

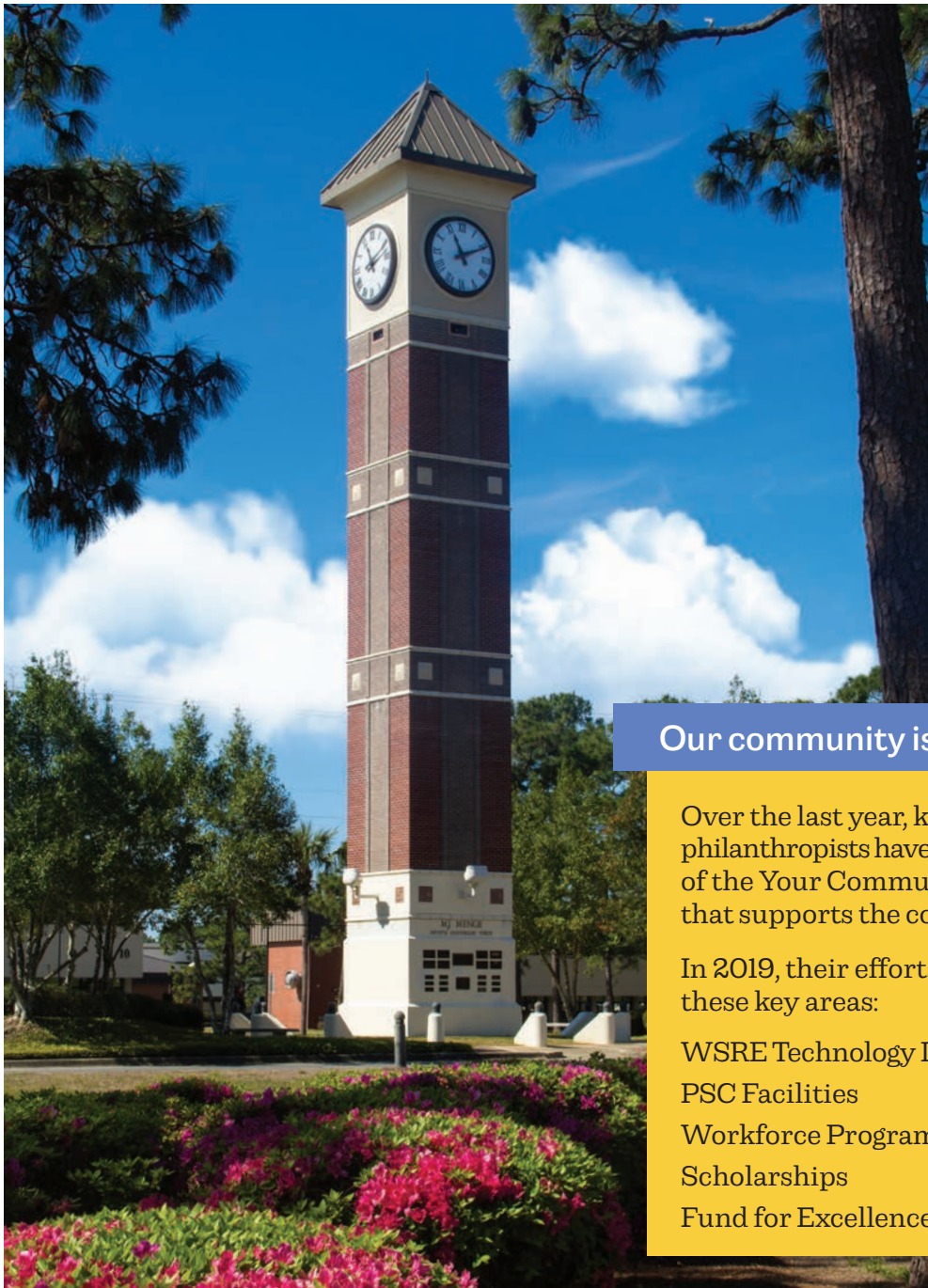
2019 IMPACT REPORT

Pensacola State College Foundation



Your Community, Your Legacy

Your Community, Your Legacy



Pensacola State College provides high-quality, low-cost education and community services to the residents of Northwest Florida.

Working together, the PSC and WSRE Foundations seek to enhance the College's ability to provide education and services by focusing on supporting student scholarships, academic programs, faculty and staff professional development and technology infrastructure to provide televised educational programming to WSRE's service area.

Our community is strong due to stellar leaders.

Over the last year, key community leaders and philanthropists have helped raise vital funds – as part of the Your Community, Your Legacy Campaign – that supports the college.

In 2019, their efforts resulted in gifts and pledges in these key areas:

WSRE Technology Infrastructure	\$ 10,000.00
PSC Facilities	\$ 100,000.00
Workforce Programs	\$ 281,250.88
Scholarships	\$ 958,040.47
Fund for Excellence	\$2,034,969.92

“Each of us can help open the door for area students to a new job, a new life, and new career skills that help them while ensuring the success of our businesses and the economic stability of our community.”

– Betty Roberts, President of Foundation Board of Governors

Pensacola State College is recognized for stellar accomplishments with more than 100 award-winning comprehensive programs leading to associate degrees, bachelor’s degrees, vocational certificates, high school diplomas and corporate professional training.



BETTY B. ROBERTS

Pensacola State College
President of Foundation Board of Governors

Since 1948, Pensacola State College has provided low-cost education to the residents, businesses and military of Northwest Florida. In fact each year about 18,000 students are enrolled. Many need financial or scholarship support.

If you are a former student, a business owner, a business professional, retired military or want to support a needy student who cannot receive any other type of aid, consider leaving a legacy gift in your name to establish a scholarship, support a program, name a room or a building. Your legacy will be remembered for years to come.

I plan to as well.

Foundation Board of Governors

January 2020–December 2020

EXECUTIVE COMMITTEE OF THE GOVERNORS



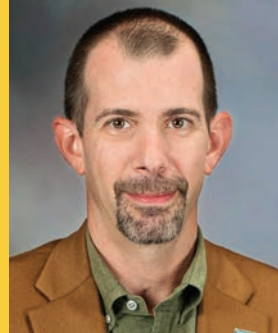
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Kramer Litvak
Litvak, Beasley, Wilson
and Ball



Kerry Anne Schultz
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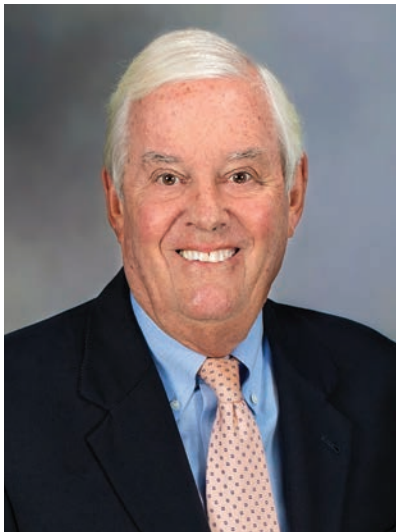
Chandra Smiley
Escambia Community
Clinics Inc.



Gene Valentino
Philanthropist



Bill Wein
IMS ExpertServices



Mike Wiggins
Chair

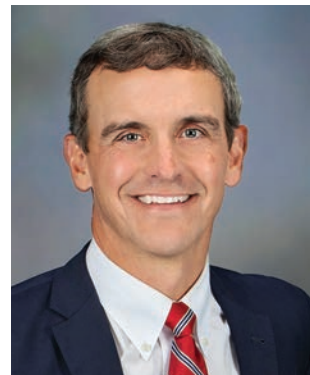
GOVERNORS EMERITI

- Mike Wiggins, Chair
- George Bailey
- H. Miller Caldwell Jr.
- Carol Carlan
- Bo Carter
- Carolyn Davis
- Jim Hill
- Donnie McMahon
- Margie Moore
- Eric Nickelsen
- Wayne Peacock
- Sandy Sansing
- Marty Stanovich
- James Stolhanske
- Charlie Switzer
- Tommy Tait

Originating from the Latin word emereri, emeritus was originally used to denote soldiers who had completed their duty. At the end of 2019, Mayor Mike Wiggins “retired” from his position as a governor and board member. He had completed 29 distinguished years of service. As the chair of PSC Foundation’s Emeriti Board, Mayor Wiggins will lead advocacy efforts among a stellar group of peer leaders. Combined, these esteemed individuals have 235 years of service to Pensacola State College. Eight have served as past-presidents of the Foundation and four have served, or are currently serving, as Pensacola State College Trustees.

“We get to come to PSC, and we get to see the students walk the halls, graduate, leave, start families, feed their families and do all the things we want graduates to do – but we can’t do it alone.”

– Doug Bates, past president of the PSC Foundation Board



Pensacola State Foundation Governors provided just over **636** hours in 2019. According to the Independent Sector, the latest value of a volunteer hour is **\$25.43** which means that the support received from our **25** Board volunteers had an impact of **\$16,173.48**.

In 2019, the Board of Governors and Governors Emeriti along with their affiliated businesses donated **\$61,449.85** in cash and in-kind gifts.

Meet the Foundation Staff

...here to serve and provide support to donors
looking to make a difference



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FOUNDATION CORE VALUES

Exceptional Stewardship:

Ever stronger relationships stewarded with attentive investment, measurement and communication that instills trust in our objectivity, transparency and consistency.

Collaboration: Purposeful relationships fostered between the college and a community cooperating to achieve shared or overlapping objectives that create maximum benefit for all.

Community Focused: Active and meaningful learning and sharing is pursued to enhance knowledge, skills and behaviors that promote optimum opportunity.

GRIT: Passion and perseverance motivate us to get results in time through a dedicated pursuit and achievement of goals that consistently do more... better than expected.

Commitment to Caring: We utilize integrity founded in a resilient sense of moral responsibility and competence to exceed expectations and maintain excellence.

Foundation Office, 850-484-1560

Scholarships: Your Generosity at Work

SCHOLARSHIPS ESTABLISHED IN 2019

- Aspire Higher Endowed Scholarship
- Baptist Health Care EMS/EMT Scholarship
- Beveridge-Smith Endowed Scholarship
- Dona and Milton Usry Endowed Accounting Scholarship
- Dr. Sueann L. Donahue Beginning Teacher Endowed Scholarship
- Dr. Lawrence Worley Tyree Endowed Scholarship
- Edward Meadows Meritorious Endowment
- Gary A. DeLapp Endowed Alumni Scholarship
- John Broxson-Panhandle Tiger Bay Club Scholarship
- Michael V. Harrell Endowed Scholarship
- Monsanto-Solutia Retirees Endowed Scholarship
- Sharon Westmoreland-Albert Baggott Memorial Scholarship
- The Butterfield-Williams Nursing Scholarship
- The Norman Hostetler Memorial Scholarship
- Transformation Through Education Scholarship
- Veterans National Homecare Scholarship
- Vincent Andry Memorial Scholarship EMS/EMT Scholarship

“So many people deserve help – especially now. This scholarship was a way to express my gratitude to both Tate High and PSC.”

– Dr. Lawrence Worley Tyree



DR. LAWRENCE WORLEY TYREE ENDOWED SCHOLARSHIP

An Endowment was established in 2019 by Dr. Tyree to assist Tate High School graduates enrolled in PSC part- or full-time.

Dr. Tyree established the scholarship to thank Pensacola State College for “transforming his life.”

“PJC was one of the best non-family decisions I have ever made,” said Tyree who earned an associate degree from PJC, his bachelor’s and master’s degrees from the University of Florida and a doctorate from Indiana University.

“Reflecting back over my life, I wanted to leave a little thank you to each institution that I graduated from and I did. I also wanted to leave a legacy for Tate graduates,” said Tyree, a 1962 Tate High graduate. “However if I could have only left one scholarship, it would have been to PSC.”

“In recognition of our long relationship with the College, our organization wanted to leave a legacy of support to the students at PSC.”

— Gerald McArthur, chairman, Association Monsanto-Solutia Retirees



▲ Katie Snyder, the first recipient of the Monsanto-Solutia Retirees Endowed Scholarship, is enrolled in the Pensacola State College Nursing Program. Her grandfather worked at Monsanto for 33 years.

MONSANTO-SOLUTIA RETIREES ENDOWED SCHOLARSHIP

An endowment was established in 2019 by Monsanto-Solutia retirees to assist:

- Students with a connection to Monsanto, Solutia or Ascend
- Ascend employees enrolled in programs to enhance job skills
- Students enrolled in a health care program
- Chemical engineering students

▼ Left to right, Doug Bates, Ed Meadows, Andrea Krieger, K.C. Gartman, Drew Stringfellow, Jennifer Grove

BAPTIST EMS/EMT SCHOLARSHIP

Baptist Health Care Foundation pledged \$15,000 in scholarship funds for Pensacola State College students who are enrolled in the emergency medical technician program. Baptist Health Care’s gift will help PSC attract students who are highly motivated but may lack resources.





▲ Left to right, Ed Meadows, Denis McKinnon Jr., Denis McKinnon Sr., Wade Wilson and Rob Gregg at check presentation of first installment of Veterans National Homecare's 3-year pledge to fund first generation veteran scholars.

VETERANS NATIONAL HOMECARE SCHOLARSHIP

Veterans National Homecare graciously pledged \$15,000 to fund first generation scholarships. The matching scholarship is a Free Application for Federal Student Aid (FAFSA)-based scholarship and will be available to full- or part-time students with a demonstrated financial need.

In 2019, **55%** of the scholarship dollars awarded were made from interest earned on scholarships that were endowed. Principle funds remain untouched on these scholarship accounts. This ensures interest earnings can be used to fund scholarships in perpetuity.

FIRST GENERATION SCHOLARSHIPS

With the 8,501 students who enrolled for the fall semester in 2019, 3,927 of them (almost 50%) are the first in their families to pursue a higher education.

As they matriculate, those first generation students face unique obstacles but like many classmates the financial hurdle is the largest to overcome. No family history of higher education means there is also a lack of knowledge about the financial demands that college life (even on a part-time basis) represent.

The First Generation Matching Grant Program (FGMG) is a need-based grant program available to degree-seeking, resident, undergraduate students who demonstrate substantial financial need, and are enrolled in eligible participating postsecondary institutions. These grants can be made because private donors provide matching funds that enable the college to draw down \$2 for every dollar donated. The grant operates much like a scholarship and students refer to it in this fashion.

In the 2018-2019 academic year, 102 First Generation students received \$80,760 in scholarship assistance.

“This scholarship will allow me to continue my studies at PSC where I have the advantage of working hands-on in the Biology Department. I can keep my education a top priority by alleviating some financial burdens. I am a first generation college student with four daughters of my own. It warms my heart knowing my girls are watching me work so hard to keep my 4.0 GPA and earning scholarships like this one. It is moments like these that show us that hard work really does pay off. It is my hope that they see me as an example and are brave enough to pursue a higher education themselves. There may even be another future scientist in the family.”

— Amy, PSC First Generation Student



▲ Over the last 18 years, Sandy Sansing has provided over \$460,000 in scholarships to support Sansing Scholars.

Sansing is pictured with a few of the 2019 Sansing Scholars. Pictured, left to right: Dr. Ed Meadows, Marie Askfeldt, Cynthia Aceto, Rajah Zulla, Bethel Goodwin, Darriell Jones, Tabitha Cooper, Sandy Sansing, Regina Young, Andrea Krieger, Laura Shiver, and Amelia Maltbia



▲ Devin Bonner, top and Karli Kimmons each received the Mark Price Memorial Endowed Scholarship and are graduating from the Dr. Marjan Mazza Bachelor of Applied Science in Business and Management.

FAST FACTS ABOUT FOUNDATION SCHOLARSHIPS AND 2019 AWARDS

\$508,231 awarded • **1,117** scholarships awarded • Supporting **764** individual students • Pensacola State College Foundation manages **271** scholarships and of these, **188** are endowed • **17** new scholarships were established in 2019 by generous individuals, families, businesses and civic organizations • Of these, **9** are endowed.

Athletics/Boosters

Our six talented athletic teams are a source of pride and camaraderie for both the college and the community. We are happy to share, for the 2018/2019 academic year, the average GPA for all student athletes exceeded a 3.0.

The Pirates athletic teams also participated in more than 30 community service projects with organizations such as Manna Food Pantries, the Ronald McDonald House, Florida Heart Walk, Child Guardians and Strides for Breast Cancer.

PSC Pirates 2019 Highlights:

- 42 student-athletes made the 2019 All Panhandle Conference Academic Team
- 26 student-athletes made 2019 FSCAA All-Academic Team
- Over 96% of our sophomore athletes went on to four-year colleges.

Boosters raised funds to support:

- Athletic Film Room for game film and recruitment
- Women's locker room upgrades
- Upgrades to the softball and baseball fields
- Recovery food that allows players to better recover after practices in order to stay healthy and game ready
- International travel for student-athletes signing from other countries
- Warm-up uniforms and shoes for the newly formed Women's Cross Country Team

\$110,074.98
RAISED TO SUPPORT PSC ATHLETICS



- ▲ Members of the 2019 PSC Athletics Hall of Fame are from left, Greg Litton, Dennis Lindsey, Dana Gilmore, Coach Paul Swanson accepting for Joel Anthony, Matt Marlin (accepting for his father Bob Marlin), Jim Donovan, Carolyn Voight (accepting for her sister, the late Mary Bailey), Charlie Fairchild, Dr. Bill Brantley, and Gerald McArthur (accepting for his brother, the late Bill McArthur).



▲ Volleyball players Natalie Woods, Beaudine Verweij and Lindsey Stewart are pictured, left to right, during the PINK OUT Night to support breast cancer research.

▼ Basketball players, left to right, Rodney Smith, Shawndarius Cowart, Dexter McKenzie and Bryce Waterman take the court.



▲ PSC Trustee Margie Moore is shown in the Women's Basketball locker room that her donation helped to upgrade.



◀ Bob Marlin applauds as Bill Hamilton hands a Hall of Fame proclamation to Joel Anthony at the 2019 Pirate Experience.

Friends of Performing Arts

The Performing Arts Department plays an integral and vital part of Pensacola State College's rich history and promising future. Since its beginnings in 1957, the department has served thousands of students.

Pensacola State graduates have secured key roles in Broadway plays, Hollywood productions, and recording studios. They direct church choirs and teach college, high school and middle school students the joy of music.

PSC Foundation donors funded 41 awards that supported 32 performing arts students by providing \$11,166.05 in scholarships.

Performing Arts 2019 Highlights:

- 1,700 show attendees for Lyceum Series (Guest Artists) shows and 3,200 for theater productions
- 19 Visiting Artists
- Professional Workshops: Master Classes in voice, acting, and various instruments throughout the year by guest artists from all over the world

Friends Helped:

- Purchase microphones for the Ashmore Auditorium
- Six students by funding scholarships to help them afford their PSC courses for fall and spring terms

\$38,086.21

RAISED TO SUPPORT PSC PERFORMING ARTS

The PSC Jazz Choir ▶



▲ Charlie Gibbons and Dominic Johnson in the 2019 performance of Uncle Vanya



▲ Left to right, Alaina Hannan, Rebekah Smith and Courtney Stewart at the PSC Wind Ensemble practice



Justin Jones in the role of Fester in the Performing Arts musical, *The Addams Family*. ▶



Jarel Warren, front, on trombone and Michael Dobbs, back, on trumpet at PSC Jazz Ensemble concert

The Center for Culinary and Hos

The Center for Culinary and Hospitality Management has program offerings that prepare and equip graduates for profitable and exciting careers in the hospitality and food service industries. Culinary Management Program students prepare and serve lunch and dinner to guests during the Fall and Spring terms.

PSC donors funded 35 awards that supported 20 culinary and hospitality students by providing \$18,291.42 in scholarships.

The Friends of Culinary Arts was formed in 2018 to help support the department and its students' emergency needs for equipment and incidentals. Students also participate and compete in other culinary events where they showcase their skills. Those events include:

SANTA ROSA KIDS' HOUSE CHILI COOK-OFF

Proceeds benefitting the Santa Rosa Kids' House.

16TH ANNUAL CHOCOLATE FEST

Presented by Sandy Sansing benefitting the Gulf Coast Kid's House.

MCGUIRE'S/IRISH POLITICIANS CLUB EVENT

McGuire Martin and family, members of the Irish Politicians Club and student scholarship recipients celebrated the most recent gift of \$35,000 to the Molly McGuire Culinary Arts Endowed Scholarship fund.

TASTE OF GULF BREEZE

Culinary students showcased their skills at The Taste of Gulf Breeze, a competitive event attended by over 800 guests.

WSRE WINE & FOOD CLASSIC

PSC culinary students joined 15 other local chefs supporting WSRE's mission to positively impact communities through education, entertainment, and engagement.



▲ Chef Kevin Bolton, the New Orleans host of 2 PBS cooking shows, held a meet and greet and cooking demonstration with culinary students.

\$12,088.70

**RAISED BY FRIENDS OF CULINARY ARTS TO SUPPORT
PSC CULINARY ARTS AND HOSPITALITY**

pitality Management



▲ Culinary Arts student Hannah Chase during a production class



▲ Culinary Arts students, T'Asia McCovery, top, and Michael Flake serve lunch at an American dining class.



▲ Culinary Arts students, Beth Boatwright and Madison Neal at Garde Manger, the annual PSC donor celebration event.

Anna Society for Visual Arts

The Anna Lamar Switzer Center for Visual Arts is an academic department at Pensacola State College. Located on the College's Pensacola campus, the center is supported by the Anna Society — a group of patrons who are passionate about arts education and cultural enrichment. The Anna Society advocates for and provides foundational dollars to the Anna Lamar Switzer Center, enriching our community at large.

PSC donors funded 39 awards that supported 33 visual arts students by providing \$10,450.02 in scholarships.

2019 Visual Arts Highlights:

- Hosted 9 visiting artists
- 29,065 visitors to the gallery

Friends helped:

- Purchase shelving for the permanent collection vault

\$17,912.55

RAISED BY ANNA SOCIETY MEMBERS TO SUPPORT PSC VISUAL ARTS



▲ Ceramics student, Jillian N. Heusohn



▲ Student, Daniela de Castro Sucre at the 2019 BAS Exhibition



▲ Students print and critique their work with photography professor Mark Francis, center, and department head, Krist Lien, right, in the photography digital lab.



Performing artist Taisan Tanaka demonstrates Japanese calligraphy as part of the exhibition, “Beauty in Use.” The Japan Foundation provided a grant to fund Tanaka’s travel expenses.

\$204,000

was raised by event sponsors and guests who provided cash and in-kind donations to support the PSC Fund for Excellence. This fund touches our students in all aspects of their education from scholarships to program enhancements and everything in-between.

Quail Hunt

Each February for more than eight years, guests have enjoyed this one-of-a-kind hunting event with all proceeds supporting the Pensacola State College Fund for Excellence. Hosted at the Dennis Lake Wing Club in Bay Minette, Alabama, guests enjoy full day and half day guided hunts.



Brad Hanssen and Cory O'Connell ▶ load up for the Quail Hunt.



▲ Big Break Golf Classic Chair, Sharon Hess Herrick with Greg McWherther

14th Annual Big Break Golf Classic

Presented by **SYNOVUS**
Chaired by Sharon Hess Herrick

We are grateful for the incredible sponsors and golfers who came out in support of our 14th Annual Big Break Golf Tournament. More than \$26,000 was raised.

Congratulations to the SYNOVUS team of **Jared Martin, Alex Niedermeyer, Harris Turner and Richard Turner** who placed first and to **Wayne Hood, Tim Mallory, Scott Grissett and Doug Rogers** who came in a close second.



◀ Team SYNOVUS, Pat Patterson, Randy Butler, Sheldon Bernau and Andrew Higgs

Team Raymond James, ▶ Lynn Ferrie, Natalie Cabe, Lindsey Elmore and Johnathan Duboc at the Big Break Golf Classic



“Our family at Trane strongly believes in investing in the education of future generations. We sponsor Pensacola State College’s Day of Clays Tournament to positively impact the lives of students in our community. It is imperative we continue to help provide them with a quality education with the long-term goal of stimulating our local economy.”

— Evan Helinski, Gulf Coast Trane

Garde Manger

Each year, over 800 hors d’oeuvres and sweet treats are prepared by second year Culinary and Hospitality students and shared at a donor appreciation reception. The event continues to grow and has become a wonderful opportunity for students to showcase their talents before graduation.



▲ College trustee, Ed Moore enjoys meeting culinary students at Garde Manger.



▲ Elite Mechanical's team is pictured left to right, with Ed Meadows, Eric McCall, James Solliday, Randy Hendricks, Russ Harris and Ron Jackson, event chair.

Day of Clays

Presented by **TRANE**
Chaired by Ron Jackson

More than 160 participants signed up for this annual fall event that raised more than \$90,000 for the Fund for Excellence.



▲ Clay Shoot Cart Sponsor James Rockhill and members of the Rockhill Team are recognized for their support before heading out to their stations.

New to the event was Sandy Sansing’s dealerships on hand to showcase their top 5 best-selling pick-up trucks.

Participants made it out to their stations in plenty of time for the 9 a.m. start and upon their return were treated to a fish fry lunch buffet sponsored by Chet’s, the Morette Company and The Lewis Bear Company.

A STARRY STARRY NIGHT HOLIDAY EXPERIENCE

Holiday Experience

Presented by Michael and Jo-Ann Price
Chaired by Jenn Cole

The 2019 Holiday Experience was hosted at Pensacola State College's **Milton Campus**. Known as a family-friendly campus, the evening allowed guests to hear about the PSC experience from students enrolled in Welding Technology, Cosmetic Arts and The University of Florida Natural Resource Conservation and Plant Science programs. Guests were also treated to a festive campsite sponsored by the Milton Campus Outdoor Club.

Along with a silent auction, live auction and holiday spirits guests enjoyed the sounds of the season performed by the 90-piece **Pensacola Civic Band**.

More than \$56,000 was raised to support our students and programs.

A very special thank you to Michael and Jo-Ann Price and Walmart Neighborhood Markets for their leadership as the event's top sponsors.



▲ Ed Meadows welcomes presenting sponsors Jo-Ann and Michael Price to the Holiday Experience.



◀ Holiday Experience Chair Jenn Cole, left, along with Steve DelGallo, right, admire their one of a kind sleigh purchase built by welding student Timothy Stephens.



Celeste and Rick ▶ Whisenant enjoy the night out.



Left to right: Mike Wiggins, John Hutchison and ▶ Steve Rhodes catch up prior to the start of the program.

Employee Gifts

are Vital to the Success of Pensacola State College

PSC employees donated:

2019: \$57,076.82

2018: \$42,592.91

2017: \$27,484.46

**2019 EMPLOYEE
GIVING INCREASED
BY 34%**



Sheila and Vaughn Nichols

PSC Executive Director of Marketing and Information

“Giving back and making a difference in our community is something Vaughn and I have done for years. As an activity sponsor for STEM students and a Take Stock in Children mentor through his employment with Gulf Power, Vaughn believes that you encourage and mold individuals while they’re young. I’ve worked for companies that recognized the benefits of an

educated workforce and I’ve always made contributions to educational endeavors. We feel compelled to support individuals who want an education but don’t have the means to achieve their dreams. We choose to give to PSC because our contributions make a difference in the lives of students. Our goal is to leave our legacy through our continued support of PSC.”



Rob Gregg

PSC Director of TRIO Veterans Upward Bound

“Education is a great equalizer. As a first-generation low-income male, I was an introvert. I was fortunate to have people in my community to guide me. Receiving help from others was a foundation to do my best in whatever I attempted. I had many people in my life instill the importance of education. Once I enlisted

in the Navy, I was fortunate to receive education benefits that allowed me to continue education with few boundaries. As a donor, I feel that I can remove or lessen financial barriers for those like me who don’t have the resources to achieve. Donations are one of the vehicles I use to aid those who I think need that help.”

Giving Back | Creating Impact



▲ Left to right, Jim Reeves, David Peadar, Jim Martin, McGuire Martin at a 2019 check presentation

Martin Family, McGuire’s and Irish Politicians Club

PSC has remained near and dear to McGuire’s Irish Pub, the Martin family and the Irish Politicians Club. Over the past eight years, Jim Reeves has worked with IPC members and the Martin family to coordinate 12 donations to PSC’s Culinary Arts Program.

In June 2015, the Molly McGuire Culinary Arts Endowed Scholarship fund was established with more than \$200,000 in donations. The scholarship honors the late Molly McGuire Martin, the matriarch of the McGuire clan. In 2019, IPC members donated \$35,000 to the scholarship fund which was matched by a \$25,000 donation from McGuire Martin. To date, the endowment principal stands at more than \$300,000.



▲ Gene and Maureen Valentino

Gene and Maureen Valentino

Gene and Maureen Valentino have made property and cash gifts valued at \$270,550 to support PSC’s Entrepreneurial Program. Students will participate each year in an entrepreneurship competition for a scholarship named after the Valentinos.

The Associate of Science degree in Business Entrepreneurship will now be named the Valentino Associate in Science Degree in Business Entrepreneurship. The college will also name a lecture hall in honor of Gene and Maureen Valentino, who reside in the Perdido Key area.

“Our students will participate in a head-to-head competition to develop a business plan,” Meadows said. “And that will give them real-life experience in actually trying to prepare all the elements that go into a business start-up.”

Valentino said he hopes the donation will encourage students with dreams of owning a business.



▲ Left to right, Ed Meadows, Herb Woll, Jan and Ron Miller, Andrea Krieger, Doug Bates and Betty Roberts

Jan and Ron Miller

In October, Pensacola State College was named the beneficiary of a \$2.4 million Charitable Remainder Unitrust (CRUT) established by Ron and Jan Miller. Based upon the terms and conditions of the trust agreement, the PSC Foundation is the sole beneficiary of the remainder in the trust. The Millers have long been active leaders in the community and say they are happy to establish the CRUT with the sale of their business, Arco Marine, and real estate holdings.

“When you have many blessings, it’s important to give back to the community in which you live. We both believe in the importance of education and are blessed to be able to do this.”

– Jan Miller

“The leadership at Pensacola State College prompted us to go ahead and give this gift. We were so pleased to become involved with Pensacola State. It’s one of the best things we ever did.”

– Dona Usry

Dona and Milton Usry Join Pensacola State ‘Hall of Honor’

When Dona and Milton Usry moved to Pensacola over 30 years ago, the couple became lifelong friends and supporters of Pensacola State College. In 2019, the couple donated \$100,000 to establish the Dona and Milton Usry Endowed Accounting Scholarship. On January 21, the College honored the Usrys by dedicating the PSC Board of Trustees Room to Dona and Milton Usry. During the ceremony, a portrait of the Usrys was unveiled in the Pensacola State College Hall of Honor.



▲ 2019 Foundation President Doug Bates with Dona and Milton Usry

Nonprofit Center for Excellence and Philanthropy

“Education is always important! Anytime we have a chance to learn about the industry and changing best practices, we should take that opportunity.”

— Kerri Smayda, Manna FoodBank

2019 Workshops:

- Hosted **21** members (**7** organizational memberships)
4 Individual Memberships
- **161** attendees participated from **24** nonprofits from Bay, Escambia, Okaloosa, Santa Rosa and Walton counties

GUEST SPEAKERS

Michelle Buchanan, Dini Spheris
Penelope Burk, Cygnus Applied Research Inc.
Dr. Debbie Douma, Pensacola State College
Chuck V. Loring, Loring, Sternberg & Associates
Gail Perry, Gail Perry Associates
Mary Claire Walther, Dini Spheris

Learning Gains — Top 3

PARTICIPANTS IN 2019 TRAININGS GAINED:

- Tools for developing creative engagement plans in order to appeal to major donors with the desire and capacity to give.
- Tactics needed to be more effective in a Grant Seeking World. They learned best practices for writing and managing winning grants.
- Insights into the campaign planning process in order to best meet donor expectations in the current fundraising environment.

% OF LEARNING GAINS

In the first three training sessions conducted at the PSC nonprofit center, attendees pre- and post-tests demonstrated a **220%** increase in knowledge.



▲ Penelope Burk, Cygnus Applied Research Inc., shares best practices on donor centered fundraising



▲ Gail Perry, Gail Perry Associates, shares her expertise on major gift fundraising

Our Generous Donors

Your gifts to the Foundation in 2019 make it possible to transform lives at Pensacola State College and beyond.

Thank you for helping us make a difference.

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Thanks to the generous support of donors and the community at large, the Pensacola State College Foundation ended 2019 with total assets of \$29,843,738. Approximately \$18 million is expendable and \$11 million is in nonexpendable forms such as endowments.

2019 Operating Revenue:

Contributions	\$ 2,109,316
In-kind Contributions	\$ 879,330
Other Operating Revenues	\$ 226,333

2019 Operating Expenses:

Program Services	\$ 1,602,843
Management and General	\$ 526,140
Fundraising	\$ 461,554

2019 Net Position:

Non-expendable	\$11,275,985
Unrestricted	\$ 1,111,443
Expendable	\$17,077,338



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