We soar, facing the challenges of each new day with hope and determination.

Our legacy will be a better world for those who follow in the path of our flight.

-We are the Eagle Nation
The Georgia Southern University Foundation, Inc. exists to assist Georgia Southern University in fulfilling its multifaceted mission and in its efforts to achieve educational excellence. The Foundation primarily accomplishes this mission by providing leadership in obtaining the resources needed to attain University goals and through responsible stewardship of funds and other assets entrusted to it.

The Foundation is a not-for-profit organization established in 1963 to raise and manage private dollars to meet the needs of Georgia Southern that are not funded through state allocations.

The Foundation is qualified by the Internal Revenue Service as a tax exempt 501(c)(3) corporation.

ABOUT THE FOUNDATION

A note from our President

I am pleased to present the Georgia Southern University Foundation’s 2013 Annual Report. It has been a pleasure working with our valued donors, board members and staff during the past year, and the progress we have made has exceeded expectations. Our donors have demonstrated the importance of investing in Georgia Southern – in fact, donations to the Foundation have increased by more than 38%. This success would not have been possible without our steadfast supporters and their bold commitment to the future of the University.

In Advancement, our major gifts operation continues to grow, we have built new partnerships, introduced another level of support for student scholarships and offered more opportunities than ever for alumni and friends to get involved with Georgia Southern.

We developed a comprehensive stewardship program beginning with the 1906 Society, and this year, we inducted members into two additional giving societies: the Marvin S. Pittman Society and the Legacy Society. Of one thing we are certain: our donors have a heart for sharing and connecting with the University and this has launched us confidently into the future.

Your investment and involvement have turned possibilities into realities for our students, and for that, we are most grateful. We invite you to read the inspiring stories of our donors, as well as the student recipients who have been transformed by their gifts.

Salinda Arthur
President, Georgia Southern University Foundation, Inc.
A note from our Chairman

It is my privilege to share with you the Georgia Southern University Foundation’s 2013 Annual Report. Thanks to your generous gifts, I am pleased to report that our fiscal year donations have increased by more than 38%. Your support has significantly impacted the future of Georgia Southern students, and launched us confidently on the road to further achievement and success.

Some of the major work we accomplished this year includes developing new relationships with many valued supporters, an increase in major and leadership gifts, additional alumni events, campus reunions and a new level of support for student scholarships.

We are grateful for the support of our donors, who have helped the University move to new levels of furthering the continuing education of our students. Your investment in the future of Georgia Southern continues to help the University realize significant achievements in our state, region and around the world.

This year’s Annual Report features a few of our donors who are helping current and future generations of Eagles. Within each profile, there is a common thread among donors: a desire to support Georgia Southern. The inspiring stories of our student recipients reveal that each gift is making a difference every day and building our leaders of tomorrow.

We sincerely appreciate your continued support and valued commitment to Georgia Southern’s success.

Thomas P. Bond, Jr.
Chairman, Georgia Southern University Foundation, Inc.
For Crawford and Jane Hendrix, every day brings heartfelt memories of their daughter Janese, a Georgia Southern freshman who tragically died in a car accident in 1988. The Hendrixes have turned a life tragedy into a lasting tribute with the endowment of the Sally Janese Hendrix Memorial Scholarship, a legacy that provides educational opportunities for Georgia Southern students.

According to the Hendrixes, Janese was full of life, and full of promise for the future at the time of her death. The graduate of Southeast Bulloch High School was an academically gifted, award winning student with a determination to major in communication arts. “During Janese’s senior year in high school, she won every award from the student body, from Homecoming Queen to Senior Superlative,” said her father, Crawford.

Even more importantly, the Hendrixes recalled their daughter’s kind and generous spirit. “Janese’s purpose in life was to help people,” said Jane. “She was genuinely a friend to all she met. She had many hopes and dreams, and in addition to the scholarship, she is honored in other ways every year. In fact, some of Janese’s friends have named their children after her,” she added.

The Hendrixes have also ensured that Janese’s legacy will continue for future generations of Georgia Southern students as well. “We have made a deferred gift to the University, so Janese’s scholarship will continue after our deaths,” said Jane. “This scholarship is a way of continuing what she would have wanted -- which is continuing to help others, especially those attending two schools that meant so much to her. She will never be forgotten with this scholarship, and it is also a way for us to honor her every year.”

Kelsey Waters

The decision to attend Georgia Southern University was an easy one for 18-year-old Kelsey Waters, who wanted to stay close to home, and follow her mother, alumna Penny Deloach Waters (’75) to the Statesboro campus. The freshman from Brooklet, Ga., is the latest recipient of the Sally Janese Hendrix Memorial Scholarship, and said receiving it has been priceless in numerous ways considering college is so expensive.

Waters is the second oldest of four girls, and said the financial award is a blessing to her and her family. She expressed her appreciation for the scholarship and the extensive support the Hendrix family has given to students at Southeast Bulloch over the years. “I think that Janese Hendrix set a good example for me and others to follow,” she said. “It is wonderful to know that I received a scholarship in honor of a girl who was so involved in our high school and our community.”

Like Hendrix, Waters was also involved in a number of leadership activities as a student at Southeast Bulloch High School. She found her community involvement to be especially inspiring and meaningful, such as the time she spent as a member of the Bulloch County Special Olympics Committee. Waters also competed in various competitions that included the FFA (Future Farmers of America), was a member of the FCCLA (Family, Career and Community Leaders of America) and played soccer as a freshman and sophomore. As she becomes acclimated to her new life on campus, Waters expects to continue her involvement in the community and service to others.

With a bright future ahead and endless possibilities, Waters is considering early childhood education as her major, but admitted she could switch to pre-veterinary medicine. “I love animals as much as I love children,” she said.

Waters has settled into a University residence hall and is enjoying both academic and campus life. “At first I was concerned about getting lost because the campus is so big, but I figured it out and had no problems making it to my classes on time,” she said. “I am so happy that I decided to come to Georgia Southern. Everyone has been so nice and the professors are so helpful.”
As a student, Samantha Grovenstein-Lee (‘05) discovered that sometimes a little bit of guidance and determination can lead to good things.

“When I was a senior in high school, I began taking courses at Georgia Southern to get ahead academically,” she said, a decision which provided her with two scholarships, and eventually graduating with honors and dual degrees in information systems and accounting.

Fortunately for Georgia Southern University students, Grovenstein-Lee’s academic and career success has led to her endowment of the Susan Rebstock Williams Business Technology Scholarship. While this makes Grovenstein-Lee the youngest person to ever endow a scholarship at Georgia Southern at the age of 29, she views this opportunity as a way to demonstrate her appreciation to the University that gave her so much.

“Without the scholarships I received as an undergraduate, I wouldn’t have this career right now,” she said, about her work as a technical product manager for Wolters Kluwer/CCH, a company that provides information and software services for CPAs, corporate tax, accounting departments and tax attorneys.

For Grovenstein-Lee, naming the scholarship after Williams was a no-brainer. “Susan is the best mentor that a woman in the technology program could ask for,” she said, praising the information systems professor she feels truly influenced her academic and professional career path.

Williams, the former chair of the information systems department and associate dean of the College of Business Administration, has taught systems programming and database classes since 1994 at the University and is the recipient of the Award for Excellence in Teaching in COBA as well as the William A. Freeman Professor of the Year Award.

“I want other young women to have the same chance that I had. I look at my profession and there aren’t enough women in true technology roles. I decided that I wanted to do something to make a difference. Seeing the hard work and dedication of high performing women I work with each day only reinforced my decision,” said Grovenstein-Lee, about her reason for endowing the scholarship, which is presented annually to a female sophomore, junior, senior or graduate student pursuing a degree in the field of information systems.

Tereion Jazmin Heath easily acknowledges the Susan Rebstock Williams Business Technology Scholarship has pushed her to continue to excel academically, and shown her that hard work and dedication can be rewarded. “Being selected as a recipient of this scholarship lets me know that someone thinks highly enough of me to feel that I deserve this scholarship,” said the honors student.

The senior from Lithonia, Ga., said her affinity for computers and hands-on tasks led to her decision to pursue the information systems business degree and a minor in management. When she graduates next year, Heath hopes to begin a career as a business analyst for a U.S.-based company. “I know how frustrating it can be when the product doesn’t operate to meet your specific needs,” she said. “With a degree in information systems, I can use my technical skills to communicate with IT professionals such as programmers and developers, and together we can create a product that works best for the customers.”

While she may sound all business, the College of Business Administration undergraduate is involved in several on campus activities including Alpha Kappa Alpha Sorority, which allows her to engage in volunteer projects and assist the local community.

“I am a Southern Ambassador for the University in which I give tours to prospective students and their families,” she explained. “I am also a member of the National Council of Negro Women and numerous honor societies, one being Beta Gamma Sigma, the business honor society.”

The only child of parents who always encouraged her to follow her heart, and “do whatever brings me the most joy” said she fell in love with Georgia Southern’s gorgeous campus during an Open House visit. “My tour guide seemed really knowledgeable and passionate about the University. This made me excited about being around people who truly had a love for their school.”
To become a special education teacher, the unimaginative, timid or easily discouraged need not apply. Or, in the words of Kathy Sandiford Harrell, “These are the kids who need powerful teachers.”

Harrell (’71), a longtime special education teacher and administrator, and her husband Dave (’71), have made a perpetual commitment to serving special education by endowing the Harold M. and Catherine D. Sandiford Memorial Scholarship, which assists aspiring special ed teachers within Georgia Southern’s College of Education.

Special education is a challenging field, and chief among the challenges is getting and keeping enough qualified good teachers. “I spent 20-something years in special ed and six as a special ed director in Wayne County, and knew the challenges that the field is facing,” said Harrell. “I also knew that I would like to do something for Georgia Southern because I had a good experience there.”

“I said to Dave that at some point I’d really like to look at somehow impacting this field. Honestly, these are the kids who need the powerful teachers and it’s not an easy field for longevity,” she said. “We need to encourage folks to stay the course. We were in a position where we could do something, and he supported me in that.”

Neither of Harrell’s parents finished high school. To attend college, she took out an education loan. When she was done, her father repaid the loan – an expression of parental love she has never forgotten.

The choice to name the scholarship after her parents was Dave’s idea. “My mom and dad were a team and missed hitting their 50th anniversary just by a few months. They were so adamant that my sisters and I fulfill our dreams,” she said. “We need to encourage folks to stay the course. We were in a position where we could do something, and he supported me in that.”

Rose Millikan (’59) comes from a family of educators, so the importance of scholarship is especially important to the retired Georgia Southern math professor. Her parents taught biochemistry, English and business courses at several universities and Millikan herself received degrees in math, chemistry and art. In addition to teaching math from 1984-1999 at Georgia Southern, she also encouraged many young students to pursue careers in math and science.

After retiring from a career that she truly loved, Millikan found a renewed purpose: endowing scholarships that support her passion for education.

Millikan has established three scholarships at Georgia Southern: the Herman Lee and Worslina Isabelle Bogan Scholarship for Science or Math Education Majors, named for her parents; the Rose Mae Bogan Millikan Scholarship for Science or Math Education Majors; and the Dr. Lee Rogers Berger Scholarship in Anthropology, created jointly with her son, Lee Berger (’90).

“Students pursuing a teaching career should have some assistance,” she explained about the reason for establishing the first two scholarships, which are designated for a non-traditional junior or senior level student with a minimum 3.0 GPA. “I believe that everyone should have the opportunity to attend college, and I am glad that I have been able to help,” she added.

Millikan felt very strongly about establishing the third scholarship, which recognizes anthropology students. “When Lee decided to pursue his studies in anthropology, I encouraged him and I also gave him this piece of advice: if you are the best at what you want to be, you will enjoy it and be happier with your life. Just be the best in paleoanthropology!” An internationally recognized paleoanthropologist, Berger is a professor at South Africa’s University of the Witwatersrand and has made significant scientific discoveries, including those of the earliest human ancestral skeletons.

In addition to the scholarships, Millikan’s continued support of the University includes donating the first sculptured eagle for the Eagle Nation on Parade public arts project supporting student scholarships and undergraduate research initiatives as well as donating sculptures and paintings exhibited at the College of Liberal Arts.
For Mark ('85) and Jenny Lynn Anderson ('85), something as simple as a shared love for Georgia Southern inspired a commitment to the University that has provided opportunities and impacted future generations of students.

More than a decade ago, the couple made a decision to endow two scholarships: the Mark Anderson Scholarship in Business and the Jenny Lynn Anderson Scholarship in Communication Arts.

“One day, Mark came home and said, ‘We need to create scholarships. This is important and we can make a difference in students’ lives,’” Jenny Lynn recalled. “I took his lead and we created scholarships in our respective departments. We both love our disciplines equally. I love public relations more than anything, and this is a way that I can celebrate my love for the discipline I chose to study and it makes me happy,” she said.

“I wanted to recognize and reward students who were trying to make good grades while also becoming involved in public relations activities outside the classroom,” she said. “So many times, students never get a bonus, and this is a bonus for hard work.’ Through the years, Jenny Lynn has further supported the Department of Communication Arts through her service as an advisory board member as well as a mentor for students.

Mark knows that scholarships can make a difference. As a college student, he had to work full-time while attending school. “I wanted to help in some small way by providing a scholarship for students struggling financially,” he added, about his desire to make college affordable.

“I would have appreciated a scholarship as a student, and I hope this will allow students to spend more time working toward their degree,” said Mark, the owner of Joiner-Anderson Funeral Home. Mark’s active involvement with entrepreneurship programs through the College of Business Administration also includes serving as a Board of Trustees member for the Center for Entrepreneurial Leadership.

“Georgia Southern holds a special place in our hearts,” explained Jenny Lynn about the importance of establishing their scholarships. We have experienced all of the benefits of the University. You can’t always be takers, you have to give.”

Yet, when the senior first enrolled in college elsewhere to major in visual and game programming, he had no idea his educational journey would lead him to the field of accounting. He transferred to Georgia Southern to major in management with an emphasis on small business and entrepreneurship.

He decided to explore accounting after he scored 100 on his first test in the Managerial Accounting class of College of Business Administration Professor Dr. Thomas Buckhoff. “Dr. Buckhoff asked me if I had ever considered accounting,” said Mimbs, who told the professor he had never envisioned himself as an accountant. Still unsure if an accounting major was right for him, Mimbs credits “divine intervention” for leading him in the right direction when he tried to sign up for an intermediate accounting class and discovered all the classes were full. “That’s when I asked God if he wanted me to do this and if not to show me what I should do,” the senior said. “I checked on the computer and found the class had opened up.”

The Dublin, Ga., native said the Mark Anderson Scholarship in Business has allowed him to continue his studies and has eased the financial burden on his parents. “I had dinner with Mr. Anderson at Manny’s and thanked him for helping students.” Mimbs said. “His scholarship is another example of how someone can care enough about others to help them with their education.”

Patrick Mimbs

With the help of the Mark Anderson Scholarship in Business, Georgia Southern undergraduate Patrick Mimbs is well on his way to carving out a future career in the business world.

Bree Haggard

Bree Haggard is on a mission to obtain her bachelor’s degree in Multimedia Communications with an emphasis in information so that she can pursue her lifelong dream of working as a broadcast journalist. The Phi Eta Sigma honors student with a 3.96 GPA said she has loved the camera for as long as she can remember. “I have old videotapes of me in elementary school when I would play pretend newsroom for Channel 2 Action News in Atlanta.”

The graduate of Commerce High School in northeast Georgia is well on her way thanks to the assistance of the Jenny Lynn Anderson Scholarship in Communication Arts. The two-time recipient of the award says she couldn’t be more grateful to the donor. “The timing of it was just what I needed, especially last year when my family was having financial trouble,” Haggard said. “It was the right direction when he tried to sign up for an intermediate accounting class and discovered all the classes were full.”

“I am so happy I stuck it out because I have learned so much about myself and have become independent. I wouldn’t trade the experience for anything.”
Until his retirement in 1996 from Georgia Southern’s Department of History, the late Dr. R. Frank Saunders, Jr. (’57) always expected students to give their best. “My brother enjoyed sharing his deep love of history, but he also expected his students to excel,” said Betty Saunders Anderson (’59).

Saunders also felt that it was important to help students struggling financially. “Frank wanted students to have the opportunity to finish college and his long-term goal was to provide a scholarship for future generations of Georgia Southern students,” explained Anderson, about the Dr. R. Frank Saunders Jr. Memorial Scholarship. The scholarship is awarded to junior or senior level students majoring in history with a minimum 3.0 GPA.

Growing up on his family’s farm near Portal, Ga., Saunders devotion to history was also intertwined with his deep appreciation of the land. The second gift Saunders bequeathed to the University was the Garden of the Coastal Plain’s Smokehouse Garden, which memorializes him and his parents, R. Frank Saunders, Sr. and Mollie Lanier Saunders.

Frank wanted the land preserved and made better for the next generation. He loved plants and spent a lot of time at the Garden,” said Anderson. “He enjoyed listening to our parents and grandparents tell stories about growing up on plantations,” she added.

Saunders is widely recognized for his significant contributions to local and regional history including the Bulloch County Bicentennial, conducting oral history projects and founding the Georgia History Quiz Bowl, for which he won the Governor’s Award in the Humanities. He also authored the play “Between Hopewalkit and Piddleville: Portal Celebrates 100” for Portal, Ga.’s centennial celebration in 2008.

Saunders and his former professor Dr. George Rogers co-authored Swamp Water and Wiregrass: Historical Sketches of Coastal Georgia — about the history of Liberty County. The collaborators were also the pioneers of Georgia Southern’s Special Collections in the Zach S. Henderson Library, traveling many miles throughout South Georgia acquiring the papers and artifacts of prominent people and organizations, which formed the foundation of the historical collection.

Saunders cared very much about educating others on the region’s history, and the scholarship ensures that students will have the opportunity to continue his legacy.

Thomas Cody Waters believes he discovered his life’s calling in the eighth grade when he was captivated by the lessons of his history teacher. He recalled the educator was so enthusiastic about teaching Georgia history that she inspired him to become a high school teacher. It also didn’t hurt that while growing up in Sylvania, Ga., Waters spent many hours reading history and other books at the library in Screven County where his mother worked as the children’s coordinator. “I happen to like learning about the past,” he explained. “I think it provides valuable lessons about how we should live in the present and the future.”

Now that he is a senior at Georgia Southern, the president of the Phi Alpha Theta History Honor Society is more committed than ever to one day return to the classroom in his hometown to share the lessons he learned from his University professors. As a recipient of the R. Frank Saunders Memorial Scholarship, Waters said that it was even more meaningful because it was created in recognition of the late faculty member who grew up in the area and had a tremendous impact on students in the Department of History.

“This scholarship gives students like me, who may not have financial resources, the opportunity to pursue their goals and a chance to live their dreams,” said Waters. “In my personal statement to the family I told them how much it meant and how much it is helping me get to where I want to be. If all goes well, I hope to one day be able to do this myself.”

After graduation next May, Waters plans to earn a Master of Arts in Teaching at Georgia Southern. He is excited for what lies ahead and credits the University for helping him achieve his goals through its academic programs, scholarship awards and faculty. “I haven’t been let down by anything here. I really like the history department and I love everything about Georgia Southern.”
Sheila Garvin Hoynes (’71) realizes that attending college is a wonderful opportunity that many students do not have. The Statesboro, Ga., native was the first person in her family to graduate from college, and she spent her 30 year career in the classroom as a first grade teacher. She feels a debt of gratitude not only to her parents, but to the University.

“Georgia Southern gave me the opportunity to fulfill my lifelong dream of becoming a teacher, and I want to be able to help other students who are pursuing the same dream,” said the 2011 College of Education Alumna of the Year.

Sheila and her husband Spence shared a vision of providing an opportunity for aspiring students to afford a college education, but were unsure how they could make this a reality.

“We knew we wanted to establish scholarships, but we also knew we lacked the financial means to adequately fund the scholarships up front without creating economic hardship for ourselves,” said Spence.

“It was when we learned about deferred giving that we found a way to accomplish our goal,” he added, about the establishment of the Spence and Sheila Garvin Hoynes endowed scholarships.

“With Sheila’s dedication to education and our devotion to Georgia Southern athletics, it was obvious that we needed to establish two scholarships; one in education, and one in athletics,” said Spence, about their deferred gifts for future students.

A professor’s impact on students’ lives today and 20 years from today, can easily be underestimated – especially by the professor. But the students of the late Sturgis McKeever know the truth of it.

During his 26 years as a Georgia Southern biologist – and beyond – McKeever influenced the lives of thousands of Georgia Southern students, many of them medical researchers and physicians like Scott (’88) and Janet (’87) Lubas.

“Dr. McKeever was amazing,” said Janet, an internal medicine physician. “Sturgis is probably the reason I went into medicine. He was the most demanding professor we ever had.

For somebody who made that big of an impression on us, we thought we should do something that helps other people as much as he helped us,” Janet said.

Both Scott, a former cancer therapy researcher at the Medical College of Georgia and West Virginia University, and Janet needed jobs while they pursued demanding coursework. Working was a financial necessity, but it caused them to miss out on some learning opportunities with peers and professionals as well as miss exposure to cutting edge literature and research in the medical field. The couple wants promising students to be able to focus on those kinds of experiences in addition to classroom and lab work. Their gift makes that possible. They’re also hoping former classmates, now colleagues, will want to help their successors by honoring McKeever.

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After raising their son, the Hoynes became reacquainted with the University and have been actively involved with Georgia Southern for more than two decades. Sheila launched an Eagle Club in their hometown of Conyers, Ga., organized several additional Atlanta area clubs and served as president of the Alumni Association Board of Directors. She also served as a member of the Athletic Foundation Board of Directors and as a charter member of the College of Education’s Alumni Board of Advisors.

“Georgia Southern is our passion,” Sheila explained about the couple’s will bequest. “The University was important to me as a student, and it is so nice to continue our involvement many years later.”
While teaching marketing students is an important daily motivator for longtime Georgia Southern University professor Dr. Mary Hazeldine, ensuring their future is also a top priority. Shortly after joining the faculty of the College of Business Administration as the department chair of marketing in 1995, Hazeldine established the Giacomo Family Memorial Scholarship. The Giacomo scholarship is awarded annually to junior level marketing majors with a 3.0 minimum GPA. Hazeldine named the scholarship in memory of her family – a close-knit clan from Krebs, Oklahoma. “I wanted to recognize the Italian side of my family. I grew up in an Italian settlement with aunts, uncles, cousins and my grandparents. All of the family was born in Krebs except my grandfather, who moved to the U.S. from Costa Leone, Italy when he was 14-years-old,” she said.

Hazeldine’s varied career has taken her around the United States as a teacher and business owner. She received her B.S. and M.A. degrees from Oklahoma State University, and her MBA and Ph.D. in marketing from the University of Texas at Arlington. While earning her degrees, Hazeldine owned a Deck the Halls franchise, a One Hour Martinizing store and was also a buyer for the housewares division of Federated Department Stores in Dallas, Texas.

During her career at Georgia Southern, Hazeldine was appointed COBA’s associate dean in 2006 and returned to faculty as a professor of marketing in 2010. Some of her other roles include serving as a reviewer of the Journal of Marketing Theory and Practice, and the faculty advisor of Mu Kappa Tau, the College’s marketing honor society.

In the classroom, Hazeldine inspires students by providing a valuable learning tool – a unique perspective from her own personal marketing experiences in the corporate world. Hazeldine makes learning fun in her e-commerce class, and for a recent project, she divided the class into teams. “The students selected a Fortune 500 company to research and then completed presentations. For example, some of these companies included Intel, Amazon, Yahoo and Oracle,” she said, describing the varied aspects of marketing taught in her class. “I tell students that marketing is everywhere. Every company needs marketing.” For Hazeldine these words ring true. She has proven that marketing is not only a message, but a legacy.

Georgia Southern University senior Jazmin Tribble is a big believer that discipline and focus are the keys to success. Without a doubt, these qualities have helped the Atlanta, Ga. native achieve academic success as a recipient of the Giacomo Family Memorial Scholarship.

Despite working part-time, the marketing and logistics double major has maintained a 3.81 GPA and is a member of Beta Gamma Sigma, the honor society for business students. “This scholarship has helped me so much in paying for my education and getting me one step closer to graduation,” she said. The much-needed funds have helped Tribble fill the financial gap not covered by the HOPE Scholarship, her summer job and her position as a Community Leader for University Housing.

With the encouragement of her academic advisor and the Department of Marketing, Tribble applied for the Giacomo Family Memorial Scholarship, and later got a call telling her that she had been selected. The academic achiever said she was very excited and happy to receive the financial assistance. “It means that hard work and dedication really pays off,” Tribble said. “Even when you think nobody sees your efforts, they do.”

Initially, Tribble came to Georgia Southern as a marketing major. However, that changed when several students were invited to her introduction to business class to discuss different business majors. “One student talked about logistics and I had never heard of that, but she made it sound interesting so I researched it and decided to double major in business and logistics,” she explained.

After graduation, Tribble’s immediate goal is to get a job with Norfolk Southern Railway. “Then I would like to go to law school so I can achieve my career goal of writing contracts for transportation companies.” She said her passion is transportation and figuring out ways to make it as efficient as it can be.
Often referred to as a “working club,” the Kiwanis Club of Statesboro has been working steadily for the past two decades to create a promising future for Georgia Southern University students.

Through the years, the 100-plus member civic organization has created two endowed scholarships awarded annually to several University freshmen. The Ben G. Waller and Dr. George E. Parker Kiwanis Scholarships honor two career educators and longtime members of the club who made a significant difference in the lives of students and the community.

The Ben G. Waller Scholarship was endowed in 1988. An active Kiwanian for more than four decades, Waller’s distinguished professional career included working as a coach and high school principal around the state of Georgia. He was a 1943 alumnus of Georgia Teachers College, and later returned to his alma mater to become Georgia Southern’s dean of students. A leader on campus and in the community, Waller was also the recipient of the Kiwanian of the Year Award. “Ben was something of a patriarch among the club’s respected educators,” said Dr. Jake Simons, a College of Business Administration professor and scholarship committee chair of the Kiwanis Club.

The second endowment was named for Parker, a Georgia Southern alumnus who served as a principal of local schools, as well as a member of several education and community service organizations. Parker’s commitment to education included chairing the club’s Scholarship Committee for many years, and he was the recipient of the Deen Day Smith Service to Mankind Award.

George was widely known because of his work as an educator. He was involved in the education of many. He brought out the best in people and he wanted them to succeed,” Simons said.

“For many years, our club steadily built contributions toward a second endowment. Before George passed away, I was able to share the news with him that the club had decided to name this endowment in his honor,” he said, about the new scholarships that are committed to educating future generations of Georgia Southern students.

For Thomas Hefner, the Ben Waller/Kiwanis Club of Statesboro Scholarship came with an extra benefit -- he could volunteer his time to the organization and indulge his love of nature and the outdoors at the same time. After Hefner met with Kiwanis Club members to extend his personal thanks for the scholarship, he completed at least a week’s work of volunteer hours at the Statesboro Kiwanis Ogeechee Fairgrounds.

“When I learned that I had received this scholarship, I was so grateful, because the thought of paying back college loans is daunting,” he said. “These funds have definitely helped me pay some of my housing fees and other things that the HOPE Scholarship doesn’t cover.”

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Hefner is from Calhoun, Ga., a small town nestled in the foothills of several mountains and he enjoys spending time outdoors, whether it’s camping, rock climbing, bouldering or even hammocking in Sweetheart Circle.

The chemistry major arrived at Georgia Southern knowing he wanted to become a pharmacist just like one of his aunts. “I have always been fascinated by science, and as a pharmacist I would deal with it every day,” he said. “More importantly, I would be mixing medicines to help people. I feel so passionate about this. I think it is important to feel enthusiasm for whatever it is you want to do in life.”

The sophomore said while Southeast Georgia and the University are new experiences for him, he believes both are a good fit and is glad he made the choice to visit Georgia Southern on Scholar’s Day when he was a senior at Gordon Central High School. “There are so many interesting things here,” he said. “I love everything about the University; and the teachers are so helpful. I’m not just another face in the crowd.”
## Statement of Financial Position

**Assets**

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<td>Cash</td>
<td>$67,851</td>
<td>$646,927</td>
</tr>
<tr>
<td>Investments</td>
<td>48,984,375</td>
<td>43,216,776</td>
</tr>
<tr>
<td>Accrued interest receivable</td>
<td>2,471</td>
<td>3,533</td>
</tr>
<tr>
<td>Contributions receivable, net</td>
<td>2,371,016</td>
<td>1,786,596</td>
</tr>
<tr>
<td>Cash value of insurance on lives of donors</td>
<td>130,683</td>
<td>131,912</td>
</tr>
<tr>
<td>Property held for sale</td>
<td>145,500</td>
<td>145,500</td>
</tr>
<tr>
<td>Land</td>
<td>395,861</td>
<td>395,861</td>
</tr>
<tr>
<td>Building, net of accumulated depreciation of $36,111 and $34,445</td>
<td>13,889</td>
<td>15,555</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$52,111,646</strong></td>
<td><strong>$46,342,560</strong></td>
</tr>
</tbody>
</table>

**Liabilities and Net Assets**

**Liabilities**

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>$88,431</td>
<td>$75,860</td>
</tr>
<tr>
<td>Gift annuities payable</td>
<td>104,293</td>
<td>112,719</td>
</tr>
<tr>
<td>Unearned revenue</td>
<td>50,000</td>
<td>50,000</td>
</tr>
<tr>
<td>Funds held for Athletic Foundation</td>
<td>1,200,000</td>
<td>-</td>
</tr>
<tr>
<td>Funds held for Housing Foundation</td>
<td>-</td>
<td>416,009</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>1,442,724</strong></td>
<td><strong>654,588</strong></td>
</tr>
</tbody>
</table>

**Net Assets**

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Board Designated Reserve Fund</td>
<td>1,200,000</td>
<td>-</td>
</tr>
<tr>
<td>Unrestricted</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Unrestricted</td>
<td>4,422,107</td>
<td>3,660,320</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>13,584,875</td>
<td>10,516,575</td>
</tr>
<tr>
<td>Permanently restricted</td>
<td>32,661,940</td>
<td>31,511,077</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td><strong>50,668,922</strong></td>
<td><strong>45,687,972</strong></td>
</tr>
</tbody>
</table>

**Total Liabilities and Net Assets**

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Assets</strong></td>
<td><strong>$52,111,646</strong></td>
<td><strong>$46,342,560</strong></td>
</tr>
</tbody>
</table>

## Statement of Activities

**For the year ended June 30, 2013 with summarized financial information for the year ended June 30, 2012**

### Support and Revenue

<table>
<thead>
<tr>
<th></th>
<th>UNRESTRICTED</th>
<th>TEMPORARILY RESTRICTED</th>
<th>PERMANENTLY RESTRICTED</th>
<th>2013 TOTAL</th>
<th>2012 TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$343,671</td>
<td>$2,010,781</td>
<td>$1,142,532</td>
<td>$3,496,984</td>
<td>$3,179,927</td>
</tr>
<tr>
<td>Contributed services and materials</td>
<td>27,499</td>
<td>512,024</td>
<td>-</td>
<td>539,523</td>
<td>50,824</td>
</tr>
<tr>
<td>Interest and dividends, net of investment expenses of $168,904</td>
<td>153,648</td>
<td>682,008</td>
<td>-</td>
<td>835,656</td>
<td>545,948</td>
</tr>
<tr>
<td>Net realized and unrealized gains (losses) on investments</td>
<td>783,902</td>
<td>2,949,714</td>
<td>-</td>
<td>3,733,616</td>
<td>(1,662,008)</td>
</tr>
<tr>
<td>Other revenue</td>
<td>103,377</td>
<td>359,869</td>
<td>4,219</td>
<td>467,465</td>
<td>598,364</td>
</tr>
<tr>
<td>Net assets transferred</td>
<td>(4,913)</td>
<td>801</td>
<td>4,112</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Net assets released from restrictions: Satisfaction of restrictions for University support</td>
<td>2,625,730</td>
<td>(2,625,730)</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Satisfaction of restrictions for awards and scholarships</td>
<td>821,167</td>
<td>(821,167)</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total support and revenue</strong></td>
<td><strong>4,854,081</strong></td>
<td><strong>3,068,300</strong></td>
<td><strong>1,150,863</strong></td>
<td><strong>9,073,244</strong></td>
<td><strong>2,713,055</strong></td>
</tr>
</tbody>
</table>

### Expenses

<p>| | | | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Awards and scholarships</td>
<td>1,145,983</td>
<td>-</td>
<td>-</td>
<td>1,145,983</td>
<td>1,224,002</td>
</tr>
<tr>
<td>University support and operational costs</td>
<td>2,534,173</td>
<td>-</td>
<td>-</td>
<td>2,534,173</td>
<td>1,750,700</td>
</tr>
<tr>
<td>Fundraising and advancement</td>
<td>412,138</td>
<td>-</td>
<td>-</td>
<td>412,138</td>
<td>389,010</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td><strong>4,092,294</strong></td>
<td>-</td>
<td>-</td>
<td><strong>4,092,294</strong></td>
<td><strong>3,363,712</strong></td>
</tr>
</tbody>
</table>

### Change in Net Assets

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>CHANGE IN NET ASSETS</td>
<td>761,787</td>
<td>3,068,300</td>
</tr>
<tr>
<td><strong>NET ASSETS, BEGINNING OF YEAR</strong></td>
<td><strong>3,660,320</strong></td>
<td><strong>10,516,575</strong></td>
</tr>
<tr>
<td><strong>NET ASSETS, END OF YEAR</strong></td>
<td><strong>4,422,107</strong></td>
<td><strong>13,584,875</strong></td>
</tr>
</tbody>
</table>
The asset allocation decision is the primary point in the investment process where the Georgia Southern University Foundation manages risk. Macro risks to the investment program are best hedged by thoughtfully creating a structure that includes asset classes that react indifferently to each risk factor. A consistent and disciplined approach to maintaining the policy target allocation should increase the probability of the investment program’s long-term success.

Each asset class was selected for the Georgia Southern University Foundation’s portfolio to perform a specific function:

DOMESTIC EQUITY
- Real Growth

INTERNATIONAL EQUITY
- Real Growth

ALTERNATIVE STRATEGIES
- Private Equity: Real Growth
- Absolute Return and Hedged Equity: Flexible Capital/Dislocation Hedge

FIXED INCOME
- U.S. Treasuries: Deflation Hedge
- Global Government Bonds: Dollar Hedge

INFLATION HEDGING
- Real Estate, Natural Resources, Commodities, and TIPS: Inflation Hedge

The asset allocation is as follows:

- Domestic Equity: $11,158,814 (22.8%)
- International Equity: $15,471,655 (31.6%)
- Alternative Strategies: $9,454,361 (19.3%)
- Fixed Income: $6,749,009 (13.8%)
- Inflation Hedging: $4,536,644 (9.2%)
- Liquid Capital: $1,613,892 (3.3%)

Total Dollar Amount Awarded:
- 2004: $1,400,000
- 2005: $1,200,000
- 2006: $1,000,000
- 2007: $800,000
- 2008: $600,000
- 2009: $400,000
- 2010: $200,000
- 2011: $1,600
- 2012: $1,400
- 2013: $1,200

Number of Students Awarded:
- 2004: 900
- 2005: 800
- 2006: 700
- 2007: 600
- 2008: 500
- 2009: 400
- 2010: 300
- 2011: 200
- 2012: 100
- 2013: 0

Average Student Award:
- 2004: $1,600
- 2005: $1,400
- 2006: $1,200
- 2007: $1,000
- 2008: $800
- 2009: $600
- 2010: $400
- 2011: $200
- 2012: $0
- 2013: $0

Amounts will vary from year to year. The total amount available is based on spending 4.25% of a three-year market value moving average. Over the last five years, the spending policy has been reduced from 5% to 4.25% to accurately reflect trends in University spending.
A long-term goal of The Georgia Southern University Foundation 501(c)(3) is to build the institution’s capacity to raise private funds in the future. Upon investigation and assessment by campaign consultant Marts & Lundy, several areas in University Advancement were found to be underfunded in terms of operations. A major goal is to build the infrastructure needed to make sure that the University has the strength to not only get through a forthcoming campaign, but to also maintain that same level of philanthropic investment as it moves into the future. As the University grows in its endowments and gifts, staff needs to grow as well. As the University moves into future campaigns, goals will be set higher and higher, and the need for adequate staffing will continue to increase as well.

The Foundation strives to utilize an equitable fee structure to cover operations essential to its overall operation. These fees were introduced and adopted by the Georgia Southern University Board of Trustees at their spring Board meeting on April 2, 2011. Presenting at that meeting, consultant Marts & Lundy addressed combinations of methods typically used to raise funds in support of a campaign. A fee on endowment earnings and a gift reinvestment fee on all non-endowed gifts was presented by the Vice President of University Advancement, voted on and passed by the Board.

Presenting at that meeting, consultant Marts & Lundy addressed combinations of methods typically used to raise funds in support of a campaign. A fee on endowment earnings and a gift reinvestment fee on all non-endowed gifts was presented by the Vice President of University Advancement, voted on and passed by the Board.

The Foundation began assessing a gift reinvestment fee of five percent on non-endowed gifts beginning July 1, 2011. This one-time fee is applied to all gifts and other revenue at month’s end. These fees are redirected to each of the colleges/outreach centers with a development officer to support their travel budget expenses, alumni relations events and donor relations activities. These accounts were created at the same time the gift fee was established.

A one percent fee based on the endowment’s fair market value is assessed by the Foundation to each endowed fund on July 1 of every year. This fee also helps to support the operational needs for philanthropic growth at Georgia Southern.

Both fees serve to advance the mission of the Foundation – to ensure that Georgia Southern achieves its vision of becoming a nationally recognized public comprehensive research university. Gift fees have become a fact of life on the educational fundraising landscape, particularly as the economy forces institutions to look for new revenue sources. In our own state, the University of Georgia, Macon State, Georgia Health Sciences University, Georgia Tech, Valdosta State and Kennesaw State – among others - charge endowment and/or gift fees.

Every other place in which there are investments, fees are charged. It is the price of doing business and an investment in the organization. Most importantly, the University and the Foundation believe that investing in building a stronger philanthropic community is good, if not vitally important, for the future of Georgia Southern.

Information on our fees is available and accessible in multiple locations – in proposals, fund agreements, in our Annual Report and on our website.