



Annual Report 2020 — 2021



UNF FOUNDATION Annual Report 2020 – 2021

Thank you for your continued commitment to the University of North Florida and our students. It is a special time in UNF's history as we prepare to celebrate 50 years of excellence.

UNF graduates are making a difference all over the globe and certainly here in Florida. You have made it all possible, and we can't thank you enough for your continued support. There is no doubt that UNF provides students with unique experiences – small class sizes and individualized attention, undergrad research opportunities and valuable engagement with our local business community. Thanks to the support of so many like you, we continue to enhance opportunities and grow stronger. You are a key part of our Osprey family, and we are truly grateful for all that you do!



From the President

Every day at the University of North Florida, I see the incredible impact that our donors have on our students and our campus. From making a college education possible for many to your continued support of meaningful research and innovative programs, your gifts are changing lives and making our community stronger.

As you will read in this annual report, the UNF Foundation hit some significant milestones this fiscal year, and support for the University continues to grow. Certainly, the past year was a challenging time for our campus community as it was for all of us, yet I am so proud of what we were able to accomplish working together. We persevered and continued to thrive, and more importantly, we realized our incredible potential.

Our University continues to grow in prominence, and you are an important part of that success. Again, UNF was recognized nationally as a top public university and also named a Diversity Champion for efforts to promote diversity and inclusion on our campus. We received recognition for research endeavors as well as our long-standing commitment to community engagement. UNF will soon celebrate its 50th anniversary, and it is hard to believe that I have been here for more than half of that time! I have seen what your support means to this University. You are valued partners in our quest for academic excellence, and we would not be where we are today without your support.

As many of you may know, we will soon bid goodbye to a driving force behind the development of our University. At the end of the year, Ann McCullen will



retire and step down as vice president of University Development and Alumni Engagement and as executive director of the Foundation. Having served in these roles since 2017 and as a member of our development team since 2003, Ann's leadership has been profound. She loves UNF and has always wanted every gift to be as meaningful to the giver as it is to our students. That was indeed the key to her success! We will miss her, and we are so appreciative of her tremendous service.

Again, thank you all for the time and resources you have given to the University of North Florida. Your generosity is making a difference in the lives of our students, and we are grateful.

Many thanks for all that you do.

Pamela Chally

Pamela S. Chally, Ph.D. Interim President University of North Florida

From the Board Chair and Executive Director

On behalf of the UNF Foundation Board of Directors, we are pleased to present the Annual Report on the 2020-2021 fiscal year.

The numbers you'll read in this report are extraordinary considering the year we've experienced, and we are so grateful to each of you for your continued engagement with UNF. Despite the pandemic and the many needs throughout our community, your ongoing commitment to UNF and the success of our students was unwavering, and as a result, the Foundation experienced one of its most successful fundraising years to date.

At the close of the fiscal year, our endowment was at a record high. Your investments have allowed many students to realize their dream of going to college, while helping others to stay in school during a financially challenging time. Other gifts supported meaningful research and programs that keep students healthy, engaged and on the path to success. In this report, we are happy to share engaging stories of inspired donors and highlight the impact of their philanthropy.

As we approach our 50th anniversary, we reflect on so many who have made UNF into the university it is today. We recognize the impact of your support every day, and we can't thank you enough for your continued involvement.



To all our donors, alumni, friends, faculty, staff, students and our community partners — we thank you. Your generous support and advocacy will continue to push UNF forward and enable our students to soar! We are truly grateful.

Chuck Ged, 1986 Chair, UNF Foundation, Inc. Board of Directors

Ann S. McCullen, 2007 Vice President for University Development and Alumni Engagement and Executive Director, UNF Foundation, Inc.



2020 – 2021 UNF FOUNDATION Board Members

Steve Bachand Doug Baer Scott Baker Martha Barrett David Brown Doug Burnett Jason Burnett ,85 Dwiaht Cooper Curt Cunkle Shantel Davis. .99 Elana Dietz Chuck Ged. .86 Margaret Gellatly Marilyn Gilman, ,17 Paul Goodwin Beth Gordon Alan Hartley, ,05 John Hayt Ann Hicks, ,95 Cory Hodak, ,86 Mac Holley Jonathan Howe

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Ryan Schwartz Steve Sherman Neera Shetty Travis Shore, ,99 Bruce Taylor Jim Van Vleck

New members fiscal year 2021 – 2022 Tom Bryan Lory Doolittle Quinton Harris Xiao-Yu Song



Giving with Compassion and Kindness

Throughout Mary Virginia Terry's lifetime, her grandfather's words have guided her and have always rung true. She recalls the distinguished man on horseback and the words of wisdom he shared with her as a child: that love, respect, honesty and trust were so important and that giving was better than receiving.

"It took a while for me to fully understand that when you give, not just monetarily but with compassion and kindness, you receive the greatest reward ever — love," Mrs. Terry said. "In today's world, I find that simple advice powerful and so important."

She has felt that love many times over, as have so many who have benefited from her generosity and that of her late husband, C. Herman Terry. Mr. Terry, who passed away in 1998, founded the Dependable Insurance Company and was also a founder of St. John's River Bank (now known as SunTrust Bank). He shared his wife's desire to help others and enrich lives. Together, they focused their philanthropy on education, healthcare and the arts.

At UNF, the Terrys' support has been significant. Since the late 1980s, nearly 200 students have benefited from the Herman Terry University Scholars Endowment. This year alone, there are 40 Terry scholars at UNF.

"My late husband and I were very pleased with the fact that we could establish the Terry Scholars Endowment at the University of North Florida and so happy to have been able to help so many students over the years," Mrs. Terry said. Since the beginning, she has enjoyed visiting with the students and even celebrated her December birthday with them on more than one occasion.

In addition to scholarships, the Terrys have supported

professorships that help faculty advance meaningful research and provide student researchers with funds for needed supplies and for publishing their findings.

Mrs. Terry also served on the UNF Foundation Board for many years, and in recognition of her incredible commitment to education and UNF, she was named an

honorary trustee of the UNF Foundation in 1996 and an honorary UNF alumna in 2000. There is no doubt that her legacy will long be remembered at UNF.

"As a businessman and an English teacher, Herman and I always felt that a sound education is the key to success, and yet the relationships you build, whether it be as a teacher or friend, is part of your learning experience as well," Mrs. Terry said. "Indeed, it too will enhance your ability to become an even better person as you move forward in your life and career."

Mary Virginia Terry



A Home Run for UNF Softball

Anita Ross loved watching women's softball.

Drawn in by her enthusiasm, husband Glenn Ross also became a fan, and they attended many games together. "I've never seen a team sport where people are more enthusiastic — high-fiving and yelling — than in women's softball," Glenn said. "It's infectious. It's unbelievable, really."

When Anita passed away in 2014, Glenn wanted to honor his wife of 48 years and the sport she so enjoyed. Because he had connected with several people at UNF, including former Athletic Director Lee Moon and softball head coach Marcie Higgs, he wanted to continue to support the North Florida team. He had his chance in 2017 when Hurricane Irma swept through Jacksonville and destroyed the softball press box. It had to be completely rebuilt.

Today, thanks to Glenn's generosity, the University has a new ground-level press box at the Softball Complex, named the Anita and Glenn Ross Press Box. Glenn has also supported renovations to the dugouts and the softball coach's office, as well as improvements to the warning track. He donated the funds for a high-end pitching machine to enhance the team's training and has started to assist with funding for enhancements to the batting cages. He is especially pleased that the team honors his wife each year by recognizing a softball player for leadership with the Anita Ross Award.

Glenn, now retired from a 35-plus year career in commercial real estate in Atlanta, visits Jacksonville several times a year to see family and relatives in the area. He values the connections he has made at UNF. "The one thing I have always thought was important in doing anything in life is personal relationships," Glenn said.

Higgs, who has coached the team since 2008, has nothing but praise for both Anita and Glenn and the generosity he has shown in honor of his wife. "Our program wouldn't be where it is today without Glenn and Anita because of their support," Higgs said. "His financial support has been huge and has helped to make the Softball Complex look fabulous. He has helped us in many ways, even providing an amazing pitching machine that is very useful for training, both offensively and defensively."

Another special advantage, Higgs said, is that she believes Glenn is a good luck charm for the team, explaining that they won a tournament when he attended.

Glenn is not so sure. "The one time when I was with my brother, the pitcher pitched a perfect game," he said. "It was unbelievable. I think they won it 1-0 and it went into extra innings. No hits and no walks. I don't think I had anything to do with it, but I sure enjoyed watching it."



New Crowley Center Drives Industry Innovation

For the past three decades, Thomas Crowley Jr. has successfully managed the growth and prosperity of Crowley Maritime Corporation, a Jacksonville-based company that bears his family name. The thirdgeneration Chairman and CEO is now taking strategic steps to move the industry giant — a leading logistics, government, marine and energy solutions company into the future.

As part of that vision, Crowley Maritime recently created the University of North Florida Crowley Center for Transportation and Logistics. Located within UNF's Coggin College of Business, the Center will capitalize on the region's strength as a transportation hub and provide hands-on training to develop new talent for the industry. The Center also will use interdisciplinary faculty expertise to explore new avenues of research and expand the use of data analytics to provide datadriven solutions.

"I think the future for us is really what this program is all about," Crowley said. "I see this as an excellent way to put our money to work to benefit everyone involved. We hope to elevate the experience of the students by taking the good work that the University is doing in developing the curriculum and adding reallife challenges of our industry, so that students get an experiential learning experience. We will benefit by having the best and brightest helping to solve those problems, and the students will gain an understanding of what a career in our industry might look like." The gift to UNF deepens what has been a longtime relationship. Over the years, Crowley Maritime has often employed student interns and hired dozens of UNF graduates.

Founded 130 years ago, Crowley Maritime provides diversified services worldwide through four primary business units: Logistics, Solutions, Shipping and Fuels. What began with Crowley's grandfather – an entrepreneurial spirit and a single rowboat delivering supplies – has grown into one of the U.S. maritime industry's leading employers with more than 6,300 employees and annual revenues of more than \$2.5 billion. Its holdings include over 200 vessels as well as land-based assets such as port terminals, warehouses, containers and specialized vehicles and equipment.

While much has changed at the company since those earliest days in 1892, much has also survived. Crowley believes that the company's values continue to include a strong culture of integrity, a commitment to safety and an expectation of high performance.

"What we do is still hard work," Crowley said. "Nothing we do is easy. Everything is seven days a week, 24 hours a day, nonstop. So, I think that kind of hard work and commitment to excellence and the willingness to give it that extra go, those are the qualities that Crowley was founded on and what's still alive."

Tom Crowley (center) joins UNF alumni who work for the company.

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Delores and Allen Lastinger

Education is a Family Affair

Investing in education has special meaning for the Lastinger Family Foundation.

In February, the Foundation, led by Delores and Allen Lastinger, their three children and spouses, created the Lastinger Endowed Scholarship fund at the University of North Florida to provide scholarships for students pursuing education degrees. The gift will allow the College of Education and Human Services to recruit, retain and graduate high-quality teachers, particularly those likely to remain in the North Florida area.

Delores and Allen, a former president and COO of Barnett Bank, are passionate about helping students become great teachers. As a first-generation college graduate, Delores reflects often on the impact that teachers had on her life. "No one in my family had gone to college," she said. "In high school when my friends started talking about college, I started thinking about it." Her teachers helped her get into the necessary advanced classes and apply for scholarships. "I just had such respect and appreciation for the teachers who helped me go to college," said Lastinger, who received a bachelor's degree from the University of Florida and a master's in education administration and supervision from UNF. "Getting an education truly changed my life."



That profound gratitude and respect for her teachers led Delores into the field of education, a profession shared by many in the family. Allen's parents were both teachers — his mother taught for 33 years. The couple's daughter is a teacher in Virginia, and their son-in-law is the director of college counseling at a local high school.

"The Lastinger Family has a special place in their heart for educators and their gift demonstrates a commitment to future teachers who will be differencemakers in the lives of thousands of children," said Diane Yendol-Hoppey, dean of the College of Education and Human Services. "This is truly a gift that keeps on giving."

Delores fervently believes that teachers need more support, better pay and certainly more respect for the jobs they do. "Education at any level is the gateway to a better life and to more opportunities," she said. "I've always thought that, except for saving a life, what is more meaningful than enhancing a life? I just really think it is the most important thing you can do for a person, to teach them how to learn and be curious."

Delores is grateful that her family is in a position to help others. "Isn't that what it is all about – paying it forward?" she said. "I don't know who coined that phrase, but certainly I try to pay it forward because people helped me, and it changed my life so much. I will never forget that."

University Highlights









As in-person events and activities returned, there was a renewed energy on our campus, and we had a lot to celebrate — including a new swimming pool for our Swim Team!

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No. 1 in Jobs

among state universities for graduates employed in Florida



335% increase in R&D spending at UNF since 2015

For the 7th year, received the

Higher Ed Excellence in Diversity

Award by INSIGHT Into Diversity

Recognized nationally as a

Top Public University

by U.S. News & World Report

Named a top

Military Friendly School

for 12 consecutive years











Dr. Debra Murphy-Livingston Dr. Debra Murphy-Livingston shares a laugh with Chuck Moorer.

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For the Love of Learning

Chuck Moorer has spent a lifetime pursuing knowledge. The love of learning that defined his youth flourished throughout all the phases of his life and has endured into retirement, now giving him the chance to audit art and history courses at UNF. "I always loved school," Moorer said. "If I could have made a living out of going to school, I would still be in school today."

Despite the detour of a long and successful business career, his life's journey has indeed led him "back to school." In 2009, he turned a philanthropic eye toward UNF in the hopes of helping others delve into learning. Since then, Moorer and his wife, Nicki, have painted a wide swath with their charitable giving. The couple created the Moorer Family Navy Veteran Endowed Scholarship, supported the Museum of Contemporary Art, established the Dr. Debra Murphy-Livingston Study Abroad Scholarship and supported the Dr. Peter Scott Brown Art History Endowed Scholarship, both honoring Art and Design faculty, and donated additional funds to the University's Foundation. Most recently, they established the Nicki and Chuck Moorer UNF Foundation Quasi Endowment.

Moorer also has generously donated his time. As a lover of art, he serves on the Board of Trustees for MOCA. He has mentored a student at UNF, chairs the Finance and Audit Committee of the Foundation and serves as a member of the Investment Committee,

contributing financial insights gained from his work. A graduate of Emory University, Moorer was a founding member of Schoolhouse Capital, LLC, the first multimanager of 529 college savings plans, and later partnered to create the student loan servicer National Education Servicing, LLC. To thank him for his longtime advocacy and support, the University recognized Moorer in 2019 with the Presidential Medallion, its highest nonacademic honor for service to the University. Of course, service is not a new notion for Moorer. Raised in a military family, he learned about commitment to community at a young age, a lesson that he says influenced his decision to serve during the Vietnam War as a U.S. Army scout helicopter pilot. Now, he wants to make an impact in education, which he believes is a core solution to the problems facing our country.

Moorer will also tell you that through his giving, he has gained much in return. He is grateful that the University is a significant part of his life, and he cherishes the close connections he has made and the chance to assist college students.

"When I think of UNF, I think about the professors I have had and the friendships and relationships and conversations I have had with students and people from the University," Moorer said. "And that's all personal for me. That's what UNF has given to me."

Sharing a Special Opportunity

For MBA alum John Montgomery, a trip to a career fair four years ago not only significantly impacted his career path, but also motivated him to share the experience with other UNF students.

The event Montgomery attended wasn't just any gathering of potential employers. It was the signature event of the National Black MBA Association – the largest conference and career fair for business students in the country. "Attending that conference changed my life and the trajectory of my career," said Montgomery, who has since created an annual scholarship in UNF's Coggin College of Business to help students attend the NBMBAA conference. "The benefit was so huge for me that I wanted to bring more awareness of the conference and think of ways that more people could attend."

Having already worked for a couple of large corporations after he graduated, Montgomery was not the typical attendee. During the year leading up to the event, the company he worked for had experienced a hostile takeover, and the time just seemed right to look for new opportunities. On this first visit, Montgomery was able to interview with several companies, including Bristol Myers Squibb, FedEx and the global chemical giant, BASF. He left the conference with a job contract in hand.

Now the head of Access to Affordable Medicines, in the Pharma Solutions segment of BASF, Montgomery has had many unique leadership experiences, that he feels are a direct result of attending the conference. "I have significantly grown my network and opportunities," Montgomery said. "After thinking about how I could give back, I realized one thing I could do was completely eliminate the cost of attending the conference." Since 2019, seven students have attended — one each year and five in 2020, as a result of the virtual format.

Kira Fellows, a first-year MBA student, was the 2021 recipient of the John Montgomery II National Black MBA Association Conference Scholarship. Grateful for the opportunity to attend the full conference, Fellows said she felt both comfortable and empowered, particularly to be in the environment surrounded by successful women of color. "I was really impacted by this, and I made several contacts," said Fellows, who is even looking at starting a local NBMBAA chapter. "This involved a lot of firsts for me – my first time on an airplane, my first time in Chicago – and being able to experience it all for free was amazing."

Montgomery, a former member of Osprey Financial Group who studied abroad twice while at UNF, is grateful for the unique learning experiences he had as an Osprey and pleased to provide other Coggin students the chance to learn and make connections. "It was a tremendous experience for me," he said of the NBMBAA conference. "I just wanted to help provide that for others."



Foundation Highlights





We were so happy to welcome many donors, alumni and friends back to campus over the past few months. We appreciate you!

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#3 in the SUS for Endowed Portfolio Return for FY21



\$149,160,491 Endowment Value Historic High



\$4.7 Million Largest Spending Allocation in UNF History



\$600,000 + Highest "Giving Day" Total

101,000 + Alumni









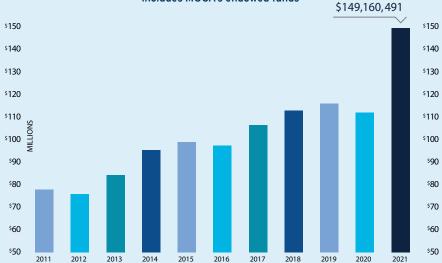
FY 2020-2021 Financial Information

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 Statem	FY 2021 JUNE 30, 2021	FY 2020 JUNE 30, 2020
SETS		
Cash Current assets Noncurrent assets	5,208,150 2,879,864 172,821,644	4,134,592 1,722,364 144,533,540
OTAL ASSETS	\$180,909,658	\$150,390,496
ABILITIES AND NET POSITION		
Current Liabilities Permanent endowments Restricted funds Net Investment/Capital Assets Unrestricted funds	284,297 141,106,152 27,741,671 9,715,476 2,062,062	330,757 115,066,190 23,401,417 9,691,388 1,900,744
TAL LIABILITIES AND NET POSITION	\$180,909,658	\$150,390,496

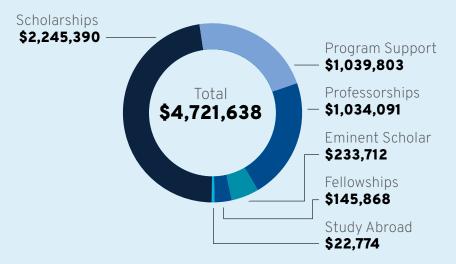
Summary Audited Statements of Financial Position

Endowment Balance ending June 30, 2021



*includes MOCA's endowed funds

Endowment Spending Allocation for Fiscal Year 2021 - 2022



FOUNDATION ENDOWMENT

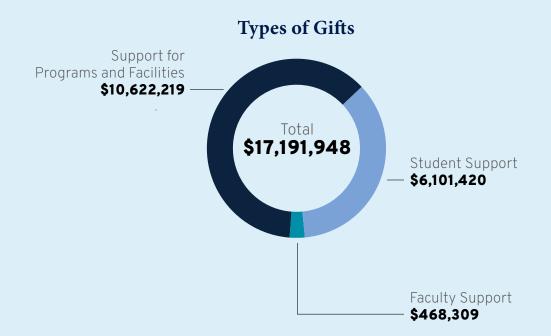
The University of North Florida Foundation provides prudent fiduciary management and oversight of the University Endowment

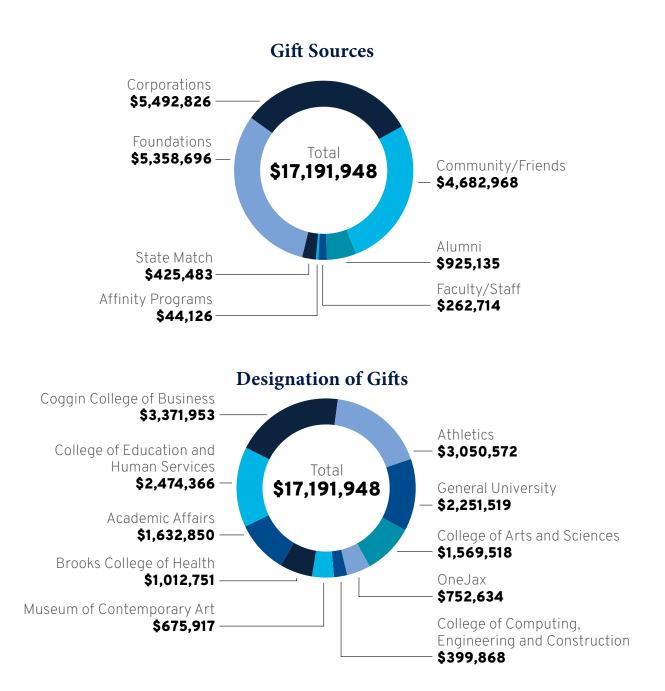
The investment and management of the Endowment is governed by the Florida Uniform Prudent Management of Institutional Funds Act (FUPMIFA).

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, and
- considers other resources of the institution.

FY 2020 - 2021 Financials





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:

- 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 acknowledgement 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.
- 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 2020 – 2021

A special thank you to our donors who created these new endowments in the past fiscal year.

Cascone Family Foundation French and Francophone Studies Endowed Professorship

> Cindy Dennis Scholarship Endowment

Crowley Center for Transportation and Logistics Endowment

Thomas C. Hendrick Endowed Scholarship for Veterans Deborah A. Johnson Endowment

Lastinger Endowed Scholarship

St. John Paul II Scholarship Endowment

Dr. James Sorce Construction Management Scholarship Endowment

Varsity Club Founders Endowed Scholarship

UNF Foundation Staff

Ann McCullen, '07

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

Scott Bennett

Vice President for Administration and Finance and Treasurer of the UNF Foundation. Inc.

UDAE Central Administration Teresa Nichols, '94

Associate Vice President of Development

Whitney Riley Assistant Vice President of Development

Gabe Grass, '04 Director of Corporate Relations and Maior Gifts

Eliza Kiss Administrative Assistant to the Vice President

Nikki MacPhee, '20

Administrative Assistant to the Associate and Assistant Vice Presidents

Advancement Operations and Annual Giving Olga Igolnikov

Assistant Vice President of Advancement Operations and Annual Giving

Kristine Herrington

Director of Annual Giving

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Assistant Director of Advancement

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Coordinator of Annual Giving

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Director of Donor Engagement and Stewardship

Kate McMillan, '17 Assistant Director of Donor

Engagement and Stewardship Lauren Giliberto

Assistant Director of Special Events Brenda McClary

Coordinator of Special Events Shannon Stewart

Coordinator of Scholarships Victoria Armenta

Executive Secretary, Donor Engagement

and Stewardship

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Director of Alumni Engagement

Lauren Fogle

Assistant Director of Alumni Engagement

Lindsay Anderson, '18 Coordinator of Marketing and Communications

Ashley Helmick Coordinator of Alumni Services Emily Putnam, '10

Coordinator of Alumni Services

Haley Nesto, '21 Executive Secretary, Alumni Engagement

and Annual Giving

Foundation Accounting Lola Argalas Associate Director Frin Davis

Senior Accountant

Michael McGuire, '09, '13 Financial Analyst

Valerie Stevenson

University/DSO Controller

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Assistant Director of Development **Athletics**

Josh Baker, '10 Assistant Director of Development

Jeff Dennis, '09 Assistant Director of Development Brooks College of Health

David Zelenka

Coggin College of Business Caleb Garrett Assistant Director of Development

College of Arts and Sciences

Anne-Marie Campbell Director of Development

Kyle Musser, '13, '21

Assistant Director of Development College of Education and Human Services Michelle Drinks

Director of Development

Museum of Contemporary Art Katie McCulloch

Director of Development

Gary Monahan, '20 Assistant Director of Development

Shannon Cullen, '17

Coordinator, Member Engagement and Annual Giving





We look forward to celebrating UNF's 50 years of excellence with you throughout 2022. Learn more at unf.edu/50th