

THE UNIVERSITY OF TENNESSEE
UT FOUNDATION

2021

**ANNUAL
REPORT**



Our Mission

To raise financial, public
and political support for the
University of Tennessee.



4

Message from
the President

6

UT Foundation
Leadership

7

Fundraising

9

Alumni
Engagement



10

Online Giving

11

Foundation
Operations

13

President's
Award

14

Campus
Highlights

Fueled by Generosity, Driven by Success

As we reflect on fiscal year 2024, I am filled with immense gratitude and pride for what we have achieved together. Thanks to the collective efforts of our team and the incredible generosity of our donors, the University of Tennessee Foundation surpassed a historic fundraising milestone, raising over \$430 million—our highest total to date. This unprecedented achievement represents more than just numbers; it reflects the power of community and the unwavering belief in the transformative impact of education.

With the support of over 86,000 alumni and friends, we have made significant strides in advancing the University's mission across our campuses and institutes. From record-breaking contributions for student scholarships to landmark gifts that will shape the future of our colleges, each donation has made a tangible difference in the lives of students, faculty and staff. The generosity, passion and trust of our donors fuel our progress and empower us to continue creating opportunities for the future.

As we look ahead, there is much to be excited about. The momentum we've generated in fiscal year 2024 sets the stage for even greater achievements in the years ahead. We remain committed to growing and strengthening the services we provide to our donors and alumni, and to further expanding the reach and impact of the University of Tennessee.

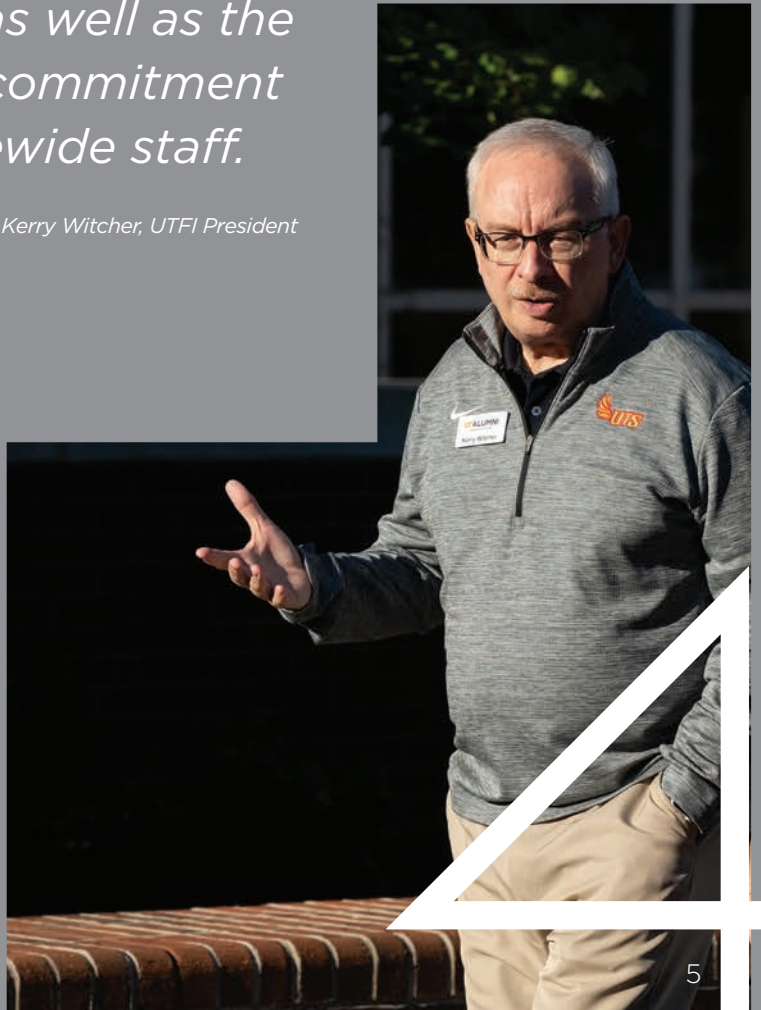
Thank you for standing with us on this remarkable journey. Together, we are shaping the future of higher education and ensuring that the University of Tennessee continues to thrive for generations to come.

With deepest gratitude and excitement for what's ahead,

Kerry Witcher

A handwritten signature in black ink, reading "Kerry Witcher". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

President & CEO
University of Tennessee Foundation



“The current results from FY24 demonstrate the unwavering support and dedication of our alumni and donors, as well as the exceptional commitment of our statewide staff.”

– Kerry Witcher, UTFI President

Foundation Leadership

2023 - 2024

Foundation Board of Directors

Ron Frieson, Chair

Alan Wilson, Vice Chair

Philip Wenk, Past Chair

Kerry Witcher, President & CEO

Randy Boyd, University President

Lee Ann Adams

Jeannie Beauchamp

Isaac Bennett

Karen Bowling

Douglas Brown

Peter Buckley

Emily Capadalis Love

Yancy Freeman

Doug Haney

Judith Herbert

Renee Iacona

Debbie Ingram

Shanea McKinney

Phenise Poole

Arthur Sparks, Jr.

Charles Wagner, III

Richard Warren



Fundraising

Total Gifts

\$430,338,113

UTIA	HSC	UTC	UTK	UTM	UTS	SYSTEM
\$18,977,810	\$24,373,040	\$60,056,026	\$313,385,563	\$6,014,083	\$6,148,865	\$1,382,726

Total Donors

86,751*

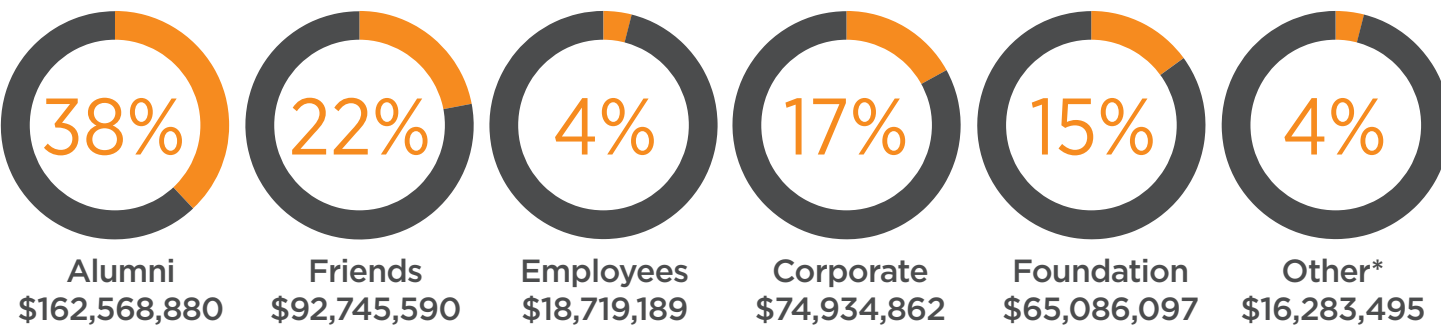
4,877	4,522	6,762	65,549	4,988	2,190	1,777
UTIA	HSC	UTC	UTK	UTM	UTS	SYSTEM

*Donor totals do not equal the sum of all campuses because many donors give to multiple campuses and programs.

As we look to make this the greatest decade in University of Tennessee history, we must dream bold and big.

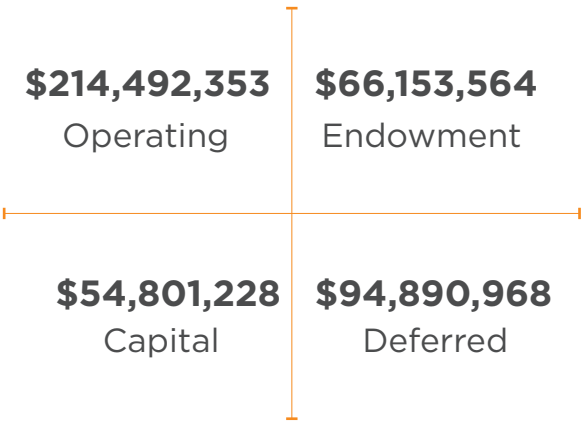
... University of Tennessee President, Randy Boyd

Source

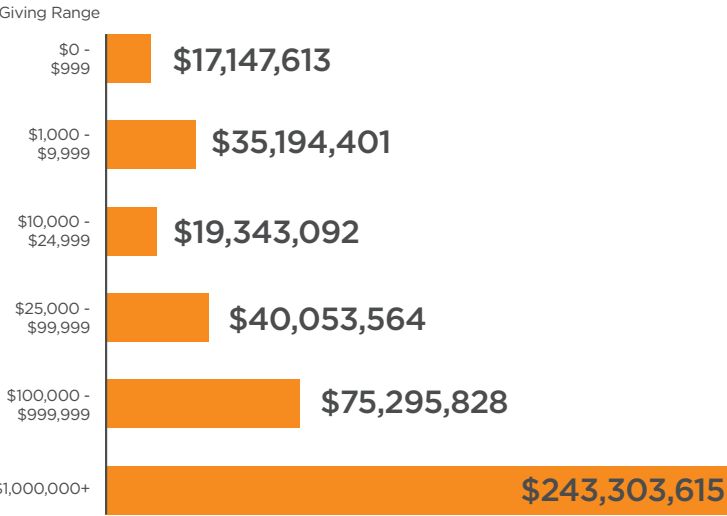


* Other includes public charities, grants, government agencies and other organizations.

Purpose



Gift Size



Bequests

\$89,995,979 Total deferred and planned pledges booked in FY24

Insurance

- The Foundation has \$1,076,420 in outstanding insurance policies and \$10,657,682 in university outstanding insurance policies as of June 30, 2024.
- The Foundation has not received any gifts that would place a financial liability on the university.

Real Estate

- Real Estate Acquisitions during FY24 – 10 properties with an appraised value of \$960,900.
- Total properties owned during FY24 – 18 properties with an appraised value of \$6,659,301.
- Total properties sold during FY24 – 7 with a contract price of \$458,400.
- Total current properties listed for sale – 4 with appraised value of \$1,756,500.

Alumni Engagement

Total Number of Alumni

454,372

Total Number of Engaged Alumni

296,050

12,798

UTIA

27,671

HSC

49,204

UTC

179,177

UTK

33,886

UTM

2,786

UTS

Levels of Engagement

Level	FY24
5	484
4	10,412
3	129,193
2	3,211
1	152,750
0	143,757

UT Advocacy Network

9,418

Total Members

1,273

Total New Members

Online Giving

Online Giving Growth Over Five Years

Includes all gifts processed online.

FY19	\$3,632,556
FY20	\$4,281,583
FY21	\$6,287,745
FY22	\$6,671,512
FY23	\$7,059,419
FY24	\$7,919,042*

**FY24 11% increase*

Giving Days

7%

Giving day dollars up systemwide

Giving Days Total Dollars

\$1,843,583

Total Online Giving

\$7,919,042



Includes all gifts processed online.

Total Online Gifts

49,915

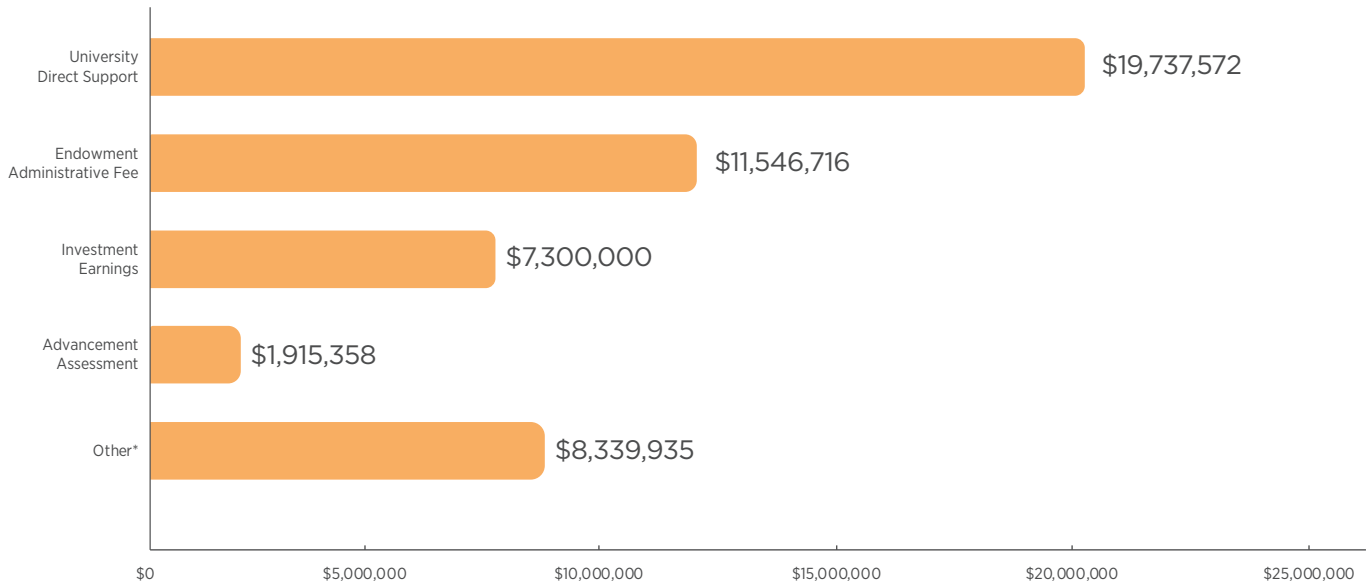
Average Online Gift

\$158.65

Foundation Operations

Total Revenue

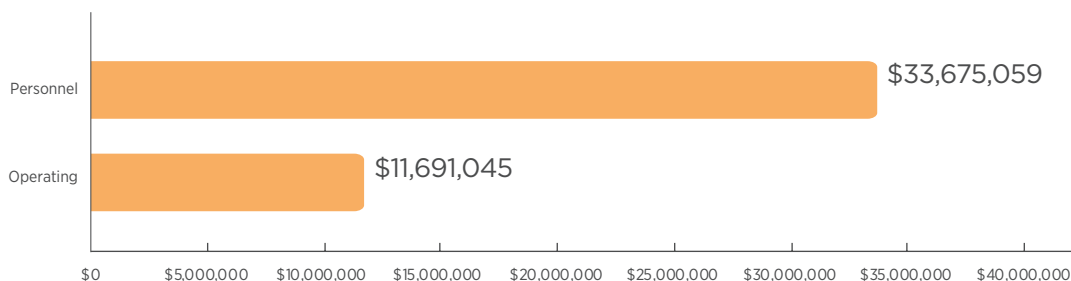
\$48,839,581



*Other includes prepayments from accumulated savings, marketing revenue, alumni program and discretionary gifts.

Total Expenses

\$45,366,104



ROI = \$8.15

For every \$1 invested,
the Foundation raised \$8.15.

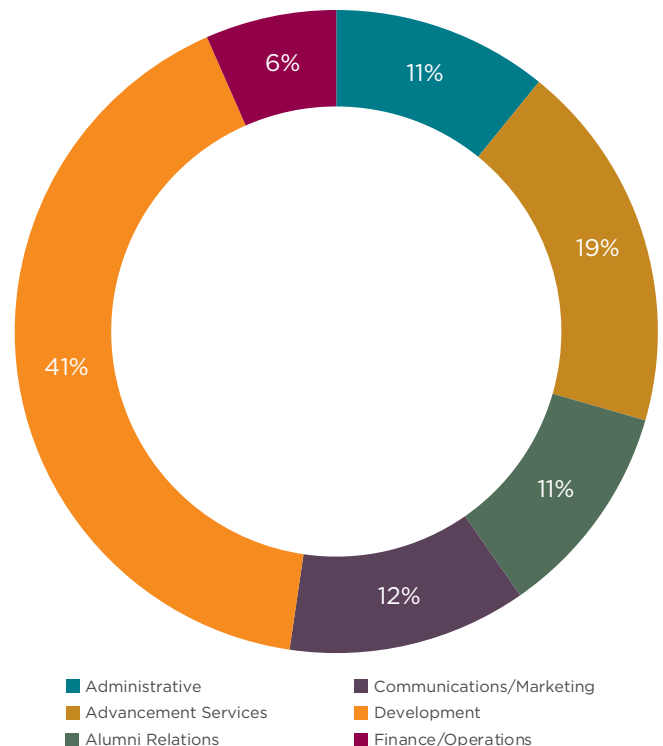
Staff Size

259

Including 15 new
positions added
in FY24.

Central	59
UTC	26
HSC	22
UTK	124
UTM	13
UTS	4
UTIA	10
IPS	1

Job Family Breakdown



UTFI President's Award

The UTFI President's Award is a highly prestigious award which recognizes outstanding achievements by advancement staff in applying creative concepts to improving performance, advancing fundraising and alumni engagement efforts, and promoting a

better understanding of the systemwide advancement activities and asset management services of the UT Foundation. Recipients are nominated by their peers, and a committee of previous year recipients select up to six employees to receive the honor.

Nominees are selected using the following criteria:

- Promotes a better understanding of the systemwide major gift fundraising activities and alumni engagement initiatives.
- Continually strives to improve the overall performance of the Foundation by meeting or exceeding individual, departmental and system goals.
- Provides innovative and creative approaches for the solution of problems and meeting special needs in assigned areas of responsibility.
- Demonstrates commitment to personal and professional growth and organizational development.
- Supports teamwork and continuous improvement efforts of the advancement division through collaborative efforts.
- Fosters employee and customer loyalty.
- Serves as a mentor to other employees.
- Provides vision through leadership efforts.
- Adheres to core values and possesses integrity.

Congratulations to the 2024 recipients!



Amanda Cook



Ryan Jones



Josh Leavitt



Phyllis Moore



Jennifer Schlicht



Laura Zimbrick



TENNESSEE OOGA



The University of Tennessee
at Chattanooga

A record-breaking
year at Chattanooga's
university.

\$60,056,026

Total Gifts

6,762

Total Donors

49,204

Engaged Alumni



Building Connections. Inspiring Generosity.

In a historic fundraising year at the University of Tennessee at Chattanooga, \$60,056,026 was raised from 6,762 donors. This is the single largest fundraising year in UTC's history. In addition to the dollars raised, UTC engaged 49,204 alumni, which is an almost 10% increase from the previous year.

As a part of this celebrated year of building connections and inspiring generosity for Chattanooga's university, a transformational gift of \$30 million was made by Gary Rollins ('67) and his wife Kathleen to assist in the campaign to expand UTC's Fletcher Hall – the current home of the Gary W. Rollins College of Business. The new 81,000-square-foot expansion will include state-of-the-art classrooms, advanced analytics labs and collaborative spaces for teaching, research and community engagement. Serving as a hub for Chattanooga and our region, new programming will be designed to promote hands-on, multi-disciplinary student learning and research. These improvements will further equip students with the skills, knowledge and experiences to support the 21st century workforce.

School of Nursing Celebrates \$8 Million Gift

The largest single gift in UTC School of Nursing history, the Kennedy Foundation, Inc. gave a gift of \$8 million to name the future home of the School of Nursing the Dorothy and Jim Kennedy Health Sciences Building.

Named after the parents of the current Kennedy Foundation trustees – Jim Kennedy III, Elizabeth Kennedy Spratlin and Molly Kennedy ('82) – this will be the first building on UTC's campus to be named after an alumna. Dorothy ('82) received a degree in English from UTC while attending at the same time as her daughter Molly.

The new 90,000 square foot building will allow a 152% enrollment increase and feature state-of-the-art classrooms and a cutting-edge simulation lab. The Unum Group, a leading international provider of workplace benefits and services, also made a \$500,000 gift and became the School of Nursing's Premier Mental Health Partner at the new Dorothy and Jim Kennedy Health Sciences Building. The partnership will leverage Unum Group's qualified clinical team's expertise to serve students and faculty in the classroom. Construction on the new building will begin in the fall of 2024, with completion slated for 2026.



A Monumental Mocs Give Day

The fourth annual UTC Mocs Give Day in October 2023 showcased the collective power of giving. The event raised nearly \$1,735,000 from 2,131 donors and showcased the impact and value of small gifts. Almost 80% of all gifts given during the campaign were \$100 or less. With a record number of student donors, 211 in total, nearly 400 UTC faculty and staff and 900 alumni gave. A top performer, UTC Athletics raised over \$1.1 million from more than 700 donors.



A photograph of a stone building with Gothic arches. The text "THE UNIVERSITY HEALTH SCIENCE" is mounted on the wall above the arches. In the foreground, there are out-of-focus red flowers.

THE UNIVERSITY HEALTH SCIENCE

Y OF TENNESSEE NCE CENTER

The University of Tennessee
Health Science Center

“Our vision is
meaningful, not just
for us, but for everyone
in Tennessee.”

– Peter Buckley, MD, Chancellor

\$24,373,040

Total Gifts

4,522

Total Donors

27,671

Engaged Alumni

Every day at the University of Tennessee Health Science Center, we work to fulfill our vision – **Healthy Tennesseans. Thriving Communities.**

The outstanding philanthropic support of our faculty, staff, students, alumni, community partners and generous donors is critical to helping us move toward our vision and mission to change lives from one end of the state to the other.



A Soulful Collaboration

With a philanthropic gift from the Kemmons Wilson Family Foundation, in collaboration with the Soulsville Foundation and Soulsville community, convenient and affordable primary health care is coming to the historic Soulsville neighborhood in Memphis through the new Health Science Center Health Hub: Soulsville

The hub will offer primary care for adults and children, health coaching, school nursing, youth intervention specialists and eventually mental health counseling. It will serve a community with thousands of elementary to college-age students.



Smiling in Kingsport

Thanks to the Healthy Smiles Initiative, a \$94 million state-funded, multiyear effort to improve oral health care throughout Tennessee, along with the UTHSC College of Dentistry, community leaders, partners and supporters, the new Kingsport Dental Clinic of the Appalachian Highlands is a reality.

Generous donations from Delta Dental of Tennessee/ Smile180 Foundation, BlueCross BlueShield of Tennessee and Eastman will help equip the clinic

where fourth-year dental students from the college will provide dental services under supervision of faculty.



Coming Home

Alvin Crawford, MD, the first African American to attend and graduate from the College of Medicine, returned to his alma mater for a celebration and book signing of his autobiography, “The Bone Doctor’s Concerto: Music, Surgery, and the Pieces in Between.”

During the event, several faculty, students and alumni in attendance brought multiple copies of his book for signature. In addition to his book signing, Dr. Crawford visited local high schools in the Memphis area and talked with students interested in a career in health sciences.

Dr. Crawford (’64) and his wife have established the Alvin H. and Alva J. Crawford Endowed Medical Scholarship to support medical students.

“Dr. Crawford epitomizes the UT Health Science Center mission,” said Brigitte Grant, vice chancellor for advancement. “The commitment by Dr. and Mrs. Crawford to student scholarships aligns with the university’s priority to educate and support medical education.”

Leaving a Legacy

Chancellor Peter Buckley, MD, and his wife, Leonie, graciously hosted the university’s Legacy Society members in their home for a special event honoring them and their commitment to the university. The personable nature of the event was deeply important as the group was thanked for their gifts.

Through thoughtful charitable planning, many supporters have been able to make a more meaningful gift than they ever thought possible. By including the university in their estate plans, they are welcomed as members of the Legacy Society.





The University of Tennessee,
Knoxville

Transformative
fundraising year
reaches historic
milestone.

\$332,363,373

Total Gifts

69,226

Total Donors

191,000

Engaged Alumni

Totals reflect UT Knoxville and UT Institute of Agriculture combined.



A total of 69,226 donors from across the country and around the world showed their unwavering support for the University of Tennessee, Knoxville, by contributing a historic \$332 million to the state's flagship university during the 2023-24 fiscal year. This marks the third consecutive record fundraising year for the Knoxville campus and the first to surpass \$300 million.

The funds given by donors help address needs and enable growth throughout the university. They directly benefit students through new programs and initiatives, including scholarships, student services, athletics facilities and other areas.

"Year after year, I am inspired by the depth of support from Volunteers everywhere who not only love this university, but believe wholly in the work we are doing," said Chancellor Donde Plowman.



Highlights In Scholarships, Facilities and Programming

Thanks to donor support, more than 10,000 privately funded scholarships were awarded to students during the 2023-24 academic year, providing more access to the Volunteer experience, reducing financial stress and contributing to UT Knoxville's record student retention rate of 91 percent.

Philanthropic highlights from the year include the recent naming of the Natalie L. Haslam College of Music in honor of one of the university's most generous benefactors. In April, the Denbo Center for Humanities and the Arts was named after alumnus and Vol football star Don Denbo, whose generous commitment to the benefits of a humanities-based education will serve current and future members of the UT community.

With the help of donor funds, new opportunities have been created and programs have been enhanced across campus to support students. One example is the new career development office in the College of Communication and Information. Thanks to the generous support of alumna Suzanne Sackleh, the center develops partnerships and career pipelines for students through employer spotlights, industry networking nights, a career fair and curated student programming.



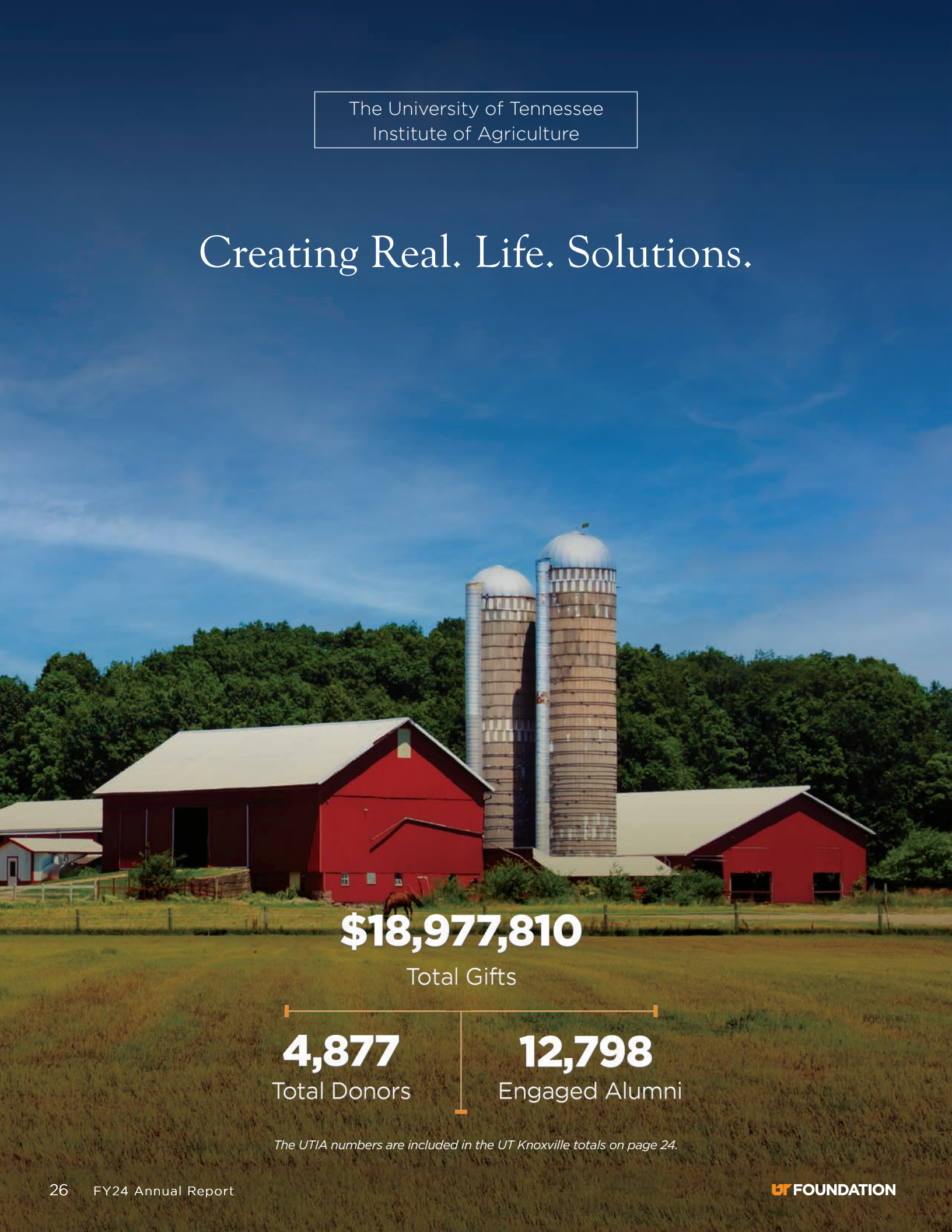
Supporting Transformational Change

Donor gifts continue to support transformational change on campus and improvements to the Volunteer experience, including the Croley Nursing Building, which is set to open in fall 2025, and a new Haslam College of Business building, which is expected to be completed in fall 2027.

Gifts came from alumni and friends in all 50 U.S. states and dozens of countries around the globe. More than 2,600 UT seniors joined in the generosity this year, making gifts to areas most meaningful to them through the Senior Impact program. In November, UT Knoxville saw an outpouring of generosity from Volunteers worldwide during the 11th annual Big Orange Give, with more than 11,400 gifts made in just one day.

The University of Tennessee
Institute of Agriculture

Creating Real. Life. Solutions.



\$18,977,810

Total Gifts

4,877

Total Donors

12,798

Engaged Alumni

The UTIA numbers are included in the UT Knoxville totals on page 24.

The University of Tennessee Institute of Agriculture (UTIA) has a presence in all 95 counties in Tennessee and provides Real. Life. Solutions. through its land-grant mission of research, teaching and extension. UTIA is one of only a handful of American agricultural institutes, a designation that demonstrates the importance of agriculture and its partnering industries in Tennessee.

Transitions

The previous fiscal year was capped by the naming of Keith Carver as UTIA's senior vice chancellor and senior vice president. Dr. Carver brings more than 25 years of UT executive experience to the job, including serving, most recently, as chancellor of UT Martin. A former director of development at the UT College of Law, Dr. Carver also served as interim vice chancellor for development and alumni affairs at the UT Health Science Center and assistant vice chancellor for development at UT Martin.



That experience proved valuable in fiscal year 2024, as UTIA's fundraising and constituent engagement operation experienced significant transitions, beginning with the appointment of Charley Deal as the vice chancellor of advancement. Like Dr. Carver, Dr. Deal is a long-tenured leader at UT, having served as vice chancellor of advancement at UT Martin. "Charley's deep-rooted understanding of advancement, coupled with his uncanny ability to build and lead high-performing teams, is a winning combination," said UTFI President Kerry Witcher.

Under Dr. Deal's direction, the UTIA advancement team has grown in numbers, with a strategic emphasis on improving efficiency and building meaningful relationships with UTIA alumni, donors, students, faculty, staff and Tennessee's broader agricultural community.



Food Science Sensory Lab

UTIA received a major gift from McCormick Foods to renovate the Food Science Sensory Lab. Alan Wilson, who is the current chair of the UT Foundation Board and the retired chairman and CEO of McCormick, matched the company's \$300,000 gift, for a total of \$600,000.

Grateful Ag Day

A new UTIA tradition, Grateful Ag Day is a stewardship event that invites students in the Herbert College of Agriculture and the UT College of Veterinary Medicine to write thank you notes to the top 400 donors in each college. In its third year, students wrote 736 personalized letters—a new record!



Honoring Jim and Judi Herbert

UTIA joined UT Knoxville in encouraging students to write scholarship thank you letters. At a ceremony honoring the memory of Jim Herbert, his wife Judi told the crowd that he loved receiving the letters so much that he would send personal notes back to students.



Pet Memorials

The UTIA Office of Advancement supports partnering veterinary practices that contribute to the Companion Animal Fund in memory of a pet. In fiscal year 2024, the fund raised nearly \$33,000 from 284 gifts given by 57 donors. UTIA mailed more than 2,250 letters of consolation to pet owners.

Bruce C. and Cleo G. Cox Scholarship Endowment

UTIA received a gift of nearly \$1.3 million from the estate of Cleo Cox for the Bruce C. and Cleo G. Cox Scholarship Endowment. Mrs. Cox taught fourth grade for 37 years and diligently reserved funds so that she would one day be able to support young people pursuing higher education.





SEE

UT

THE UNIVERSITY OF TENNESSEE BY MARTIN IDENTIFICATION
BUILDINGS ARE SERVED BY ARTIST-IN-RESIDENCE
AND IDENTIFICATION BETWEEN 24-100%
AS A CAMPUS
SYSTEM.

The University of Tennessee
at Martin

Skyhawk experience. . .
education with connections
that last a lifetime.

\$6,014,083

Total Gifts

4,988

Total Donors

33,886

Engaged Alumni

The University of Tennessee at Martin (UTM) is a modern university built on history and tradition. Since its beginnings in 1900 as the Hall-Moody Institute, UT Martin has been a fixture in the West Tennessee educational landscape and beyond. A diverse campus with a vibrant community spirit that continues long after graduation day, the Skyhawk experience offers education with connections that last a lifetime.



Freeman Named Chancellor

The 2024 fiscal year was marked with leadership transitions on the UT Martin campus. Dr. Yancy Freeman began his tenure as the University's 12th chancellor in August 2023. Dr. Freeman's experience is deeply rooted in the University of Tennessee System with 25 years in various roles at UT Chattanooga where he most recently held the post of vice chancellor for enrollment management and student affairs.

The "Take Flight with Freeman Tour" was a series of visits by Chancellor Freeman to introduce himself to people in West and Middle Tennessee. The successful tour included 10 stops at high schools, UTM Regional Centers and other locations. At each stop, there was a reception where people could meet and speak with the chancellor, and over the course of three months, Dr. Freeman was able to meet numerous alumni and community members.

Curtis-Swofford Leads Advancement

In May 2024, together, the UT Foundation and UT Martin announced the appointment of Jeanna Curtis-Swofford as the vice chancellor for advancement. Curtis-Swofford served as the interim vice chancellor for advancement for six months prior.

Curtis-Swofford has been a consistent leader and successful



fundraiser for the campus since 1992. During her tenure with UT Martin, she established a planned giving program, served as the campaign director for the recent \$178 million RISE campaign and is a graduate of UT Martin's WestStar Leadership Program.

"Jeanna's record of fundraising success speaks for itself, and coupled with her embodiment of the Skyhawk spirit, I have no doubt that she will lead the UT Martin advancement team in continued success and new levels of achievement," said UT Foundation President Kerry Witcher. "I am thrilled to welcome her into this role."

Gift Supports Endowments and Campus Enrichment

UT Martin Chancellor Emeritus Dr. Nick Dunagan ('68) and his wife, Cathy ('68), made a \$750,000 pledge through their estate plans. The funds will support the existing Casey Dunagan World Travel Endowment made in memory of their son and will be used for world travel for student innovators in the Ned Ray McWherter Institute. The pledged funds will also be used to establish the Dunagan Alumni Center Public Space Enhancement Endowment, which will be used to support refreshing public spaces of the Dunagan Alumni Center, which is named in their honor.







“Together, we’re building
a brighter future, one gift
at a time.”

– Evan Beech, Vice Chancellor for Advancement

\$6,148,865

Total Gifts

2,190

Total Donors

2,786

Engaged Alumni

A total of 2,190 donors showed their support for The University of Tennessee Southern raising a record-breaking \$6 million. Fiscal year 2024 was highlighted by increased donor engagement and historic giving.

This significant year in giving will fuel opportunities for students, faculty and staff, and enable our university to enhance the personalized education and intimate campus environment that gives our Firehawk community its unique appeal. Academic initiatives, scholarships and faculty support expand our deeply rooted campus connections, making a difference at home and around the world.

Largest Gift in 150-Year History

In a momentous occasion for UT Southern, a generous gift of 600 acres was bequeathed by the late Dr. Bruce Wilson, a respected cardiologist and native of Prospect, TN. This gift, the largest in the 150-year history of the campus, was officially secured following a declaratory judgement by Judge Joe Townsend of the Shelby County Probate Court on January 10, 2024.

Dr. Wilson, who passed away in December of 2022, had approached UT Southern with the vision of using his farm for educational purposes while also recognizing the necessity of generating income to support the facility. His dream was to see the land used in a way to enrich the educational experience at UT Southern.

The transformative gift will continue to be utilized for its current farming purposes, leased to local farmers. The proceeds from these leases will flow into unrestricted funds, directly enhancing student experiences. This arrangement honors Dr. Wilson's initial vision and ensures sustainable and impactful use of the land.



Inaugural FIRE Week Surpasses Goals

In February, UT Southern held its first-ever FIRE Week, a campaign designed to ignite support and enthusiasm among its students, faculty, alumni and friends. The

Office of Advancement initially set a goal to engage 250 donors, and the UT Southern community quickly surpassed this target early in the week, leading to the establishment of a new ambitious stretch goal of 650 donors.

Thanks to the generosity of the UT Southern community, an incredible 1,200 donors contributed more than \$50,000. The response from the community exceeded all expectations, showcasing the profound spirit of generosity and commitment within the Firehawk family.



Scholarships and Endowments on the Rise

With our students, scholarships are critical to our mission to provide affordable education to the communities of southern Middle Tennessee. Since joining the UT System in 2021, we have grown the scholarship endowment fund from zero to almost \$1,000,000.

“With the addition of several new scholarships and unrestricted endowments, we are creating an environment where education and athletic excellence can truly flourish” said UT Southern Vice Chancellor for Advancement Evan Beech.

THE UNIVERSITY OF TENNESSEE
UT FOUNDATION

1525 University Avenue
Knoxville, TN 37921-4848
865-974-2115
utfi.org