



FROSTBURG STATE UNIVERSITY
FOUNDATION, INC.



ANNUAL REPORT

FISCAL YEAR 2025

JULY 1, 2024 ~ JUNE 30, 2025

Gifts to the University

Fiscal year 2025 broke several fund-raising records including the highest giving participation rate among faculty and staff at 39.97%. More donors again this year than any other, 98, took advantage of charitable distributions from their IRAs. And the Foundation received the single largest gift ever, a trust valued at more than \$2.6 million.

Other single year records set in fiscal year 2025 include:

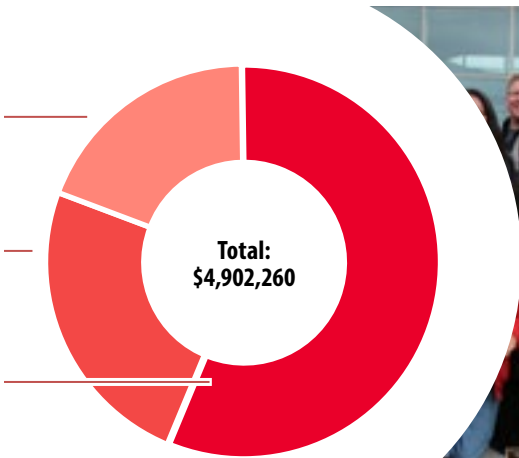
- Most funds raised for the endowment: \$2.83 million
- Most funds raised for scholarships: \$3.35 million
- Most repeat donors: 2,419

In addition to scholarships, unrestricted gifts to the Annual Fund are the best way for alumni and friends to help students achieve academic excellence through enriching experiences that will lead to their professional success. Through the Foundation's Opportunity Grant program, which is mostly funded by gifts to the Annual Fund, students benefit from research and travel opportunities, on-campus cultural programming and the most up-to-date learning tools for their fields. Opportunity Grants also support faculty and staff in their professional growth and development as they enhance FSU's reputation for quality teaching and academic rigor.



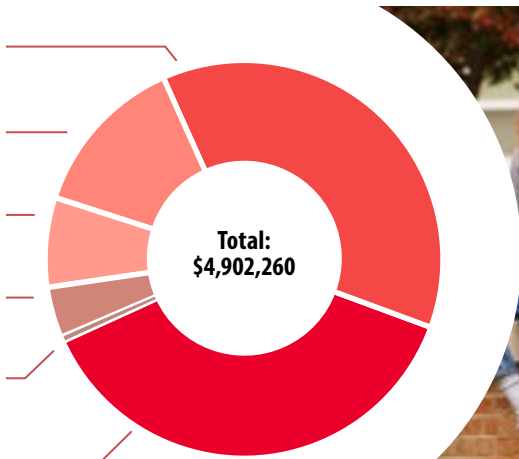
Gifts By Source

- Organizations**
\$937,948 (19.1%)
- Alumni**
\$1,199,587 (24.5%)
- Friends**
\$2,764,726 (56.4%)



Gifts By Type

- Outright Gifts**
\$1,823,939 (37.2%)
- Pledges**
\$652,883 (13.3%)
- Bequest Intentions**
\$357,823 (7.3%)
- In-Kind Gifts**
\$203,372 (4.2%)
- Matching Gifts**
\$17,250 (0.4%)
- Realized Bequests**
\$1,846,993 (37.7%)



Independent Auditors' Report

We have audited the accompanying financial statements of Frostburg State University Foundation, Inc. (a nonprofit organization), which comprise the statements of financial position as of June 30, 2025 and 2024, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Frostburg State University Foundation, Inc. as of June 30, 2025 and 2024, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Frostburg State University Foundation, Inc. and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Frostburg State University Foundation, Inc.'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Frostburg State University Foundation, Inc.'s internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Frostburg State University Foundation, Inc.'s ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The Schedules of Revenues by Services, Reimbursed Expenses to Frostburg State University Faculty or Staff, Fees Paid to Frostburg State University Faculty or Staff, and Schedule of Transfers to Frostburg State University are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Turnbull, Hoover and Kahl, P.A.

Oakland, Maryland September 24, 2025

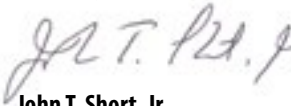
Management's Financial Responsibility

The management of the FSU Foundation, Inc., assumes responsibility for the fair presentation of the financial statements, prepared in accordance with generally accepted accounting principles in the United States, and has the full responsibility for the statements' integrity and accuracy.

The executive director, the director of Administration and Finance and the Board of Directors maintain a strong ethical climate, and we properly account for funds we hold and administer on behalf of our donors. We believe our internal controls provide reasonable assurances as to the integrity and the accuracy of those financial statements and other activities performed.

We recognize our fiduciary responsibility for the oversight of funds, contributed by donors for the benefit of Frostburg State University.

No events have occurred subsequent to the statement of the financial position, June 30, 2025, that would require adjustment to or disclosure in the financial statements.



John T. Short, Jr.
Executive Director, FSU Foundation

FSUF Non-Endowed Funds

As of June 30, 2025, Wilmington Trust had \$1.8 million under management with an annual market value increase of around 10%. The remainder of the \$8.2 million in non-endowed assets is invested with the University System of Maryland Foundation in quasi-endowments, deposited into accounts or in certificates of deposit at Truist Bank, ACT 1st Federal Credit Union, Chessie Federal Credit Union, Dollar Bank, Eagle Bank, First Peoples Community Federal Credit Union, First United Bank & Trust, State Employees Credit Union (SECU) of Maryland, and Somerset Trust Company.

These assets are comprised of 567 separate funds designated for academic and administrative departments, alumni programs, special projects, pass-through scholarships, and operations.

Purpose of the Endowment

Since 1978, the University System of Maryland Foundation has managed and administered funds for the benefit of institutions and foundations affiliated with the University System of Maryland as well as five Maryland community college foundations. Our investment objective is to generate returns sufficient to meet spending requirements while preserving the purchasing power of the Endowment over time. The Endowment pool is made up of several thousand individual Endowment funds which support scholarships, research, faculty, academic programs, and various special initiatives.

Investment Strategy

Our portfolio positioning is premised on risk tolerances and return objectives of a traditional university endowment. Central to this concept is the idea that capital is not immediately needed; therefore, a considerable portion of our portfolio is invested in opportunities that materialize over longer timeframes. By locking up our capital, we aim to capture an extra risk premium, known as the illiquidity premium. This premium is expected to enhance the portfolio's return, while also reducing its longer-term risk profile. To balance the portfolio's need for current income, we invest a material amount of capital in shorter duration, liquid investments. Approximately half of our investments can be converted into cash within one year.

Endowment funds are invested with a long-term perspective, and performance of the portfolio is assessed over varied market cycles. These cycles can persist over several years, irrespective of the conclusion of a calendar or fiscal year. We purposely design our portfolio for long-term diversification among factors such as geography, strategy, sector, liquidity, and instrument or investment vehicle type. While equity risk is a large component of our asset allocation, the portfolio is not designed to match U.S. equity market performance. Rather, the portfolio is constructed to provide less volatile year-over-year returns, capturing upside market potential and growth while protecting funds from large downside losses.

— USM Foundation

Endowment Summary Performance

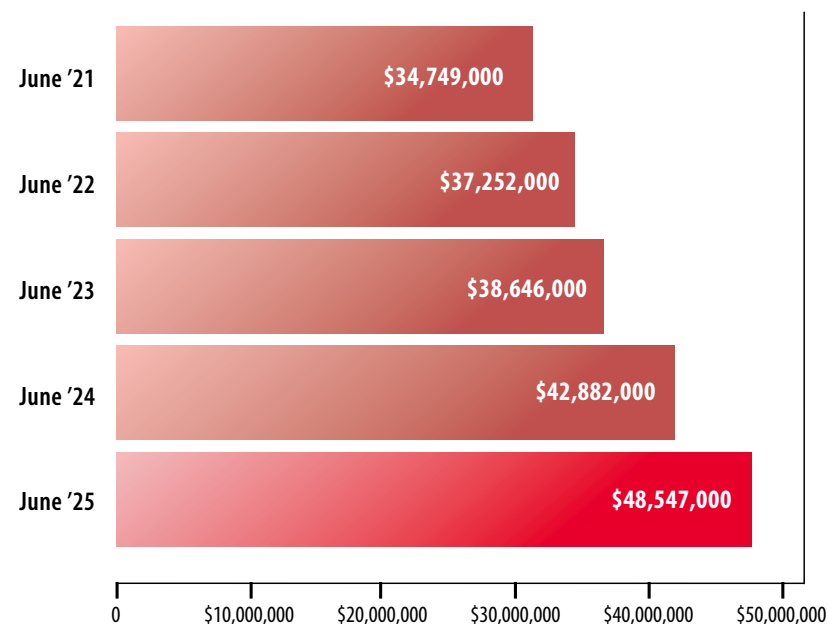
<i>As of June 30, 2025</i>	<i>1-year</i>	<i>3-year</i>	<i>5-year</i>
USMF Endowment	8.2%	7.6%	10.1%
<i>Comparisons</i>			
Policy Benchmark	10.9%	10.1%	9.0%
60%/40% Strategy (<i>Global</i>)	12.1%	11.4%	7.9%

Asset Allocation

	<i>MV \$ millions</i>	<i>% of total</i>	<i>Target Range</i>
Safe Assets	\$122.7	5.0%	0% - 25%
Public Risk Assets	\$1,292.4	53.0%	25% - 75%
Intermediate Assets	\$247.7	10.2%	5% - 25%
Private Risk Assets	\$775.3	31.8%	10% - 75%

Total USMF Endowment Pool = over \$2.4 billion

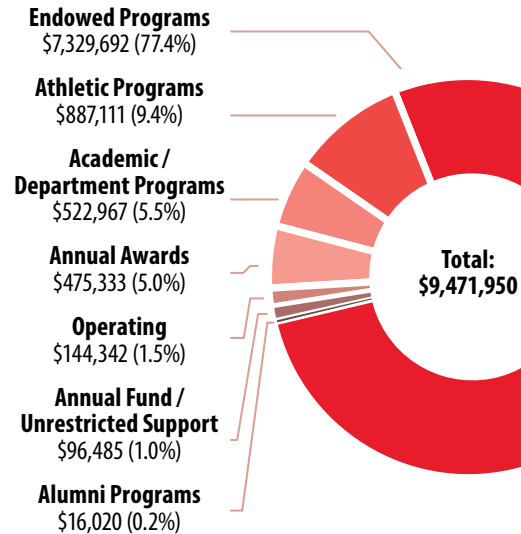
Historical Growth



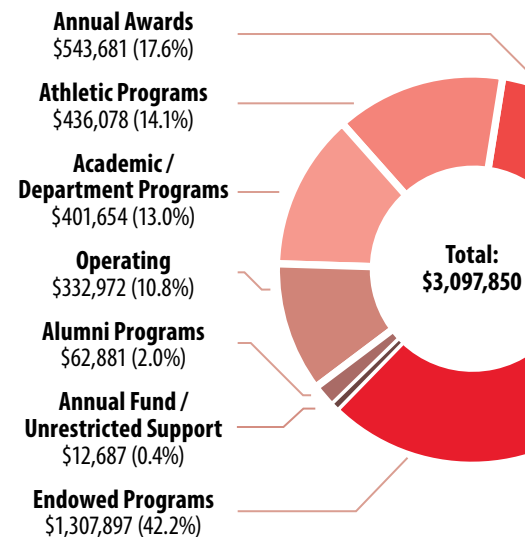
Revenues and Expenses

- The Foundation provided approximately \$2.87 million in total support of Frostburg State University. Since the start of the Forging Futures Campaign in fiscal year 2017, we have provided more than \$22.4 million in support of Frostburg State University.
 - Of the total support this year, scholarships and other student aid was about \$1.4 million.
 - 1,190 scholarships totaling \$1,310,254 were awarded to 739 students. This represents a 10% increase over the number of awarded students last year.
- It was a good year for investments with the net investment return at \$3.57 million. Last year was also a good year with a net return of \$3.40 million.
- Charitable gifts totaled \$5.65 million, a 33% increase over last year.
 - Almost half was from realized bequest intentions.
 - Although unrestricted Annual Fund contributions are always a small portion of the total, about \$96,500 this year, they help to fund the FSU Foundation Opportunity Grant Program.
 - Faculty, staff, and students can apply to receive funding for projects that focus learning on both the acquisition and application of knowledge, provide engaging experiences that challenge our students to excel, expand regional outreach and engagement, and/or align university resources - human, fiscal, and physical - with strategic priorities.
 - Not reflected in the revenues are:
 - \$890,000 in multiyear pledges. A multiyear or annual sustaining pledge can be established by going to www.frostburg.edu/makeagift.
 - \$4.2 million that has been conditionally promised from donors who have informed us that the Foundation is in their estate plans. For more information on creating a legacy for the benefit of Frostburg State University, visit <http://fsuflegacy.org/>.

Revenues



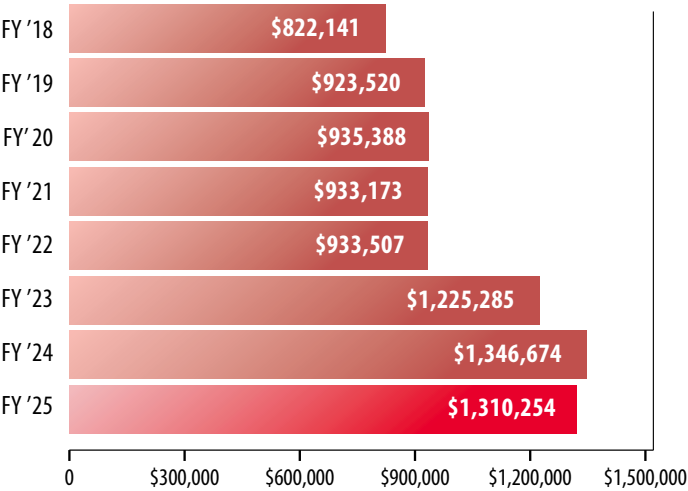
Program Expenditures



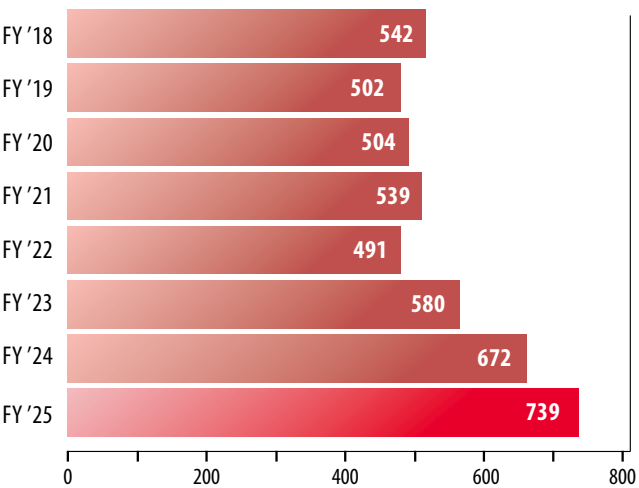
Scholarships/Student Aid Support

Of students enrolled at FSU, 65% receive some type of financial aid. The rate climbs to 89% for first-time undergraduate students. Gifts supporting scholarships are critical to recruiting and retaining students at FSU.

Amount Awarded

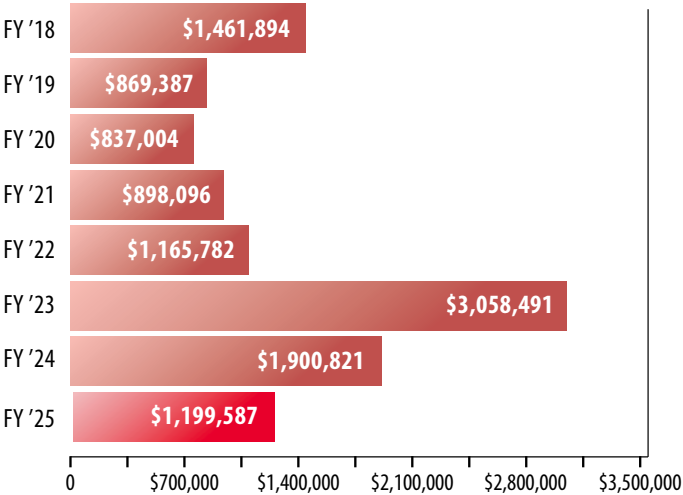


Students Awarded



Alumni Giving

FSU's alumni gave nearly \$1.2 million in fiscal year 2025, a drop from each of the past two years, but still more than each of the previous four.



Double the Donation

A matching gift from a donor's company can increase the charitable gift to the FSU Foundation. If a company has such a program, a donor can request a matching gift form from the employer or login to their online portal. Most companies match dollar for dollar. Some will even double- or triple-match donors' gifts. FSU will verify the completed form and return it to the company, which will then issue a matching gift to FSU.

Each company has its own guidelines for employees, spouses, retirees and widows/widowers.

Planned Gifts

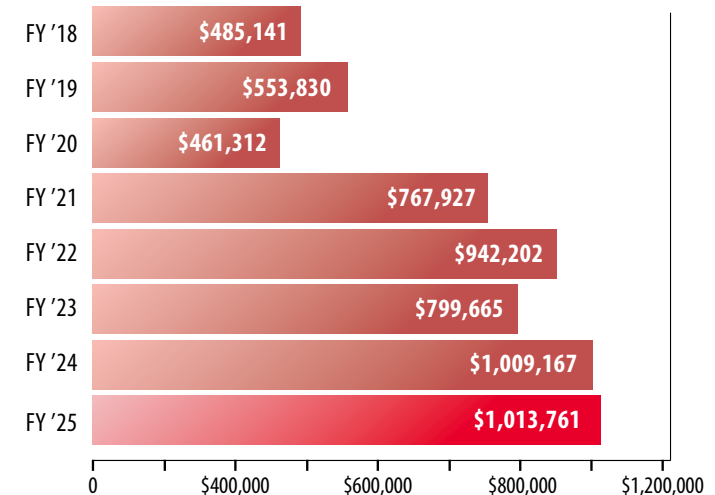
Planned, or estate, gifts are established after careful financial planning and are designed to leverage one's philanthropic motivations within the parameters of the tax law. Planned gifts include gifts by will or revocable trust, life insurance policies, charitable remainder or annuity, charitable lead trusts, and gifts of retirement plan benefits. Additionally, charitable gift annuities provide life-income and significant tax savings, and are best suited for donors age 60 and older.

The Foundation staff has considerable expertise in these areas, as do colleagues at the University System of Maryland Foundation office. Donors who make gifts to ensure the future of Frostburg State University through planned giving are welcomed as members of the Old Main Society.

For more details, visit <http://fsulegacy.org/>.

Easy Giving – Annual Sustaining Donors

An additional 14 supporters enrolled as Annual Sustaining Donors this year. The Foundation and FSU students rely on this ongoing support. Easy-giving options include monthly recurring electronic fund transfers, one-time and recurring credit card transactions, and online giving. Electronic stock gifts and IRA qualified charitable distributions are also popular options. One-time and recurring gifts can be established at www.frostburg.edu/makeagift or call the Foundation office at 301.687.4068 for details.



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Foundation Staff

Director of Admin. & Finance

Ms. Janelle A.W. Moffett

Accounting Associate

Mrs. JoLecia L. Crowe '94





THE FSU FOUNDATION, INC.

JOHN T. SHORT, JR., JD

VICE PRESIDENT FOR ADVANCEMENT AND REGIONAL ENGAGEMENT
EXECUTIVE DIRECTOR, FSU FOUNDATION, INC.

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