invest in the future of Salisbury University. Your contributions have a lasting impact on our ability to innovate, educate and inspire future generations of leaders.

On behalf of the entire SU community, thank you for your continued partnership and support. Together, we are shaping a brighter future for our University and the world beyond.

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'. Below it, the word "UNIVERSITY" is written in a smaller, red, sans-serif font.

Make Tomorrow Yours



Dear Alumni, Donors and Friends,



The 2023-2024 academic year brought a lot of excitement to both the University and the SU Foundation. It was surely an exciting year all around.

The Foundation's endowment has grown to over \$100 million in assets and awarded over \$1.8 million in student awards, an all-time high!

This achievement and support could not be done without our generous donors, hardworking team and wonderful alumni.

Under the guidance and leadership of Dr. Carolyn Ringer Lepre in her second year as University president, we saw students flourish not only from scholarships, but from impactful funds for construction of new buildings, enhanced programs and other support. We are so grateful for all the friends and donors who have supported the 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.

As we move into the 2024-2025 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 family community for their continued support. I am looking forward to continuing to see the positive impact each donor makes on our students and campus. Thank you for being such an impactful part of our SU family and please enjoy this Impact Report.

Ashley Stern '08, M'09

Chair

Salisbury University Foundation, Inc.



Student Spotlights



“I express my heartfelt gratitude for the Samuel and Marilyn Seidel Endowment for Education, which will significantly impact my journey as an early childhood education major at Salisbury University. As someone who has faced unique learning challenges, I deeply understand the importance of supportive and innovative educational approaches. Growing up, I often struggled with learning in ways that differed from others around me. These experiences have inspired me to dedicate my career to creating more inclusive and effective teaching strategies for young children. I am passionate about changing the way educators approach children’s diverse learning needs, striving to foster environments where every child feels valued and understood. Your support is helping me take a significant step toward achieving these goals. I am committed to using the knowledge and skills I acquire through my studies to make a positive difference in the field of early childhood education. Your generosity has given me the opportunity to focus more on my education and less on financial concerns, which is a gift I will always treasure. Thank you once again for your incredible generosity and kindness. I am eager to give back to the community in ways that honor your support and contribute to the advancement of educational practice.”

HAYDEN ADAMS

Class of 2028



Jared Young excelled in math and science, but music was his favorite subject. He got good grades, played music and enjoyed life. It ultimately brought him to the Jackson Music Program at SU. He found a new home there and thought of his professors and classmates as a second family. Jared graduated with his degree in music in 2011. He played in a band for a couple of years but was experiencing continuing issues with his health. After his death in 2017, his parents and grandparents, wanted to create a memorial to honor his legacy of hard work and dedication. SU was the perfect place for the Jared Young Music Scholarship.

“It was so nice to meet you and learn more about Jared, who had a genuine appreciation and curiosity for music composition. Thank you for helping me advance in the music program at SU with your generous endowment for the Jared Young Music Scholarship.”

WILLIAM LANDON

Class of 2026



“The depth of my gratitude cannot be expressed in words; nevertheless, I will try. I am crying writing this letter, this is such a burden lifted off both my family’s shoulders as well as my own. I am entering my junior year at Salisbury University, and during the time I have already spent here, my loans have been accumulating. This incredible gift [Lucy Tull Nursing Scholarship] you are offering me ensures that for now that hole will stop getting deeper; it ensures that a future me will not have as many loans to pay off; and it ensures that I now will not shoulder as great a financial burden in my pursuit of my doctoral degree. To be afforded this opportunity is both a privilege and a gift – and not one I take lightly. I plan to spend the rest of my career paying this gift forward, working on the Shore, continuing to add to our health care resources here and genuinely doing what I can for this beautiful community of people. I have lived here my whole life. I was born in Salisbury, and I love now getting to go to school here. I have stayed put because of the people here, who mean the world to me, and it will be a great honor to dedicate my life to expanding the opportunities for healthcare in the area and making myself an available physical therapist.”

LOGAN LANKFORD

Class of 2026



“I express my sincere gratitude for the FEI Mitch Halbrich Memorial Scholarship, which you have provided me with for the upcoming academic year. My consideration toward this award alone means so much to my family, and I was even more pleased and honored to hear that I had been selected as it will provide much-needed assistance and relief toward the ongoing costs of my education as I become a junior in university. When I began my time at Salisbury University as a freshman, I arrived with goals to succeed and excel in my studies as I started classes within the esteemed Perdue School of Business while also aiming to get as involved as I could in leadership and professional growth opportunities. Throughout my two years so far, I have worked hard to do exactly that, maintaining a 4.0 GPA while participating in various clubs, taking on numerous executive board and treasurer roles, and soon beginning a tutoring position for economics and accounting classes. Through this, I have been able to grow immensely and make significant strides toward my future, none of which would be possible without generous financial aid such as this. My family and I quickly found that college does not come cheap, as there were many other expenses on top of the semester bill that made our financials difficult and uncertain at times, so we are greatly thankful for your role in making my degree and goals a reality.”

ERIC AUGUSTINE

Class of 2026



“I will never be able to thank you enough for giving me the extra help needed to reach my goals and dreams of continuing my education and becoming a nurse practitioner. The William G. and Betty B. Krieger Memorial Scholarship at SU has made this happen. You truly are appreciated so much, thank you so much for this opportunity!”

MARLEE TURNER

Class of 2028



“I am so incredibly grateful for this scholarship [Justin McJilton Memorial Scholarship] and accept it with gratitude. This scholarship will help me fulfill my dream of becoming a college graduate in 2025 and then go on to pursue a music profession. Thank you for believing in me and assisting me in reaching my goals. As a senior at SU, I am working diligently to ready myself for the future. Again, thank you so very much.”

TRENELLE DASHIELL

Class of 2025



“Thank you for believing in me. I really appreciate receiving the Evelyn Johnson Scholarship so I can continue my studies at Salisbury University. This scholarship will help fund my passion for education and, of course, to get my degree and become a teacher!”

TYONNA PERKINS

Class of 2028

Scholarships & Endowments

Delmarva Power Supporting SU Scholarships and Programs

SU students have an opportunity to receive more scholarship funding in 2024 thanks to Delmarva Power. The company, a division of Exelon, is a consistent supporter of the SU Foundation, Inc. In December 2023, the company provided a donation of \$5,000 through its annual Delmarva Scholarship Golf Tournament. Then in May 2024, Delmarva Power contributed another \$5,000 supporting SU's Golf Classic along with SU's annual Math and Computer Competitions for local high school students.



Ey Memorial Scholarship

The Lawrence H. and Thelma H. Ey Memorial Scholarship was established by Steve and Maggie Fulkrud in honor of Maggie's parents. The scholarship provides financial support to a freshman-, sophomore- or junior-level full-time undergraduate student in SU's business, nursing or education programs. Undergraduate student applicants must have 2.75 GPA or higher, and freshman applicants must have a minimum high school GPA of 3.00 or higher. Jillian Dawson, a student-athlete and nursing major from Middletown, DE, is the recent recipient of the Ey Memorial Scholarship.

Brown Pelican Scholarship Endowment

Established by Sonya Whited, the Brown Pelican Scholarship Endowment was awarded to sophomore data science major Jahnaiya Sutherland. Hailing from Prince George's, MD, Sutherland currently boasts a 4.0 GPA. Whited is a longtime supporter of SU and member of the SU Foundation Board of Directors since 2019. She believes education has a huge influence on our future within our community and is involved with the United Way of the Eastern Shore and Big Brothers Big Sisters of the Eastern Shore. She is past president of the Princess Anne Alumnae chapter of the Delta Sigma Theta sorority.



CAMPUS STATISTICS:

SU'S PRESIDENT

Dr. Carolyn Ringer Lepre



7,030 STUDENTS AT SU REPRESENTING
37 STATES AND **53** FOREIGN COUNTRIES

50 MAJORS
94 MINORS

15 MASTER'S PROGRAMS
2 DOCTORAL PROGRAMS



2024-2025 ESTIMATED TUITION AND FEES:

\$11,084 (MARYLAND RESIDENTS)

\$22,174 (OUT-OF-STATE RESIDENTS)

\$1,816,774 OF FOUNDATION FUNDS
DISBURSED TO STUDENTS



920 FOUNDATION SCHOLARSHIPS
AWARDED TO STUDENTS



Kiplinger's Personal Finance magazine's **BEST PUBLIC COLLEGE VALUES**

Money magazine's **AMERICA'S BEST COLLEGES**

The Princeton Review's **BEST COLLEGES, BEST NORTHEASTERN COLLEGES, TOP 20 COLLEGE AND UNIVERSITY LIBRARIES IN THE U.S.**



THE POWER OF ENDOWMENTS

\$25,000 ENDOWMENT GIFT



More is given to a cause than the gift itself.

**Continuous
Performance**



**Forever Impact
for SU Students**

50
YEARS

Cumulative Pay Out
\$95,767

\$77,231
Account Value

25
YEARS

Cumulative Pay Out
\$35,345

\$45,177
Account Value

15
YEARS

Cumulative Pay Out
\$18,905

\$36,456
Account Value

5
YEARS

Cumulative Pay Out
\$5,646

\$29,488
Account Value

1
YEAR

Cumulative Pay Out
\$1,000

4%
Account Value



YOUR GIFT

\$25,000
Gift – Starting Value

Assumptions: 8% return, net of investment costs; 4% spending rate; 1.4% administrative fee.
These figures are for demonstration purposes only. Assumptions can and will change.

SALISBURY UNIVERSITY FOUNDATION, INC. ENDOWMENT INCENTIVE

WHAT TO KNOW

The year 2025 marks 100 years of Salisbury University's impact – a milestone worthy of celebration!

In honor of this momentous occasion, the Salisbury University Foundation, Inc., through Sea Gull Century proceeds, will provide a \$5,000 incentive to assist donors wishing to establish new scholarship endowments and athletic program endowments.

The first 20 new eligible endowments of \$25,000+ will receive support from incentive funds.

A donor must pledge a minimum of \$20,000, payable for up to five years, to qualify for the incentive.

Shape the future of education and athletics at Salisbury University while commemorating a century of excellence. Let's embark on this journey together toward a brighter tomorrow!

WHAT IS AN ENDOWMENT?

The gift of an endowment provides Salisbury University with a permanent asset from which students can receive support. The SU Foundation, Inc. invests the fund and manages it to ensure growth, preserving the value of the gift over time. The earnings from the investment are then used to provide student support. This means the starting balance of your endowment will remain intact and increase – in perpetuity!

DID YOU KNOW?

Endowment distributions average 4% per year, which means that your initial \$25,000 investment will yield a \$1,000 scholarship in its first year! Your distributions will continue to grow in proportion to the endowment's overall growth.



OUR GOALS

**SU Foundation Incentive:
20 NEW ENDOWMENTS**

**Centennial Challenge:
100 NEW FUNDS**

IMPACT STORIES

Henson Foundation Gift Brings New Planetarium

SU is encouraging local students to reach for the stars — literally and figuratively — thanks to a \$200,000 gift from the Richard A. Henson Foundation to support science, technology, engineering and mathematics (STEM) education.

The funding will allow SU to enhance its physics program with the construction of a campus planetarium adjacent to Henson Science Hall

“We are very pleased to continue honoring the legacy of Mr. Henson with this new planetarium,” shared Stacey McMichael, executive director of the Henson Foundation. “It is a natural expansion of the offerings at the Henson School. We, at the Richard A. Henson Foundation hope that with this new learning opportunity, students and community members will enjoy what the planetarium has to offer.”



Harrison Home Gift Provides Education Scholarships

In 1948, Wilson Stewart “Stu” Harrison found a home at SU, meeting his future wife, Nancy, while pursuing a degree in education.

Following his passing at age 90, he surprised SU with a home of its own, bequeathing his and Nancy’s house in Rehoboth Beach, DE, to the SU Foundation, Inc.

Proceeds from the home’s recent sale established an endowment creating the Nancy and Stewart Harrison Scholarship for SU education majors.

The donation of the house to SU followed the announcement of a planned gift to the University in 2010, at which time Stewart Harrison became a member of the Holloway Society, celebrating those making such provisions for the future of SU.

With the addition of the Harrisons’ unique arrangement to leave their home to SU, they were enshrined as members of the Sea Gull Society, recognizing those who have made significant contributions to the University.



Donnie Williams Foundation Supports Summer Enrichment Academies

It seems fitting that SU alumnus Donnie Williams would leave a legacy of enriching the experiences of the younger generation. A gift from the Donnie Williams Foundation supported SU’s Summer Enrichment Academies (SEA).

The SEA program allows area youth to delve into their passions while receiving guidance from SU’s highly skilled faculty and staff, during a time when they may not otherwise participate in learning activities with the same level of support they receive during the school year. Programs have included outdoor education, comics and games, musical theatre, forensic science, filmmaking, and more.

This year, the program had 300 students enrolled in 16 different academies. The gift from the Donnie Williams Foundation provides scholarships for students and families who may not otherwise be able to participate in programs like this.



Holloway Hall Jackson Family Auditorium Naming Honors Longtime SU Supporters

On October 21, 2023, Dr. Peter Jackson, wife Judy Jackson (who passed away shortly after the event) and daughter Catherine Jackson joined SU President Carolyn Ringer Lepre and others as the University's historical Holloway Hall Auditorium was dedicated in their honor. Completed in 1928, the Jackson Family Auditorium is the largest performance space on campus, with seating for more than 700. Each year, it hosts more than 100 events for the community.

"The Jacksons have played an integral part in SU's music program for decades — and will continue to do so for decades more," said Lepre. "To know that current and future generations of Salisbury students and community members will attend concerts and other performances in the auditorium that now bears their name is a fitting tribute to a family that has created such a lasting legacy at this University."



New Endowment Offers HOPE for Non-Traditional Students



By the time Lynn Adkins took her first class at SU in 1993, she was nearly six years older than most of the incoming class. When she completed her B.S. in accounting in 1997, she was almost a decade into her career while most of her classmates had yet to start theirs.

Ten years later, as the SU Foundation, Inc's new accountant, she saw other non-traditional students

facing many of the same challenges she did.

Now serving as SU's associate vice president for administration and finance, she has taken a step toward providing more resources for that demographic by endowing the Honoring Outstanding Personal Effort (HOPE) Scholarship Award at SU.

"While being employed at the SU Foundation, I saw firsthand how much our programmatic and scholarship endowments benefit our student population," said Adkins. "I've known for a long time that I wanted to start an endowment that could assist non-traditional students."

First Students Benefit from LaCurts Memorial Scholarship

In 2008, an anonymous donor pledged a planned gift to the SU Foundation, Inc., naming the foundation as a beneficiary of their life insurance policies to create the Violet B. LaCurts Memorial Scholarship.

In fall 2023, the foundation announced the scholarship's first three recipients, realizing a legacy of impact created by that donor 15 years ago.

"Planned gifts like this are a great opportunity for members of the community to support SU in a way that allows their legacy - or that of a loved one - to continue beyond their lifetime," said Jason Curtin, SU vice president of advancement and executive director of the SU Foundation, Inc. "This donor's contribution will leave a lasting impact on future generations of students."

Chemistry major Cassidy Thomas of Bridgeville, DE, and physics major Jason Verduzco-Zavala of Secretary, MD.

Not Pictured: Chemistry major, Emily Hoard of Wilmington, DE.





Memorial Scholarship Continues Legacy of Lifelong Musician Otello Meucci

The late Tello Meucci was a longtime supporter of SU and left a lasting impact on the music community at SU. He was a founding member of the Salisbury Symphony Orchestra, where he performed as a principal clarinetist. For more than 30 years, he devoted his time to the University's Concert Band, Jazz Ensemble, Musical Theatre Pit Orchestra, Choir and Chorale Orchestra, Wind Ensemble, and other music venues at SU and the surrounding area.

In memory of his love for music and the SU community, his wife Gail Meucci gave nearly \$125,000 to establish the Otello Meucci Memorial Music Education Scholarship. **The award will provide renewable funding for music education majors demonstrating financial need.**

"Tello loved SU, and he especially loved the students," Gail said. "Music became such a big part of his life." It is Gail's hope that the scholarship will honor Tello's memory by supporting future music educators who can share their knowledge and passion with others, just as he did.

Champions Fund Established by Dr. Thomas and Nancy Jones

With 47 team and individual national titles, and 196 conference crowns, the SU Sea Gulls are no strangers to championships.

Thanks to the generosity of longtime supporters Dr. Thomas "Tom" and Nancy Jones, future **Sea Gull teams heading into postseason play will have some additional help with travel costs** through the newly established Champions Fund.

The new fund is unique in that it exists as an endowment, with a principal amount that will remain constant. The rest is for current use and accessible immediately by SU Athletics teams for postseason play needs. The fund is open to contributions, and donors can decide if they want to support the endowment's corpus or the current use funds when giving.



SU Golf Classic Benefits Student Scholarships

Area golfers received the opportunity to meet SU's new men's and women's golf coach, Dalton Deardorff, during the 2024 SU Golf Classic at Glen Riddle Golf Club in Berlin, MD.

Over the years, proceeds of \$250,000 have benefitted SU student scholarships.

The Insurance Market sponsored the tournament's winning team. Second place went to the Philip and Barbara Long Family Foundation team.

Lead sponsors of the tournament included Black Diamond Catering, Tecta America East, Whiting-Turner Contracting Co. and The Garland Company.

EMPLOYEE SPOTLIGHT



“I’ve spent the last 24 years of my career at Salisbury University, and I’ve seen firsthand how the University can change lives. Emergency funds provide for students who find themselves without the educational resources they need. High-impact practices such as study abroad and undergraduate research take student learning to the next level. And essential support services like the Academic Advising Center, Center for Student Achievement, Disability Resource Center and Writing Center aid in personal and academic development while motivating students to successfully complete their degrees. I give because none of this could happen without monetary support – and because I’m lucky enough to see my dollars at work each and every day!”

DR. MELISSA GRANGER

Associate Vice President | Academic Affairs & Student Success

“We are delighted to give something back to Salisbury University. Over the years we’ve not only had wonderful students, but we’ve developed many friendships with colleagues across the disciplines. We’re also grateful for an administration that supports music and arts education.”

DR. JEFFREY SCHOYEN

Cello Professor, Orchestra Conductor | Jackson Music Program

DR. SACHI MURASUGI

*Faculty, Lecturer, Applied Upper Strings Instructor,
Strings Ensemble Director | Jackson Music Program*



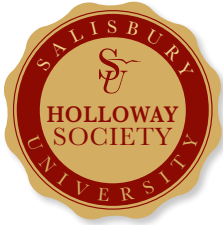
“I appreciate receiving a grant to attend and present at the Eastern Communication Association in Boston.

The generosity and the smooth application and funding process were wonderful. I am grateful that you can continue blessing lives. At the conference, I presented two research papers and participated on two teaching panels. From the presentations, I gained valuable network opportunities with people I plan to work with in the future in regional and national journal and conference spaces.”

DR. CASEY STRATTON

Assistant Professor | Communication Department

SALISBURY UNIVERSITY FOUNDATION, INC. RECOGNITION LEVELS



HOLLOWAY SOCIETY
Planned Giving



SEA GULL SOCIETY
\$100,000+
Cumulative
Giving



MAROON & GOLD CLUB
Athletics



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



1925 CIRCLE
\$1,925+
Annual
Giving



SALISBURY CIRCLE
\$1,000 +
Annual
Giving



LOYALTY CIRCLE
Annual
Consecutive
Giving Every
5 Years



GIVING DAY

Tuesday
April 1, 2025



SCHOLARSHIPS & AWARDS LUNCHEON

April 2025



SALISBURY UNIVERSITY GOLF CLASSIC

May 7, 2025

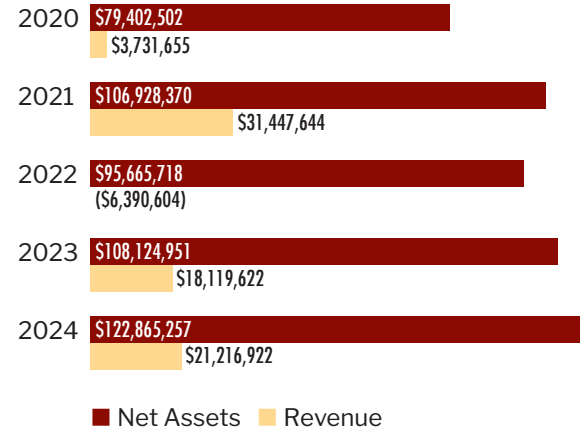
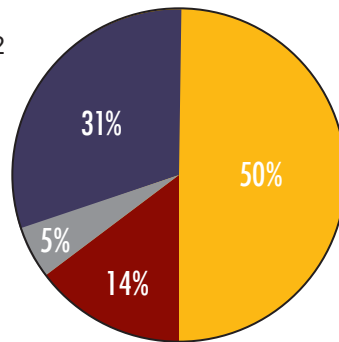


FINANCIAL YEAR IN REVIEW

	6/30/2024	6/30/2023	% of change
Total Assets	\$125,344,982	\$110,537,610	13%
Net Assets	\$122,865,257	\$108,124,951	14%
Total Revenue	\$21,216,922	\$18,119,622	17%
Program & Operating Expenses	\$6,476,616	\$5,660,389	14 %
Change in Net Assets	\$14,740,306	\$12,459,233	18%

PROGRAM & OPERATING EXPENSES

- Program Support: \$3,263,892
- Scholarships & Awards: \$1,977,051
- Fundraising: \$355,411
- G&A: \$880,262
- Total: \$6,476,616**





**SALISBURY UNIVERSITY
FOUNDATION, INC.**

MISSION STATEMENT

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 Foundation to promote, sponsor and carry out educational, scientific and charitable purposes and objectives for the benefit of SU and its students.

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*Deputy Director for Operations
& Finance
SU Foundation, Inc.*

Candie Nelson

*Program Administrative Specialist
SU Foundation, Inc.*



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Telephone: 410-543-6175 • Fax: 410-677-5039
salisbury.edu/foundation

SU is an Equal Opportunity/AA/Title IX university and provides reasonable accommodation given sufficient notice to the University office or staff sponsoring the event or program. A copy of the current financial statement of the Salisbury University Foundation, Inc. is available by writing 1308 Camden Avenue, Salisbury MD 21801 or on its website, salisbury.edu/foundation. Documents and information submitted under the Maryland Solicitations Act are also available, for the cost of postage and copies, from the Maryland Secretary of State, State House, Annapolis MD 21401, 410-974-5534.

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Salisbury
UNIVERSITY

Make Tomorrow Yours