



UNF

UNIVERSITY of NORTH FLORIDA
Foundation, Inc.

ANNUAL REPORT

2017-2018





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NEW MEMBERS FISCAL YEAR 2018-19

Marilyn Gilman
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UNIVERSITY *of* NORTH FLORIDA
Foundation, Inc.



FROM THE PRESIDENT

Getting to know many of you over the past several months, I have been particularly inspired by the tremendous commitment of our local community to the success of the University of North Florida and our students.

Clearly UNF plays a vital role in the economic prosperity of our region, and we are dedicated to graduating extraordinary students who are prepared to make an impact in their fields — here in Northeast Florida and around the globe. Our loyal donors are our partners in this endeavor. You make it all possible.

We are grateful for your gifts to UNF, which provide millions of dollars in scholarships as well as valuable opportunities for students to study abroad, conduct research and participate in transformational learning. Many of you give generously of your time to serve on boards and as mentors and to provide meaningful internships for students. Your support is broad and significant, and every day, we see its impact through the success of our students.

Thank you for the tremendous role you play in the lives of our students and for your continued support.

Together, we will make phenomenal things happen at UNF!

In gratitude,

David M. Szymanski, Ph.D.
President
University of North Florida



FROM THE BOARD CHAIR AND EXECUTIVE DIRECTOR

On behalf of the University of North Florida Foundation Board of Directors, we are pleased to present to you the Annual Report for the 2017-18 fiscal year.

In this report, you'll learn about innovative projects on the horizon at UNF as well as donors who are inspired to give. Though we share different passions and reasons for giving, the collective impact of your generosity is profound and can be seen every day on our campus and throughout our community. There is no doubt that each gift to the University is shaping futures and transforming lives, and as a Foundation, we should be particularly proud of what we are able to accomplish together.

We are pleased to report that the UNF Foundation allocated more than \$3 million this academic year to students in need of financial aid, easing financial burdens and making the dream of a college education a reality for many. Your gifts are also supporting innovation and excellence on our campus and experiences that give students an edge when they graduate!

Our endowment continued to grow this year reaching \$112.5 million. This reflects tremendous support from

many of you as well as a continued focus to strategically plan for the future.

We are grateful for your continued commitment to the University of North Florida and our students. Your generosity is inspiring, and it is indeed making a difference.

Thank you for all that you do.

Vince McCormack
Chair
UNF Foundation Board

Ann Stoddard McCullen, MBA, CFRE
Vice President for University Development
and Alumni Engagement and
Executive Director of the UNF Foundation



David Hicks leaves a strong legacy at UNF

Ann and David Hicks shared a commitment to improve the lives of others. When David passed away in July, countless nonprofit organizations, individuals, UNF students and alumni, all reflected on the magnitude of his impact. The opportunities that the couple provided for so many has changed lives and transformed families, and there is no question that the University of North Florida is a better place because of Ann and David Hicks.

David Hicks' work on the Jacksonville Housing Authority fueled his passion to help break the cycle of poverty in Jacksonville and empower others. His work was tireless, and he was instrumental in developing Habijax into a national model. The drive to lift people up translated well to higher education. In the mid-1990s, the couple championed a needs-based scholarship initiative at UNF, Pathways to Success, and rallied significant community support. As part of the effort, they funded Hicks scholarships, specifically for students living in Habijax homes and public housing, furthering David's commitment to empower and provide opportunities for young people. To date 580 Hicks scholarships have been awarded.

The Hicks also created the merit-based Gray Scholarship program, named for a professor who taught Ann while she was getting her second bachelor's degree at UNF in the 1990s. To date, the Gray Scholarship program has provided 365 scholarships as well as funds to 115 students to study abroad and deepen their understanding of the world and their disciplines. The couple co-chaired a major capital campaign for UNF that raised \$103 million and were honorary chairs of another campaign that topped \$130 million. David even co-taught an undergraduate and a graduate course in the Coggin

College of Business, always eager to share his insight and inspire others. In honor of their tremendous leadership and support, the University of North Florida dedicated Building 53 in 2012 as Ann and David Hicks Hall.

The couple donated \$7 million to UNF, leading to the creation of its sixth academic college in 2015, the Hicks Honors College, a small academic community for high-achieving students. The College offers scholarships for research and study abroad and provides empowering opportunities for civic and community service.

The Hicks Honors College has achieved great success in a short period of time and continues to grow. From fall 2017 to fall 2018, the college grew 8.5 percent to its current enrollment of nearly 620 students.

We will truly miss David and his presence on our campus, and are so thankful for Ann's continued commitment to UNF.

Hicks and Gray Scholars and students from the Hicks Honors College assisted guests at David Hicks' memorial service.



Passion for excellence provides opportunity

Early in his life, Jim Van Vleck wanted to be a teacher, buoyed by the impact of several exceptional educators.

One professor was so inspirational that Van Vleck gave up his senior year of playing college baseball to search for a sparrow hawk's nest. He had originally decided to take an ornithology class because he thought it would be easy. But the teacher was so motivating that Van Vleck's newfound enthusiasm for birding overtook his desire to win that fourth letter in baseball.

Ultimately, his goal of becoming a professor was replaced by the immediate reality of supporting his family. He and his wife, Joan, had already had the first of their two daughters and realizing that completing his Ph.D. thesis at the Harvard Business School could take several years, Van Vleck took a job with The Mead Corp. (now known as MeadWestvaco). He stayed with Mead his entire career.

"But the minute I retired, I went back and started doing what I always wanted to do," he said of his love for teaching.

Van Vleck has taught classes at Harvard, as a doctoral student; the University of Dayton, as an executive-in-residence; and at the University of North Florida, as an adjunct. As good teachers do, he learned many lessons along the way. One was seeing how difficult it was for

untentured professors to juggle the full-time effort of being a good educator while also doing research to attain tenure. Another was the value of having a good mentor, particularly for untentured professors.

Van Vleck shared an idea with Dr. George Rainbolt, dean of UNF's College of Arts and Sciences, to address those issues and provided funds to make that idea a reality. This year is the first year of The Van Vleck Early Career Teaching Excellence Awards, which provide \$4,000 to two untentured educators for a course release, supplies, equipment or travel, while their tenured mentors will receive \$1,000 for supplies, equipment or travel.

Van Vleck said the dean's enthusiasm made him feel there is something fundamentally good in helping quality teachers and giving a mentoring experience that is as good for the mentee as the mentor.

While Van Vleck has generously funded several programs at UNF, this one is probably the most satisfying to him personally. "It comes out of my own experience and has the potential to achieve several desirable objectives," he said.

It was an experience stimulated by an inspiring teacher and the search for that sparrow hawk's nest — which he ultimately found.



Jim Van Vleck is enthusiastic about the University of North Florida and helping faculty succeed.



Wood McCurry visits with the first five UNF McCurry Scholars.

Hard work comes full circle

For two decades, The McCurry Foundation has helped more than 150 students realize their dream of going to college.

Scholarship recipients were students with good grades, leadership skills and who were willing to work to help pay for their college education – all attributes of their late benefactor, Edgar W. McCurry Jr.

Marketing to those students was a bit of a stretch for the small foundation, according to McCurry's son, Wood. The selections were made by “a half-dozen people with careers who got this work done when they were able to fit it in,” he said.

But a new relationship with the University of North Florida addresses those issues. McCurry said the corpus of the foundation is in the process of being transferred to UNF, which he believes will effectively manage the funds.

He said the school's donor engagement team has made the transition an easy process and is targeting the kind of students who match the foundation's criteria.

The elder McCurry began developing leadership skills early in life. When he was just 16, he sought sponsorship from a U.S. Senator in his home state of North Carolina, then graduated from the Senate Page School as salutatorian and student body president. McCurry later became the second youngest graduate of the University of North Carolina School of Law.

Early in his career, he served as general counsel of

the prestigious Jacksonville firm of Stockton, Whatley, Davin & Company. He continued to practice law and develop real estate in the Jacksonville area until his death in 2004. The foundation, started in 1994, offered scholarships in several counties in Northeast Florida and Southeast Georgia.

“He wanted to give back to the communities that helped him develop his success,” said Pam Stefansen, who began working for him in 1977 and later became the foundation's director and treasurer.

Laura Rodriguez is among the first five McCurry Scholars at UNF selected for the fall semester. She and her parents immigrated to the United States from Cuba through the visa lottery when Rodriguez was about a year old. They started out living in Miami but soon moved to Jacksonville.

A graduate of Stanton College Preparatory School, Rodriguez is majoring in international studies with a concentration in Latin America. As is required of McCurry Scholars, she is working part time to help pay for her education.

Rodriguez enjoyed meeting Wood McCurry at a reception for the scholars. “It was interesting to hear what the scholarship means to him,” she said.

What it means to Rodriguez is simple. “Without it, I couldn't go to school,” she said.

Because of a determined and generous man born more than a half a century before her, Rodriguez and many others have a path to a college degree.

Love of art inspires gift

Barbara Sharp and Todd Sack are fans of MOCA Jacksonville and the University of North Florida Foundation.

The couple recently spent several weeks in Africa combining a number of passions: medicine, travel and the arts. The first part of the trip was to Tanzania where the two physicians volunteered six days a week for one month at a small hospital. “Tanzania was a remarkable experience. We were very busy,” Sack said. “This is not retirement; we are calling it ‘post private practice.’”

The final two weeks of the adventure were spent traveling in nearby Zambia, including the Kafue National Park and the Lusaka National Museum. Through the various artworks, the Jacksonville couple could see how the local artists interpret life, history and politics. Sack believes great art is not simply decorative but is something that changes forever how one looks at the world.

That’s one of the reasons the couple has had a strong affinity for MOCA for more than a decade. Sharp, who serves on UNF’s Student Affairs Community Council, spent 10 years on MOCA’s Board of Trustees, where she chaired the Exhibition and Collections Committee for many years. Sack has been a board member since 2014.

Their support of the museum will continue for years to come as the couple has pledged a planned gift

from their estate to fund future exhibitions and art conservation at MOCA. The museum’s collection is fairly young, but will age over time, Sack said. Pieces will need to be cleaned, sculptures will require repairs. He hopes the couple’s gift will inspire the creation of a permanent preservation program at MOCA.

The museum has been a cultural institute of UNF since 2009, a partnership that Sack said has been “such a wonderful boost” for the downtown venue.

“Now when you go to exhibition openings, there are students there. Having the students excited about the art and learning from it makes MOCA much more fun,” he said.

Sharp and Sack hope that MOCA will continue to grow as a resource for Jacksonville, especially as a place where children can appreciate art and have it enrich their lives. The couple’s sons Jonathan, Peter and David learned a lot about art over the years with their parents.

Although Sharp and Sack enjoy many types of art, they realized long ago they couldn’t collect everything. So, they focused on works by American Pop artists such as Andy Warhol, Roy Lichtenstein and Christo. One of their favorites is “Double French Money,” created in 1965 by the late Larry Rivers as a limited edition of 125. They found theirs at auction in 2013, but first fell in love with the piece at MOCA, where others can enjoy it as well.



Collecting American Pop art is a passion of Todd Sack and Barbara Sharp.

UNIVERSITY HIGHLIGHTS



NAMED A
Best Value
COLLEGE
Forbes

17,000
students enrolled in Fall 2018
– Most in UNF history –

4.32
Average GPA of
Incoming Fall 2018 Freshmen

18:1
Student to
Faculty Ratio

RANKED A
Best Regional
UNIVERSITY
U.S. News & World Report, 8 years in a row

NAMED A
Diversity
CHAMPION
INSIGHT into Diversity

RANKED A
Best College
IN THE SOUTHEAST
The Princeton Review, 10 years in a row

Celebrating excellence in teaching

For many teachers in Duval County, Gilchrist Berg is their greatest champion.

His support has impacted hundreds of lives over the past two decades, and his investment in education continues to inspire.

In fact, 100 teachers have received Gladys Roddenberry Graduate Fellowships for Teaching Excellence, funded by Berg. The fellowships provide outstanding teachers with opportunities to continue to develop in their field through \$5,000 awards for graduate school expenses.

Ninety-six percent of the award recipients have stayed in education throughout their careers.

Not only has Berg helped teachers further their

Past Gladys Prior Award recipient Patrice Haupt is surprised in her classroom.



Photo by Will Dickey / Florida Times-Union

education, but each year, he provides gifts to honor educators for lifelong careers inspiring students.

The Gladys Prior Awards for Career Teaching Excellence go to four local teachers each spring. The unsuspecting teachers are typically surprised in their classrooms surrounded by their proud students. Not only is the award a great honor, each teacher receives \$15,000.

Both awards are particularly meaningful because they are named for two of Berg's teachers during his grade school years at Ortega Elementary. "The teachers inspired him, and you can tell by what he is doing for all of us that they continue to inspire him," said Patrice Haupt, who received the Gladys Prior Award last year.

Like all former award winners who have benefitted from his generosity, Haupt, an AP literature and composition instructor at Paxon School for Advanced Studies, is still moved by Berg's generosity and his commitment to education. "This is a profession of passion for us, and he recognizes that," said Haupt, commenting that it gives other teachers an opportunity to see that the work of teachers doesn't go unnoticed.

"It is meaningful to all of us to have someone say 'I appreciate you and what you do matters,' not because of numbers on a data sheet but because of the impact you have on people's lives."

Berg's investment in education has been significant, but for teachers like Haupt, who give so much, the recognition and appreciation is just as rewarding.



Gilchrist Berg holds a painting of his grade school, Ortega Elementary, created by an art student of a past Gladys Prior award recipient.

UNF beach volleyball players celebrate a point during the ASUN Championship game.



Photo by Todd Drexler, Sideline Sports / ASUN Photos

Ospreys seek home court advantage

Beach volleyball is one of the fastest growing sports in the United States.

While many attribute the tremendous interest in the sport to its popularity and success during the Olympics, it is nothing new to the University of North Florida. In fact, UNF was one of the first 15 schools in the United States to sponsor a beach volleyball program and the first school to earn an automatic bid into the American Volleyball Coaches Association National Championship.

After several years as an emerging sport in the NCAA, beach volleyball held its first national championship in 2016. As one of more than 50 NCAA Division I beach volleyball programs, UNF is poised to be a national leader in the sport. Being just a few miles from the beach is certainly a plus, but the program also has a strong history and now a decorated championship coach. But one key component is missing — a home court.

Plans are underway to change that. A new Beach Volleyball Complex would include five courts built to NCAA regulations, bleacher seating for at least 300 spectators and a digital scoreboard. Naming opportunities exist for each court with a gift of \$50,000, which will be matched dollar for dollar to

fund the courts. One gift has been pledged to date with four more still available.

Coach Kristen Wright, who came to UNF in January to coach both the volleyball and beach volleyball teams, said a home complex would be a huge boost to the beach program. “If we can build it up here, there is no reason we can’t have tremendous success,” said Wright, who was an All-American volleyball player for the University of San Diego, and coached both sports at championship levels in California.

Currently, with no real home base, Wright practices her team on courts at a residence hall on campus, on a single recreational court behind the Wellness Complex and at the beach. Last year, home games were held at a conference rival’s facility.

“With top-notch facilities at schools all over the country, we’re at a disadvantage in the conference and nationally as the sport has evolved,” said Wright, commenting that in addition to enhancing recruiting and consistency in training, a home site would also greatly expand their fan base. A new facility could be utilized for major events and tournaments as well.

Once funding is secured, the build-out is quick — an estimated 60-120 days to be fully functional. Chris Decent, assistant vice president for development, said the complex is the final piece that would give the beach program an edge. “There is really a strong potential for beach volleyball to bring UNF its first NCAA Division I national championship,” said a hopeful Decent. “After all, we are a beach school. Why wouldn’t we have a five-court beach volleyball facility?”



Rendering provided by JBC

UNF at the heart of innovation

“Twenty years from now, you will be more disappointed by the things that you didn’t do than by the ones you did do, so throw off the bowlines, sail away from safe harbor, catch the trade winds in your sails. Explore, dream, discover.”

—Mark Twain

Having a great idea is one thing. Turning that idea into a viable business is another.

In addition to a grand vision or an innovative product, budding entrepreneurs require capital, data knowledge and business skills to be successful. In Jacksonville, innovators will soon not only have a place to dream, but a place to vet their ideas and access critical resources and support.

The University of North Florida’s new Center for Entrepreneurship opens in downtown Jacksonville in January 2019. An initiative of UNF’s Coggin College of Business, the Center aims to be a hub for innovation and creativity in the heart of the city.

Akin to the format of the “Shark Tank” TV show, entrepreneurs will pitch their ideas to a panel of experts in hopes of being one of 10-15 selected to receive space and support in the Center. At no cost, those selected will be provided office space to work through their plans, assess market feasibility and develop their businesses.

“The ultimate objective is to grow business for Jacksonville and build a strong and sustainable entrepreneurial climate — for the success of the

community and our students,” said Mark Dawkins, dean of the Coggin College of Business. Dawkins added, as Jacksonville’s entrepreneurial environment has grown, it became clear that the University needed to be involved.

Plans for the Center resulted from a task force formed in 2015 to study local entrepreneurship and successful models in other cities. The group looked at the top 50 entrepreneur centers in the country, said Dawkins, identifying best practices and components that were appropriate for Jacksonville. A lead gift from Luther and Blanche Coggin put the plans in motion.

The Center will be a learning lab, providing students with opportunities to assist entrepreneurs with market analyses, financial statement creation, planning and more. The Northeast Florida Small Business Development Center will have a presence as well to connect aspiring business owners with additional resources and advice.

The Center for Entrepreneurship will occupy two floors of the Barnett National Bank Building, a signature downtown building near the Laura Street Trio — a group of historic structures undergoing major renovations and a key part of downtown revitalization.

The Coggin College of Business will hold graduate classes in the space for its popular Master of Science in Management and MBA programs, which together have grown 207 percent since 2015.



Rendering provided by Southeast Development Group/Dasher Hurst Architects

The new Center for Entrepreneurship will be located in the historic Barnett National Bank Building downtown, currently under renovation.

FOUNDATION HIGHLIGHTS FOR FY 2017-18



375
Endowed Funds
now at UNF

More than
3,000
alumni and friends
swooped in for Homecoming 2018

\$3.27 MILLION
in financial aid awarded
by the UNF Foundation in FY 2017-18

18
New Endowments
in FY 2017-18

More than
1,300
unique donors to First Generation Scholarships
since the program began in 2006

\$112.5 MILLION
Endowment total
as of June 2018

Nearly
25,000
gifts to UNF
in FY 2017-18

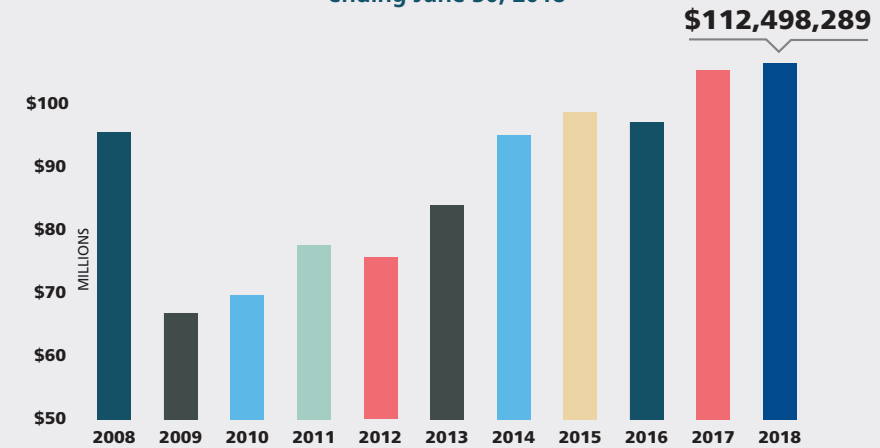
FY 2017-18 FINANCIAL INFORMATION

The UNF Foundation, Inc., a nonprofit, tax-exempt entity, was organized and incorporated in 1971 for the purpose of providing voluntary private support from alumni, parents, friends, corporations, foundations and others for the benefit of the University of North Florida. Through diligent stewardship and careful planning, maximum benefit is reached for each dollar donated. The Foundation is proud of the many scholarships, professorships, programs and community outreach initiatives funded through these generous gifts and the tremendous impact this support has on the University of North Florida and its students.

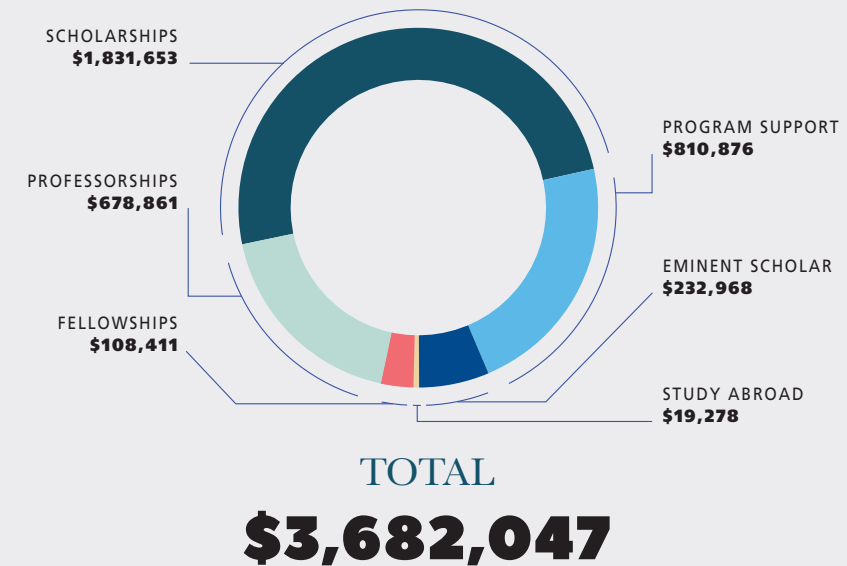
SUMMARY AUDITED STATEMENTS OF FINANCIAL POSITION as of June 30, 2018 and 2017

	FY 2018	FY 2017
ASSETS		
CASH	368,614	257,120
CURRENT ASSETS	2,883,548	1,004,151
NONCURRENT ASSETS	139,905,320	134,242,400
TOTAL ASSETS	\$143,157,482	\$135,503,671
LIABILITIES		
CURRENT LIABILITIES	419,237	475,633
NONCURRENT LIABILITIES	334,725	133,000
TOTAL LIABILITIES	\$753,962	\$608,633
NET POSITIONS		
PERMANENT ENDOWMENTS	112,498,289	106,179,377
RESTRICTED FUNDS	18,955,490	17,879,041
NET INVESTMENT IN CAPITAL ASSETS	9,595,620	9,552,833
UNRESTRICTED FUNDS	1,354,121	1,283,787
TOTAL NET POSITIONS	\$142,403,520	\$134,895,038
TOTAL LIABILITIES & NET POSITIONS	\$143,157,482	\$135,503,671

ENDOWMENT BALANCE ending June 30, 2018



ENDOWMENT SPENDING ALLOCATION for Fiscal Year 2018-19



FOUNDATION ENDOWMENT

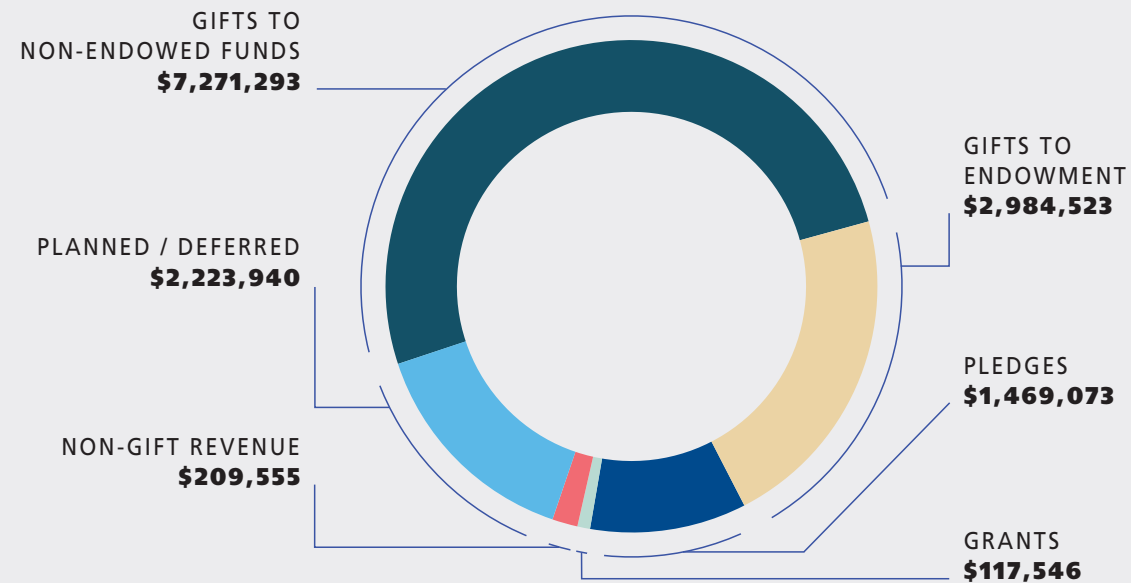
The University of North Florida Foundation provides prudent fiduciary management and oversight of the University Endowment.

The investment and management of the Endowment is governed by the Florida Uniform Prudent Management of Institutional Funds Act (FUPMIFA). The Foundation Investment Policy:

- adheres with the requirements of FUPMIFA,
- ensures good faith, prudent management of the assets in order to serve the best interests of persons that rely on the distributions from these assets,
- addresses the long-term interests of the Endowment,
- adheres to accepted investment and financial management principles,
- addresses the institution's present and anticipated financial resources,
- considers other resources of the institution, and
- considers an asset's special relationship or special value, if any, to the purposes of the applicable gift instrument or to the institution.

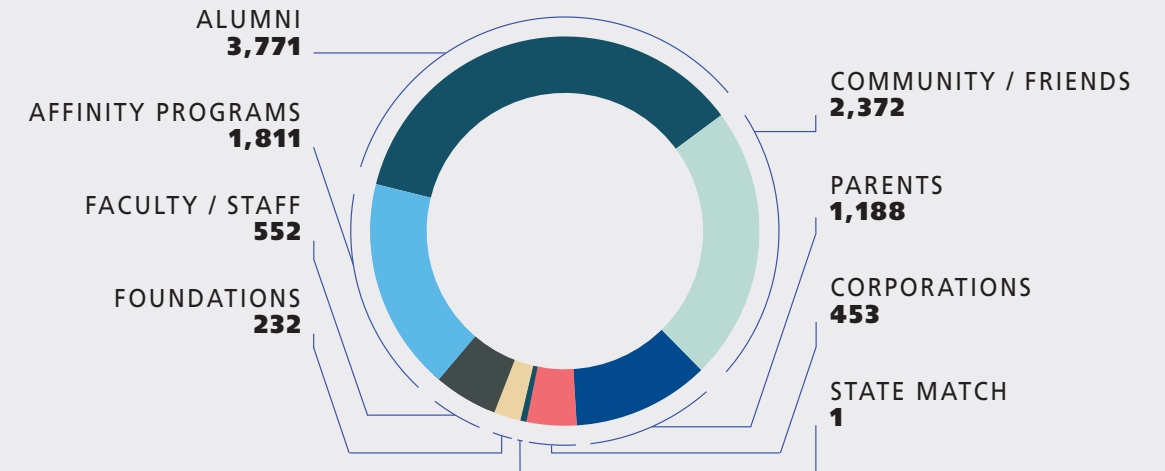
FY 2017-18 FINANCIALS

TYPES OF GIFTS



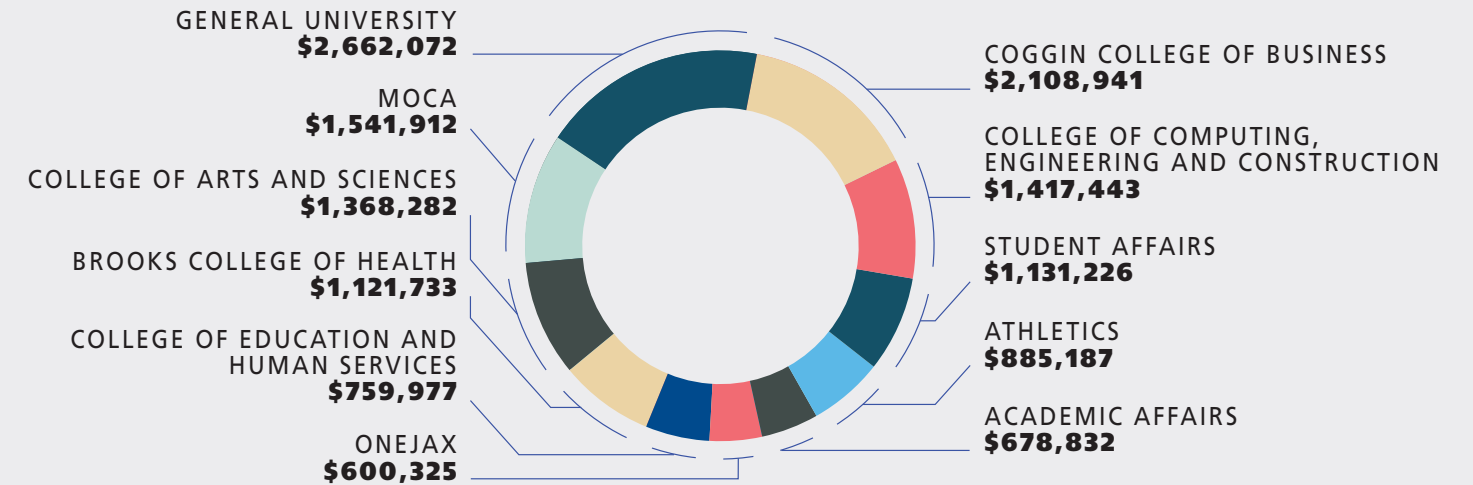
TOTAL
\$14,275,930

GIFT SOURCES



TOTAL DONORS: **10,380**

DESIGNATION OF GIFTS



TOTAL: **\$14,275,930**

DONOR BILL OF RIGHTS

Philanthropy is based on voluntary action for the common good.
It is a tradition of giving and sharing that is primary to the quality of life.

To assure that philanthropy merits the respect and trust of the general public,
and that donors and prospective donors can have full confidence in the not-for-profit organizations and
causes they are asked to support, we declare that all donors have these rights:

- I. To be informed of the organization's mission, of the way the organization intends to use donated resources, and of its capacity to use donations effectively for their intended purposes.
- II. To be informed of the identity of those serving on the organization's governing board, and to expect the board to exercise prudent judgment in its stewardship responsibilities.
- III. To have access to the organization's most recent financial statements.
- IV. To be assured their gifts will be used for the purposes for which they were given.
- V. To receive appropriate acknowledgment and recognition.
- VI. To be assured that information about their donations is handled with respect and with confidentiality to the extent provided by law.
- VII. To expect that all relationships with individuals representing organizations of interest to the donor will be professional in nature.
- VIII. To be informed whether those seeking donations are volunteers, employees of the organization or hired solicitors.
- IX. To have the opportunity for their names to be deleted from mailing lists that an organization may intend to share.
- X. To feel free to ask questions when making a donation and to receive prompt, truthful and forthright answers.

NEW ENDOWMENTS FY 2017-18

A SPECIAL THANK YOU TO OUR DONORS
WHO CREATED NEW ENDOWMENTS IN THE PAST FISCAL YEAR.

AJAX Building Corporation
Endowed Scholarship

Key Bradbury
Endowed Nursing Fellowship

Key Bradbury
Endowed STEM Fellowship

Connie, Sandra and Lola Mae
Scholarship for Urban Education

Diversity Training
Endowment

Raymond W. Gage III
Endowed Scholarship

Thomas C. Hendrick
Study Abroad Endowed Scholarship

Hendricks Day School
Legacy Scholarship Endowment

Bill and Yvonne Herrold
Endowed Scholarship

Robert E. Jacoby
Endowed Scholarship

Roy L. Lassiter
Memorial Endowed Scholarship

OLLI
Enhancement Endowed Fund

Osprey Accounting
Endowed Scholarship

Betty Salter
Physical Therapy
Graduate Fellowship

Dr. Terri Stahlman
Endowed Fellowship

Ann M. Traynham
International Business
Endowed Scholarship

Ann M. Traynham
Transportation & Logistics
Endowed Scholarship

UNF FOUNDATION

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Vice President for University Development and Alumni Engagement; Executive Director of the UNF Foundation, Inc.

Shari A. Shuman, '91
Vice President for Administration and Finance; Treasurer of the UNF Foundation, Inc.

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Teresa Nichols, '94
Assistant Vice President

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Director of Planned Giving

Christina Levine
Director of Major Gifts

Carl Evans
Associate Athletics Director of Development

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Executive Secretary

Amelia Rubino, '18
Executive Secretary

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Erik Rettig, '15
Coordinator of Data Management Reporting

Emily Gebbia
Budget Associate

Keri Barnhart, '08
Coordinator of Data Management

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Lola Argalas
Associate Director

Michael McGuire, '09, '13
Associate Director of Business and Finance/Auxiliary Services

Erin Davis
Senior Accountant

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Kathleen Leone, '16
Director of Development

Michelle Drinks
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Coggin College of Business
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Megan Mangiaracino
Associate Director of Development

College of Arts and Sciences
Anne-Marie Campbell
Director of Development

Kyle Enriquez, '13
Associate Director of Development

College of Computing, Engineering and Construction
Marc Kaiser
Director of Development

College of Education and Human Services
Lee Anderson, '13
Director of Development

Museum of Contemporary Art
Angela Strain
Director of Development





UNF

UNIVERSITY *of* NORTH FLORIDA
Foundation, Inc.