



Annual Stewardship Report

2018-19

2018-2019 GIVING STATISTICS

13,420 INDIVIDUAL GIFTS

13 NEW ENDOWMENT FUNDS

\$71 MILLION

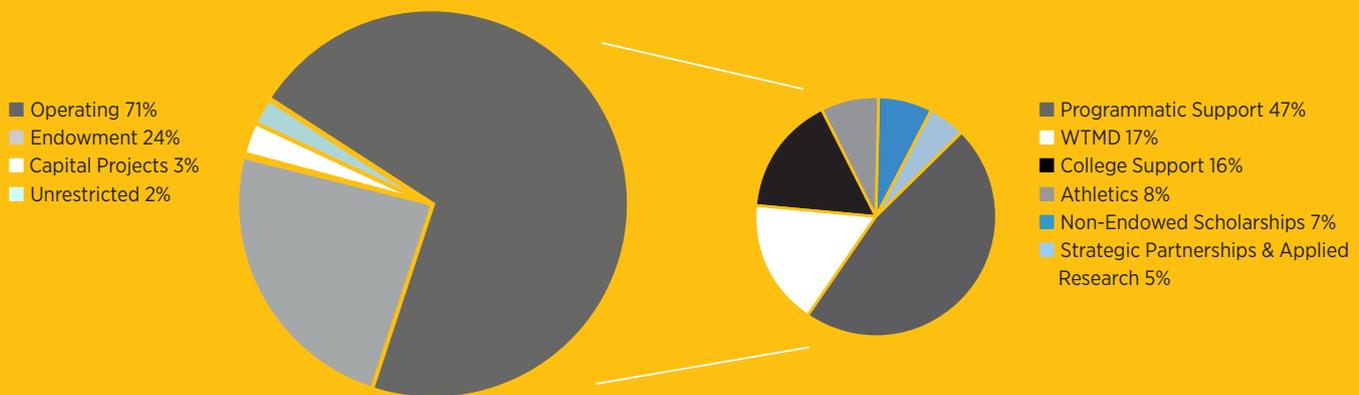
TU FOUNDATION AS OF 6/30/19
ENDOWMENT PORTFOLIO

22% HIGHEST DONOR PARTICIPATION RATE
CLASS OF 1959

MORE THAN \$14 MILLION RAISED THROUGH NEW GIFTS & COMMITMENTS

Fiscal Year 2019 Total Giving by Designation*

*new gifts and commitments





Dear friends,

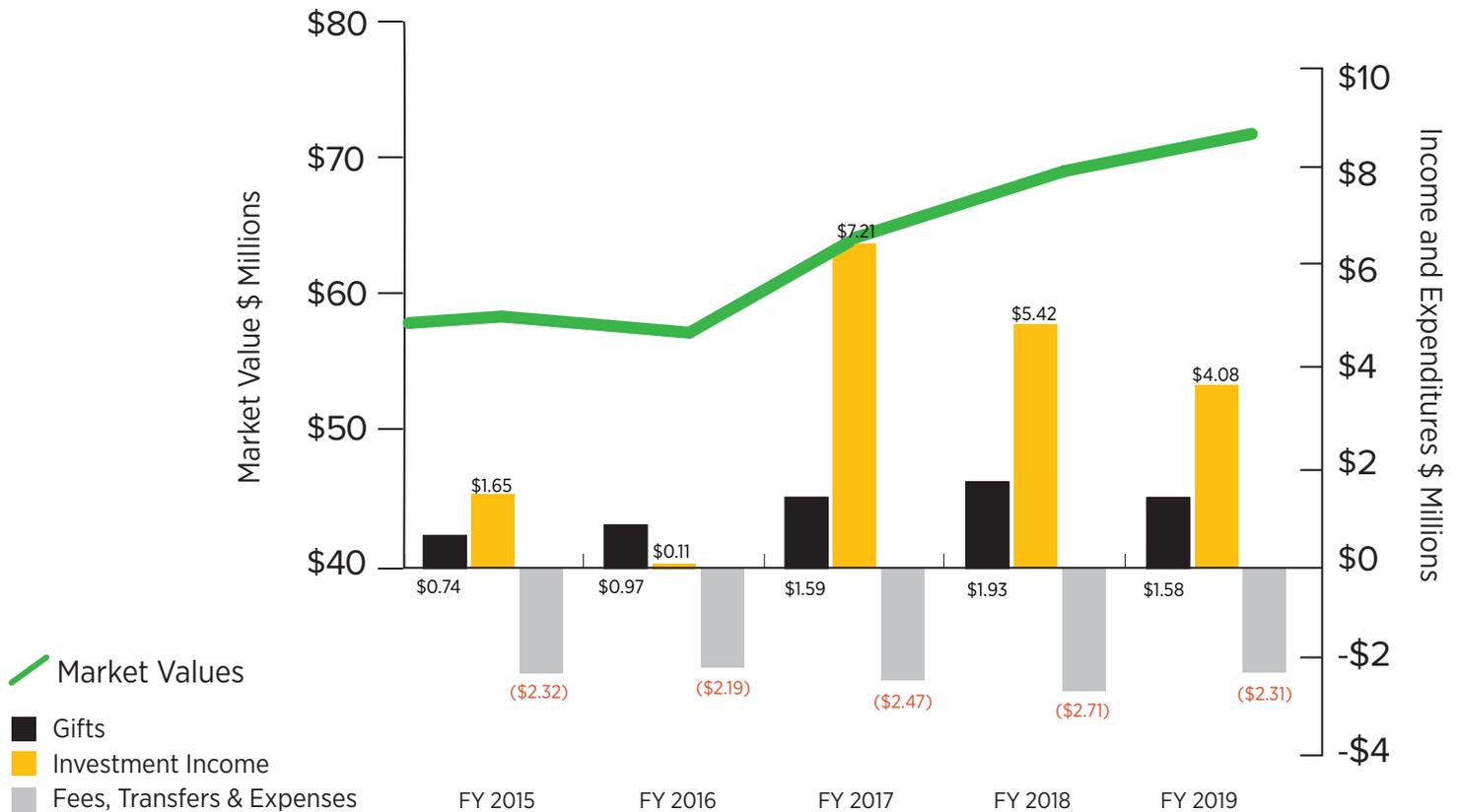
Towson University engages and inspires our community members to develop their potential, and we have alumni, friends, and partners, like you, to thank for the opportunities we provide. TU's influence can be felt throughout the region, from our growing community outreach efforts to our expanding alumni base, and your gifts guide and shape our course and amplify our impact.

Last year, your generosity led to a record-breaking fundraising year with over \$14 million raised. Thank you for helping us reach this remarkable milestone! On behalf of everyone at TU, I want to thank you for your support, which fuels new innovations and provides resources allowing us to deliver an education that prepares knowledgeable, civic-minded members of society. Thank you for believing in what Towson University can achieve.

Sincerely,

Brian J. DeFilippis
Vice President, University Advancement and Executive Vice President, TU Foundation

Endowment Market Values*, Gift Income, Investment Income and Expenditures Fiscal Years 2015-2019



*Market value is the actual worth of the endowment portfolio, or the amount our total investments would sell for on the marketplace, as of June 30 of each fiscal year.

For a list of Frequently Asked Questions as well as a full Glossary of Terms related to endowments, please visit www.tufoundation.org.

YOUR GIFTS



The New TU Fund

Philanthropic support is vital to helping our community reach its potential, and the new TU Fund is one way you can help fuel our momentum. This newly re-launched annual giving fund makes sure your gift goes where it can make the biggest impact. In addition to supporting every area of our growing campus, the TU Fund now also awards grants that enhance student learning and advance TU's eight Presidential Priorities. Last year's grant recipients included: the Hearing Healthcare for the Homeless to provide quality assessment and hearing services to a vulnerable population; the TU Center for Innovation & Entrepreneurship to increase the awareness of and engagement with experiential entrepreneurial learning opportunities; the College Readiness Outreach Program (C.R.O.P.) to increase academic achievement and college readiness among ninth graders attending a Baltimore city public high school; and the Public Communication Center to support peer mentors who can help students overcome challenges related to public speaking.



Developing the Employment Pipeline

Northwestern Mutual established the Northwestern Mutual Scholarship and Mentoring Program last year. This scholarship financially assists TU Finance majors within the Financial Planning track and offers a mentorship between Northwestern Mutual and the recipient. The 2018-2019 recipient was Adeola Ajani '20, who is most grateful for this opportunity: "The Northwestern Mutual Scholarship and Mentoring Program has covered a portion of my current and future classes to help with my graduation for May 2020. As a transfer student, TU has been a very welcoming, open environment for me to not only succeed, but also interact with other successful students/staff. My TU education is very important to me because of the connections, networking and socializing with other students. My leadership experiences from TU, whether it is in Building Council or in LeaderShape, have shown me my core ethical values, personal values and convictions. Also, Towson University continues to prepare me for my future career."



Athletics Practice Fields Progress

With six field sports, the need for additional practice space was pertinent to TU Athletics' success. Phase I of the Athletics Practice Fields project was completed in August of 2019, serving as the ultimate "welcome back" surprise for our returning field-sport athletes. Phase I included a complete facelift of the lower fields, encompassing the women's soccer complex and two practice fields for lacrosse and football. Previously a bermuda-grass field, the new home of TU soccer is completely artificial and uses an innovative HydroChill Synthetic Turf, holding a temperature 15 degrees cooler than its surrounding turf fields. Phase II is set to begin this December and will include the construction of an intimate stadium structure complete with concessions, restrooms, press box, 1,000 seats and, for the first time in program history, lights for afternoon and night games. We thank our generous donors for heeding our call to support this project and trusting us to put their donor dollars to work.

YOUR IMPACT



10 Years of Jazz Exploration

The Murray Jazz Residency has significantly impacted the Department of Music, its students and its alumni. The residency gives unencumbered access to professional musicians, allowing students to hear, learn, rehearse and perform alongside musicians who excel in their field. The workshops, rehearsals and performances have transformed the career trajectory for a number of students and have fortified a passion for jazz for many others. TU is deeply indebted to the residency's lead donor, Bill Murray '08, '11, for his ongoing support of this program. For the residency's 10th anniversary this past spring, residency students and alumni performed a concert with residency artist Drew Gress '81. Some alumni reflected on their residency experience, including Darrell Reddix, Jr. '15: "[The Murray residencies] were awesome experiences for my musicianship and really understanding and learning more about jazz and just to be able to hear from the artists themselves, what they feel about their music, their different views on composing that really helped me to see things in a different light."



Honoring an Outstanding Mentor

Raft Woodus '77 has mentored TU students for almost 40 years. Currently the director of Student Success Programs, Raft previously held leadership roles in the Tutoring Center, Office of Disability Support Services, and the Office of Commuter Affairs (all of which have been renamed). Colleague Joel Bolling estimates that Raft has been a guiding influence for more than 11,700 students, and that is just counting those students involved with the Students Achieve Goals through Education program! In recognition of his extraordinary commitment to students, particularly those who are the first in their families to attend college, Raft's colleagues and friends have established the Raft Woodus Student Success Programs Fund. This fund will provide additional program resources and direct support for deserving students through stipends and scholarships.



A Legacy of Environmental Justice

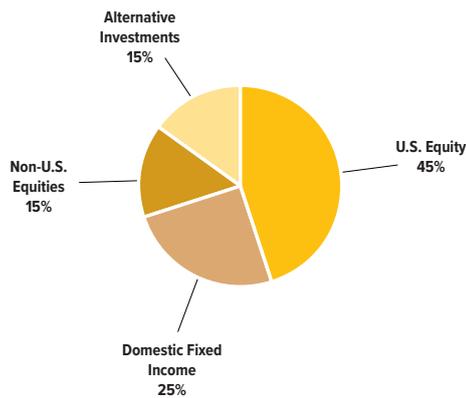
Bruce G. Bellin '70 began his career as an environmentalist in 1985. In his estate planning, he decided to recognize the importance of his work in environmental criminal law. His planned gift will establish the Bruce G. Bellin Environmental Studies Scholarship, supporting students who wish to devote their careers to environmental justice. In explaining why he chose to make a planned gift to TU, Bellin says, "I wanted to make a gift that would be useful and efficient. The scholarship will help make sure that the work I did goes on in perpetuity. I hope the recipients will devote their careers to different aspects of environmental justice. Protect the environment, defend it, especially in communities where they do not have a strong voice."

Towson University Foundation Financial Statements

Statements of Financial Position

Target Endowment Asset Allocation

As of 6/30/19

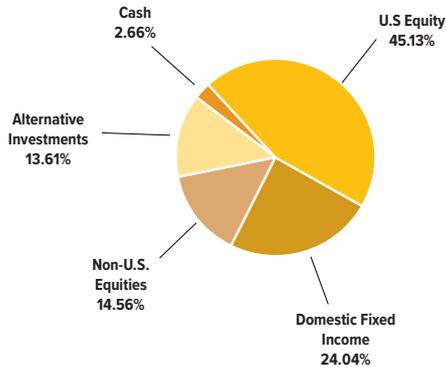


(abbreviated and extracted from Audited Financial Statements)
June 30, 2019 and 2018

Assets	2019	2018
Cash and Investments	\$ 82,931,339	\$ 77,755,090
Contributions Receivable	3,148,504	2,459,089
Charitable Trusts	120,044	128,791
Other	351,857	311,500
Total Assets	\$ 86,551,744	\$ 80,654,470
Liabilities and Net Assets		
Liabilities	\$ 1,443,669	\$ 613,672
Net Assets	85,108,075	80,040,794
Total Liabilities and Net Assets	\$ 86,551,744	\$ 80,654,470

Actual Endowment Asset Allocation

As of 6/30/19



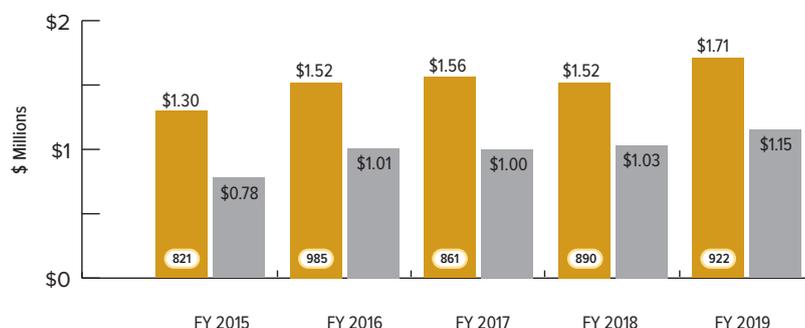
Statements of Activities

(abbreviated and extracted from Audited Financial Statements)
For the Years Ended June 30, 2019 and 2018

Support and Revenue	2019	2018
Contributions	\$ 6,149,476	\$ 5,723,924
Grants/Contracts	91,869	86,225
Investment Income	4,481,236	5,354,036
Other	1,020,523	865,705
Total Support and Revenue	11,743,113	12,029,890
Functional Expenses		
University Programs, Support & Scholarships	5,344,486	4,562,242
Management and General	644,112	622,286
Fundraising	687,234	624,008
Total Functional Expenses	6,675,832	5,808,536
Change in Net Assets	5,067,281	6,221,354
Net Assets — Beginning of the Year	80,040,794	73,819,440
Net Assets — End of the Year	\$ 85,108,075	\$ 80,040,794

Complete Audited Financial Statements are available upon request.

TU Foundation Scholarship Dollars Awarded and # of Awards Fiscal Years 2015-2019



○ # Awards by FY
■ Total Awarded
■ Endowment Total Awarded

2018-2019 SCHOLARSHIP STATISTICS

58% of TU students demonstrated **FINANCIAL NEED**

FOR THOSE WHO RECEIVE AID,
THE AVERAGE UNMET
NEED IS OVER **\$19,000**

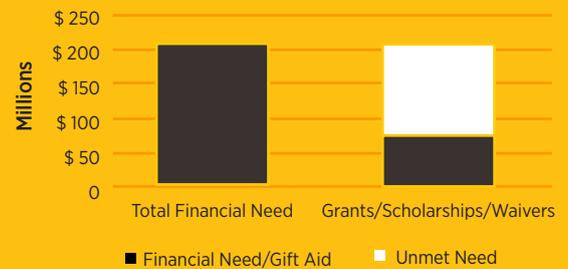
922 FOUNDATION
SCHOLARSHIPS
WERE AWARDED

TOTALING OVER
\$1.7 MILLION
IN SCHOLARSHIP SUPPORT

of Full-time Degree Seeking Undergraduate Students with Financial Need by Fiscal Year



Remaining TU Financial Need after Gift Aid (Grants/Scholarships/Waivers)*



*Based on Fall 2018 undergraduates with financial need.



UNIVERSITY ADVANCEMENT

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