

NORFOLK STATE UNIVERSITY

2024 REPORT ON PHILANTHROPY

THE \$90 MILLION
"NOW IS OUR TIME CAMPAIGN"



MESSAGE FROM THE PRESIDENT

Welcome to the 2024 Norfolk State University Report on Philanthropy. It is within these pages that we celebrate all of our fundraising efforts over the past year. We are nearing the finish line... almost at the goal post of raising \$90 million in our most ambitious fundraising campaign EVER – **Now Is Our Time | The Campaign for Norfolk State University**.

As we reflect on the past year, we are reminded that 2025 marks the fifth anniversary of the COVID pandemic. The changes, shifts, shutdowns, remote learning, and working we endured now seem a distant memory. But in 2020, some of the issues we faced seemed insurmountable. We persevered, adapted and learned valuable lessons. The philanthropy industry turned on a dime and streamlined many services, and found innovative ways to connect and engage donors. If you think about it, COVID transformed how we conduct business.

Norfolk State University continued its steady march forward and thanks to our contributors and supporters, we finished 2024 strong during the silent phase of the biggest fundraising effort in the University's history.

Let's take a step back in history to another place and time. NSU launched its first-ever comprehensive campaign back

in the summer of 2002, under the leadership of the University's third president Dr. Marie V. McDemmond. The Campaign for Norfolk State University: Initiatives for the Future had a goal of \$15 million. The public phase of the effort was kicked off during the University's 70th anniversary gala in 2005. This fundraising campaign focused on raising money that would position NSU as a leader in research, teaching and technology. The campaign not only accomplished its fundraising goal – exceeding it by raising \$15,380,569, but just as importantly, it raised a new awareness among alumni about the need for increasing funds for student scholarships.



NOW IS YOUR TIME TO GET INVOLVED AND PUSH US TO THE FINISH LINE.



Fast forward 20 years and Norfolk State University has begun the boldest fundraising operation in the institution's history: **Now Is Our Time | The Campaign for Norfolk State University**. With your support and continued contributions we will indeed position the University as a transformative force for education.

Now Is Our Time | The Campaign for Norfolk State University priorities are ambitious and doable. Our priorities include:

- **Investing in People.** Additional scholarships will enable the University to enroll and retain more students by increasing the average financial aid package.
- **Strengthening Academic Programs.** We continue to invest in and showcase our capabilities and increase demand for an NSU degree.
- **Elevating Athletics.** We've increased the cumulative GPA among student-athletes, but there is still a growing need for 5th year scholarship funds.
- **Advancing Excellence Year-After-Year.** Your gifts provide the flexibility our students need when opportunities or unforeseen challenges arise. Annual funding allows the University to advance overall academic programs and increase student access to programs that benefit student health and well-being.

I would like to thank everyone who believed in the goal and mission of the Campaign and gave of their time, talents and treasures to make it a success. I also want to thank the Campaign's Steering Committee... a steadfast group of Norfolk State University benefactors and alumni who provided leadership for a diverse group of professional fundraisers and volunteers. Thank you all for a job well-done. Your commitment to the campaign and to NSU is unparalleled.

If you believe in the power of Norfolk State University, join us and contribute to the Campaign for Norfolk State University. Now is your time to get involved to push us to the finish line. **Now Is Our Time | The Campaign for Norfolk State University** will wrap up during the University's 90th anniversary in September 2025.

Make your gift today by calling (757) 823-8323 or via mail. Make checks or money orders to: Norfolk State University Foundation, 700 Park Avenue, HBW, STE. 410, Norfolk, VA 23504, or give online 24/7 at www.nsu.edu/givenow


Javaune Adams-Gaston, Ph.D.
President



BOARD OF VISITORS

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HEIDI W. ABBOTT

T. MICHAEL ANDREWS

GILBERT T. BLAND

DWAYNE B. BLAKE, *Vice Rector*

DR. KATRINA L. CHASE, *Secretary*

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JAMES JAMISON

DARRELL "DJ" JORDAN

CONRAD MERCER HALL

DELBERT PARKS

EDWARD SANDERS

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SGA President (Student Representative)

DR. ROBERT K. PERKINS
*Faculty Senate President
Faculty Representative*

PRESIDENT'S CABINET

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for Institutional Effectiveness

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GERALD E. HUNTER, PH.D. | Vice President for Finance & Administration

CLIFFORD PORTER, J.D. | Vice President for University Advancement

LEONARD BROWN, D.M. | Vice President for Student Affairs

ERIC CLAVILLE, J.D. | Interim Executive Advisor to the President,
Governmental Relations

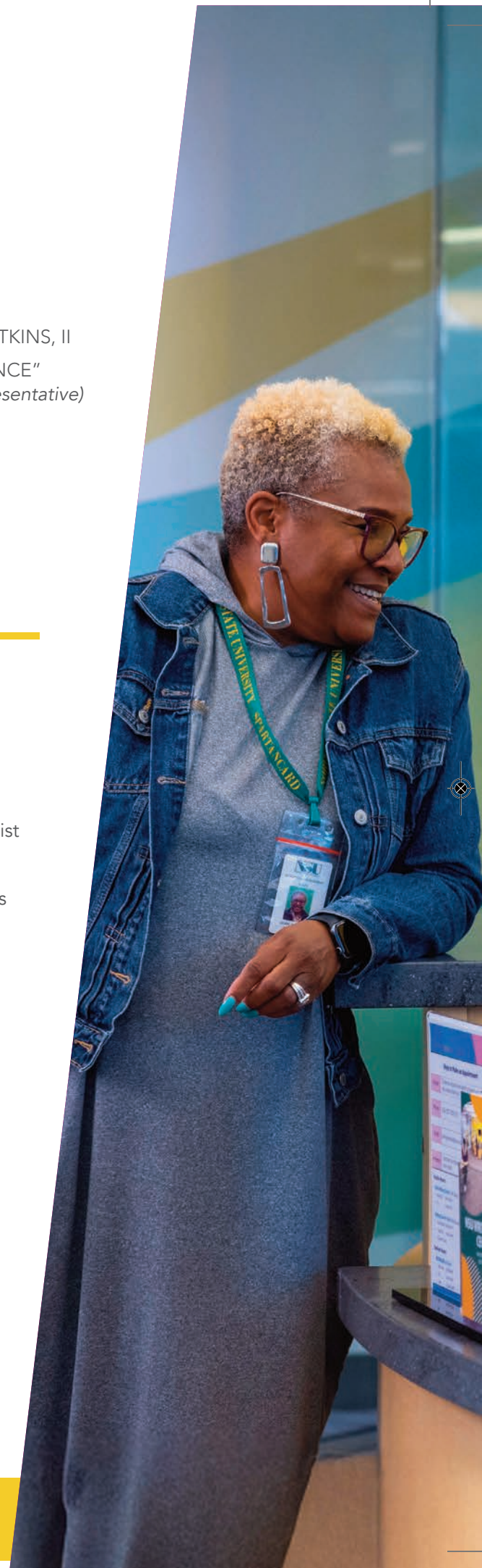
MELODY WEBB, ED.D. | Athletics Director

TANYA S. WHITE, ED.D. | Chief of Staff

PAMELA F. BOSTON, ESQ. | University Counsel

MELISSA J. BARNES, ED.D. | Interim Associate Vice President for
Enrollment Management & Special Advisor

AURELIA T. WILLIAMS, PH.D. | Special Advisor to the President & Senior
Vice Provost for Academic and Faculty Affairs



WE SEE THE
FUTURE
IN YOU.



IT IS
INDEED
OUR TIME.



MESSAGE FROM THE VICE PRESIDENT



Dear Spartan Family and Friends,

What a year it's been! I write to you as we celebrate another extraordinary year of philanthropy at Norfolk State University. The spirit of "Now Is Our Time" truly came alive in 2024, and I can't help but feel overcome with gratitude for each of you who stepped up for our beloved NSU this past year.

Last year marked a pivotal moment in our University's history with the public launch of our "Now Is Our Time" Comprehensive Campaign. As the second campaign in Norfolk State's history, this initiative to raise \$90 million will propel Norfolk State University to unprecedented heights. I am humbled to report that your generosity resulted in over \$11.2 million raised with over 4,000 donors answering the call to support our mission, and we're just getting started.

When I gaze out the windows of Wilson Hall, often with the soulful sounds of Otis Redding playing softly in the background, I think of the countless lives being transformed through your gifts. Each contribution, regardless of size, represents a belief in our students and their endless potential.

The stories of our donors inspire me daily.

Partners like Langley Federal Credit Union who demonstrated their commitment to our students through their expanded partnership that will award up to 10 scholarships annually over the next several years. And how I was particularly moved by the generosity of Drs. Howard and Eloise Adams, who made a new pledge to their already existing endowment. And then, how can I not mention the incomparable Ms. Tamar Braxton, whose support of alumnus Phil Thornton's endowment will provide support for years to come.

As the momentum of our campaign continues to build, I firmly believe that with your continued support, we will not only reach but exceed our \$90 million goal by the close of 2025.

Now is indeed our time to dream bigger, reach higher, and show the world what Spartan excellence looks like.

With Spartan pride,

A handwritten signature in green ink, reading "Cliff Porter".

Clifford Porter, Jr., J.D.

Vice President for University Advancement



ABOUT THIS ISSUE

Now is Our Time...

Welcome to the annual **Norfolk State University Report on Philanthropy (ROP) – reporting year 2024**. This annual statement highlights the University's fundraising activities and is also designed to specifically showcase the achievements of the University Advancement Division's fundraising program. It also provides our benefactors with an overview of dollars raised and how they are allocated to further the University's overall mission, goals and strategic plan.

In the fall of 2024, NSU launched the second largest fundraising campaign in the institution's history – **Now Is Our Time | The Campaign for Norfolk State University** – with the goal of raising \$90 million. The public phase of the campaign kicked off in September 2024 and will culminate with the University's 90th anniversary in September 2025. Because of you, our loyal financial sup-

porters, at the time of this report we have already raised more than \$80 million. In addition to the campaign's monetary goal, other campaign objectives include shaping and transforming the University's future, enabling NSU students to thrive, and empowering NSU to continue to innovate and lead in an ever-changing global landscape.

In this issue of the ROP, you will find donor stories that will inspire, inform and demonstrate the NSU community's passion and unwavering support for this historical institution of higher education. It's all about the students and their futures and as one donor noted, students are not just a number at NSU. They are treated respectfully and as people on a mission. Indeed, we do see the future in every student... all 6,500-plus. Scholarships, funded by your contributions, allow students to focus on their academic progress and not worry

about their finances. Student financial aid allows many of our students to graduate debt free.

During the campaign's public launch last fall, the University received pledges and contributions from many long-time supporters, including the NSU Alumni Association, Landmark Foundation and the Estate of W.T. Mason, Jr. We hope that you will be inspired to join the campaign effort when you read about people like Drs. Howard and Eloise Adams who fell in love on the NSU campus and have now created an endowment; or the history of Old Donation church members, Daniel and Nancy Ries, and the building of a new relationship; or the story of Brenda Williams who established an endowment in honor of her mother, who instilled in her the importance of a solid education. You will find a host of additional contributors and a breakout of giving levels – all illustrated with meticulous care in an effort to explain how fundraising impacts NSU's academic programs and services.

The Now Is Our Time | The Campaign for Norfolk State University's steering committee, University Advancement staff and a dedicated group of volunteers created a strategic plan for the University's growth now and well into the future. Campaign priorities include investing in people, strengthening academic programs and wraparound services for students, elevating

athletics and advancing excellence year after year. We believe in the power of Norfolk State and the passageways the institution opens for its students.

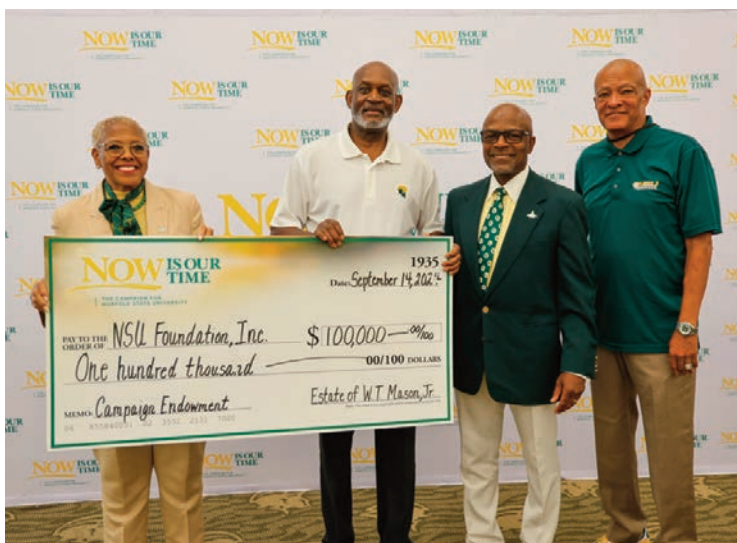
The Report on Philanthropy is a comprehensive thank-you card to our benefactors and a celebration of our donors for their faithfulness and continued support of Norfolk State.

Thank you for believing in Norfolk State and for believing in us to take the institution into the future. Your generosity to the Campaign helps turn the dreams of our students into reality. Each contribution fuels and transforms the University's ability to provide a high-quality education.

Join us in our efforts to hit the \$90 million goal of the **Now Is Our Time | The Campaign for Norfolk State University**. It's so easy to make a contribution . . .

- Online – Visit www.nsu.edu/givenow
- By Mail – Norfolk State University Foundation, Inc., 700 Park Avenue, HBW, Suite 410, Norfolk, Virginia 23504
- By Phone – (757) 823-8323
- By Texting – [nowisourtime](https://www.nowisourtime.org) to 41444

Thank you all for your continued support of Norfolk State University.



NSU Alumni and the Biology of Love

A LIFELONG COMMITMENT TO THEIR ALMA MATER

Drs. Howard G. and Eloise Christine Davis Adams met on the campus of the Norfolk Division of Virginia State College in 1960, when she was a freshman, and he was a sophomore. Dr. Howard Adams is a native son of Pittsylvania County, Virginia and Dr. Eloise Adams was born in Southampton County and grew up in Norfolk, Virginia. A chance encounter would change their lives forever and set them on a path of a longtime love affair, not only with each other, but with their alma mater that would become Norfolk State University. A testament to their passion for education and drive to leave a legacy for future generations of students, the couple has created an endowment at NSU. "Support for our alma mater is important," exclaimed Dr. Howard Adams.

The couple, who have been married for 60 years, have dedicated their lives to not only each other but to the cause of education. They share similar early education backgrounds—having had a daily



walk to their respective elementary, middle and high schools. Tenacity and determination are the words that describe them. "I met my wife-to-be, Eloise Christine Davis, also a biology major, in the

SUPPORT FOR OUR ALMA MATER IS IMPORTANT.

fall of 1960," said Adams. "We became study partners following the same biology degree program. We both graduated with B.S. degrees from Norfolk State College in 1964." Dr. Howard Adams began his career in public education holding positions as a STEM educator at Jacox Junior High School. He earned a master's degree in biology as a part-time National Science Foundation STEM educator in 1967, and later taught biology at Norview High School. He accepted a position in higher education in 1970, becoming Norfolk State's first executive director of alumni affairs. In 1973, he was granted a leave of absence to pursue a Ph.D. at Syracuse University. After earning his Ph.D., Howard Adams was recruited to serve as the inaugural executive director for the National Consortium for Graduate Degrees for Minorities in Engineering Inc., the GEM program headquartered at the University of Notre Dame. He retired from GEM in 1995. In 1998, he launched H.G. Adams & Associates Inc., a consulting company providing human development training to a wide range of industrial, educational and governmental clients.

After graduating from the Norfolk Division of Virginia State College in 1964, Dr. Eloise Adams attended Medical Technology School in Mt. Kisco, New York where she earned a certification as a medical technologist. She served as a medical

technologist at Norfolk Community Hospital, the city of Norfolk's only Black hospital, located on Corprew Avenue where the NSU's police department and a residence hall sit today. She left the medical field and began teaching at Booker T. Washington High School. Dr. Eloise Adams also attended Syracuse University where she obtained a master's degree. After teaching biology for nine years in Indiana, she left to pursue a Ph.D. at the University of Florida and graduated with the doctorate in molecular biology in 1993. After a 10-year stint as a biology teacher in the Fulton County School System in Georgia, she retired and moved back to Norfolk, Virginia with her husband.

After living storied lives and careers in counties and states around the country, the couple continue to exhibit a life-long love for each other and Norfolk State University. "The purpose of the endowment is to support Norfolk State University. We are vested in supporting students and hope that our financial support will be invested toward scholarship aid," said Dr. Eloise Adams.

Thanks to alumni supporters like Drs. Howard and Eloise Adams, Norfolk State has reached more than 80% of our campaign goal. Their message to alumni and potential donors is simple and succinct... "Support your alma mater!"





2024 REPORT ON

PHILANTHROPY

TOTAL GIFTS AND PLEDGES

\$11,278,132

ALUMNI DONATIONS

\$3,934,914

DONATED BY THE NSU ALUMNI ASSOCIATION AND ITS CHAPTERS

\$173,873

DONATED BY CORPORATIONS AND FOUNDATIONS

\$2,427,508

GIVEN BY GRADUATES FROM CSET

\$524,589

GIVEN BY GRADUATES FROM THE COLLEGE OF LIBERAL ARTS

\$245,174

GIFTS FROM NSU ATHLETICS FOUNDATION

\$130,294

GIFTS FROM THE NSU FOUNDATION, INC.

\$349,892

ENDOWED/PRIVATE SCHOLARSHIPS SUPPORT FROM THE NSU FOUNDATION, INC.

\$3,408,592

TOTAL NUMBER
OF DONORS

4,002

TOTAL NUMBER OF
ALUMNI DONORS

2,321

DONORS WHO WERE
FRIENDS OF NORFOLK STATE

966

GIFTS OF \$5,000
OR MORE

307

NUMBER OF CLUBS AND
ORGANIZATIONS THAT
DONATED TO NSU

92

DONORS WHO RESIDED
IN VIRGINIA

68.60%

GIFTS OF
\$50,000 OR
MORE

23

ALUMNI
PRICIPATION RATE

7.59%

WOMEN DONORS

60.50%

ALUMNI DONORS
WHO GRADUATED
FROM THE COLLEGE
OF LIBERAL ARTS

20.33%

NEW
ENDOWMENTS

18

DONORS WHO RESIDED
IN WASHINGTON
DC, MARYLAND AND
NORTH CAROLINA

15.22%

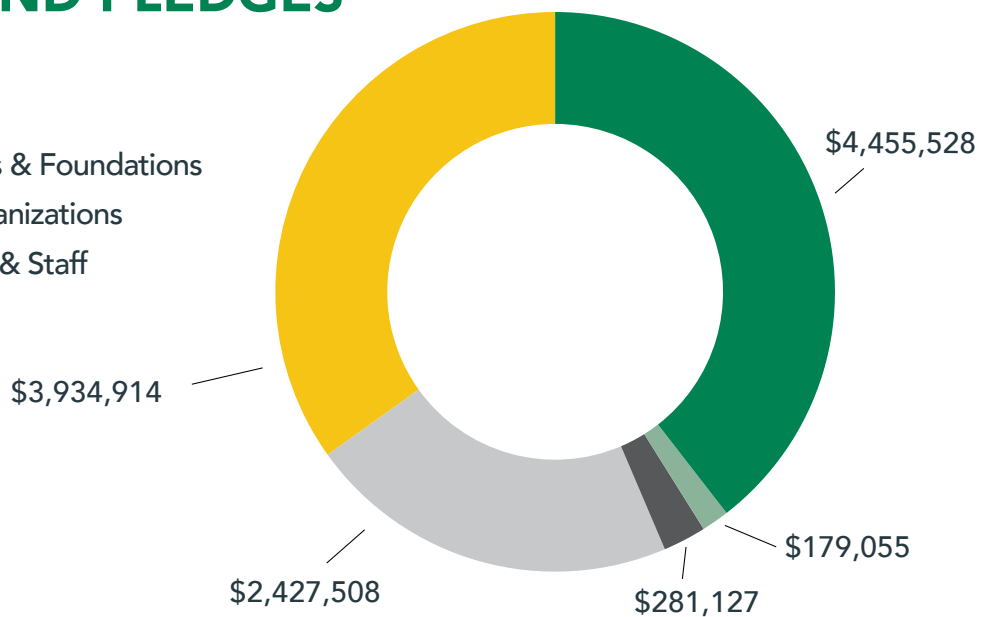
ALUMNI DONORS WHO
GRADUATED BETWEEN
1970-1990

32.83%

TOTAL GIFTS AND PLEDGES

- Total from Alumni
- Total from Corporations & Foundations
- Total from Clubs & Organizations
- Total from NSU Faculty & Staff
- Total from Friends

Total **\$11,278,132**



Old Donation Church Family SUPPORTS NSU BEYOND DOLLARS AND CENTS



In an era where diversity, equity and inclusion (DEI) programs and the history of Black and brown people are being eradicated, the Daniel and Nancy Ries family and their church family, Old Donation Church based in Virginia Beach, have acknowledged a shameful past in American history and have put their money toward an effort to support Norfolk State University and learn more about the Black experience in the United States.

Daniel Ries is a retired Naval officer and engineer with degrees in metallurgical engineering, solid mechanics and materials engineering and Naval architecture among others. His wife, Nancy, holds a bachelor's degree in family and child



development and an MBA from the Citadel. They both are retired and now devote their time and energy to pursuing social justice. The Ries family are members of Old Donation Church, which

evolved from the historic Old Donation Episcopal Church founded by Adam Thoroughgood in 1637. "Buildings and the location have changed over the years, but the current church on Witchduck Road was erected in 1736 and restored in 1916," said Nancy Ries providing a brief historical background. "Originally referred to as the Lynnhaven Parish Church, it was renamed Old Donation to memorialize Reverend Robert



Dixon's donation of his estate. Currently, our parish has about 800 people reflecting a broad range of ethnic and national backgrounds."

Old Donation Church's now retired rector, Rev. Robert J. Randall, Daniel and

WE HAVE A RESPONSIBILITY TO MAKE A DIFFERENCE IN A POSITIVE WAY.

Nancy Ries and other church leaders elected to establish an endowed scholarship at Norfolk State University after recently discovered church records revealed a little known fact about the parish. Historical documents revealed an enslaved woman named Rachal was sold by the church in 1767 to raise money to purchase additional enslaved persons. Nancy Ries recollects what Rev. Randall said about the finding in the church records... "We contributed to some of the problems. We benefited from some of the problems. Therefore, we have a responsibility to make a difference in a positive way." She continued, "We chose Norfolk State because it is an HBCU in our community. In some small way, we pray that it demonstrates our commitment to live

into the beloved community by working to right systemic and generational wrongs. Although now retired, Rev. Randall is committed to spreading the story of Rachal to other Episcopal churches in southern Virginia, and we hope to encourage other congregations to also contribute to the endowment."

Daniel and Nancy Ries have contributed \$25,000 to the Rachal Scholarship of Episcopal Parishes which was established in 2024. "Once the scholarship was established, we became aware of the generous matching opportunity made by the Norfolk State University Foundation (NSUF), and we made an individual contribution to the endowment to take advantage of the match. It is not restricted to a specific academic discipline," she added.

Old Donation Church and the Ries family have created more than an endowment at NSU. Their gift has nudged the university closer to its fundraising goal in the **Now Is Our Time | The Campaign for Norfolk State University**. They have also forged relationships that build a better understanding and community ties. "Old Donation is thankful for our continuing partnership with Norfolk State. Rev. Randall delivered the invocation and benediction during the fall 2023 commencement." Clifford Porter, vice president for University Advancement, gave a sermon at the church, and Dr. Stephanie Richmond presented her research paper titled, *Sold Down River*. In addition, the NSU Concert Choir has performed twice at Old Donation Church. "We value this relationship. And, we recognize the value of higher education. We support NSU through the Rachal scholarship to help students who might not otherwise be able to continue their studies without the burden of financial stress."

Nancy Ries ended our conversation quoting the Book of Acts 20:35. "It is more blessed to give than to receive."

EMERALD SOCIETY INDUCTEES

2015 EMERALD SOCIETY INDUCTEES

Glenn R. Carrington '77
Joyce D. Daniel '74*
William T. Delk '67 & Mozella W. Delk '68
Jack L. Ezzell
Thelma M. Hayes '41*
Earlie P. Horsey '76 & Charolette C. Horsey '75
Earl E. Lee '84
Dr. Robert B. Lee, III (B.S.'66) & Dr. Margaret G. Lee
Harvey L. Lindsay*
Marty L. Miller '69
Shelvee H. Osborne '79
B. Kennon E. Outlaw '68
Carlton L. Perkins '73
Dr. Leroy E. Stiff '65* & Dr. Minnie A. Stiff '65
COL (Ret.) James W. Whitehead '76

2017 EMERALD SOCIETY INDUCTEES

Dr. Janet M. McKenzie '73
G. Gilmer Minor*
Eddie N. Moore & Elisia A. Moore
Robert C. Nusbaum*
Kyle B. O'Quinn '15

2018 EMERALD SOCIETY INDUCTEES

Rhonda L. Allen '83
Dr. Tommy L. Bogger '68 & Nan H. Bogger '70
Lewis C. Booker '74
COL (Ret.) Byron L. Cherry, Ph.D. (B.S. '82)
& Rev. Josephine B. Cherry '83
COL (R) Harold L. Hagans '71 & Teresa Hagans
Dr. Carl W. Haywood '71
Rev. Dr. Keith I. Jones '76
Clarence L. Lewis '67 & Vivian Lewis
Michael M. Riddick '69 & Mona A. Riddick
CDR. William "Lin" Walton '66 USN (Ret.)

2022 EMERALD SOCIETY INDUCTEES

Dr. Morry D. Brown '91
& Amy Brown
Russell A. Clark '71*
& Parisiene T. Clark '71
Lajuana M. Collins, M.D. (B.S. '83)
Blanche Neal Duggins '65
Ernest M. Ellis, Jr., CIA, CFE '77
Deborah C. Fontaine, Ph.D.
LTC (Ret.) James R. Harris '91
& Angelita Harris
Curtis L. Hurdle
Dr. Grady H. James
The Honorable Jerome James
Clevester Jones '91
& Dameron L. Jones '91
Tamara A. Jones, M.D. (B.S. '96)
Crystal C. Lassiter '92
Lorie A. McCowan '96
Delbert H. Parks
Mervin Pitchford '70
& Sandra Pitchford '70
Challis L. Purrington, Sr. '74
& Mary E. Purrington '75*
Robert M. Randall '73
Archie W. Robinson '70 *
Dr. Michael M. Shackelford
& Dorothy Shackelford
Chester L. Steward '71
& Frances W. Steward '71
Bobby N. Vassar, J.D. (B.A. '69)
Jon Yarbrough
& Katherine L. Yarbrough

*Deceased



2024 EMERALD SOCIETY INDUCTEES

Anonymous

Dr. Howard G. Adams (B.S. '64)

& Dr. Eloise C. Adams (B.S. '64)

Rev. Jeffrey D. Belfield & Kathy Pope Belfield '87

Willie L. Brown '79

Malcomb D. Coley

Charles R. Cone '95 & Clementine S. Cone

Clifton J. Crocker & Eunice R. Crocker '69

Elizabeth C. Dooling, M.D.

Tony A. Fisher, Jr. & Dr. Patricia H. Fisher (B.S. '71)

Dr. Deborah S. Foreman (B.S. '76)

Dmitri Gaston & Javaune Adams-Gaston, Ph.D.

Estherine J. Harding '74

Devon M. Henry '00 & Angela Henry '00

James H. Hunt, Jr. & Laura B. Hunt

Gerald E. Hunter, Ph.D.

The Honorable Raymond A. Jackson '70

COL (Ret.) Timothy E. Lamb '83

Leatha M. Lamison-White '74

Dr. Janet M. McKenzie (B.S. '73)

Carolyn W. Meyers, Ph.D.

Jeff Moore & Rosel Moore

Donnell C. Parham '80

Langston B. Powell, Jr. '76

Charles T. Saunders, C.P.A. & Judith D. Saunders

John E. Warren

Walter R. Wall & Heather A. Johnson Wall

Clyde D. Wiggins '67

Dr. Albert J. Williams (B.S. '69) & Brenda W. Williams '68

ENDOWMENT FUNDS

100 Kappas for \$100,000 Endowed Scholarship Fund	Brumage, Byrd, Ferguson, Satterfield, Williams, Warner Endowment
Adolphus C. Hailstork, III Endowed Scholarship Fund	Burwell H. and Joella O. Cachelin Endowed Fund for The Arts
AEA Education Foundation Inc. Endowed Scholarship Fund	Business Integration Group Business and Technology Endowed
AEA Education Foundation Inc. Patrick L. Allen, Sr. Endowment	Carnival Fund
AEA Education Foundation Inc. Roscella L. Plowden Endowment	Central Virginia Chapter of NSUAA Endowed Scholarship Fund
AGL/VA Natural Gas Leadership Endowed Scholarship	Charles & Judith Saunders Endowed Scholarship for Accounting
Agnes Moore Jennings Endowed Scholarship	Charles H. & Babbette Smith Scholarship
AKA-HBCU Endowed Scholarship Fund	Charles M. Williams Sr Endow. for Arts & Scientific Research
Alzie Frances Walker II Endowed Scholarship Fund	Charles O. Christian Endowed Athletic Scholarship Fund
An Achievable Dream Scholarship Endowment Fund	Charlie & Rosa Brown Endowed
Angela Renee (Story) Freeman Endowed Memorial Scholarship	Charlotte Avery Johnson Endowed Scholarship Fund
Arthur A. Wall Scholarship	Ches/VB Chapter/The Links
Arthur and Malofia A. Lamb Parker Endowed Scholarship Fund	Chloe E. Jones Endowed Scholarship Fund
Arthur Jackson Endowed Program Fund	Clarence & Mary Coleman Endowed
Augustine & Herta Okonkwo Biology Endowment	Clarence Lewis Technology Endowed Fund
B Kennon E Outlaw Electrical/Electronic Engineering Endowed	Cle & Dameron L. Jones Endowment Fund
B Kennon E Outlaw Physics Endowed Scholarship Fund	Cluster Scholarship
Bank of America Endowment	COL (Ret) James W. Whitehead, Jr. Endowed Scholarship Fund
Barbara Stanley Bracey-Scott Memorial Endowed Fund	COL (Ret.), Dr., and Ms. Morgan Endowed Scholarship Fund
Beazley Foundation Endowed Scholarship	COL(Ret.) Timothy, Janet, & Marie Lamb Endowed Scholarship Fund
Bell Atlantic/White Scholarship	College Endowment Funding Plan
Bishop Kim W. Brown '84 Endowed Scholarship Fund	Colonel Chauncey F. Crenshaw MAC Endowed Scholarship
Bonham's CASCADE Endowed Fund	Colvin Gibson History Scholarship Fund
Brandon Jones Memorial Endowed Scholarship	Conrad M. Hall and Family Endowed Merit Scholarship Fund

*List includes endowments fully established through December 31, 2024

Conrad M. Hall Chair for Constitutional
and U.S. History
Corprew Avenue Foundation
Endowed Scholarship
CSET Endowed Program Fund
D. Bryan Dodson Endowed Scholarship
Daniel D. Felder, Jr. Endowed Scholarship
Deborah C. Fontaine & Gerald E. Hunter
Presidential Scholars
Delbert and Lerlynn Parks Endowment
for Diversity in STEM
Delta Epsilon Silver Star Scholars
Endowed Scholarship Fund
Derrick and Anita Glymph Endowed
Scholarship for Nursing
DeWayne "Lou" and Jacqueline
Wilcher Endowed Fund
Dewotha Stewart Jarvis Fund
Diageo Endowed Scholarship Fund
Diggs/Scarborough, SGRho Sorority, Inc.
Endowment Fund
Digital Gaming Corporation Endowed
Program Fund
Disney/HRIM Endowment
DNIMAS Alumni Chapter Endowed Scholarship
DNIMAS Support Endowed Scholarship Fund
Dominion Energy Endowment for CAAMP
Dominion Virginia Power Engineering Scholars
Dong Soo Kim Scholarship
Dorothy B. Brothers Endowed Scholarship Fund
Doveanna Ruth Garner Memorial Endowed
Scholarship Fund
Dr. Andria Chapman-Taliaferro Endowed
Scholarship Fund

Dr. Carl W. Haywood Legacy Fund
Endowed Scholarship
Dr. Carla T Jones Endowed Scholarship
Dr. Carolyn Winstead Meyers Endowed
Scholarship
Dr. Clarence Cuffee Endowed Scholarship
Dr. Clarence W. Murray, Jr. Memorial Scholarship
Dr. Deborah '76 and Phillip Foreman
Endowed Scholarship Fund
Dr. Elsie Barnes Endowed Scholarship
Fund for Liberal Arts
Dr. Gwendolyn Joyce Moss Endowed
Scholarship Fund
Dr. Howard G. and Dr. Eloise C. Adams
Endowed Scholarship
Dr. Hugo Owens Endowed Scholarship
Dr. James E. Savage, Jr. Psychology
Endowed Program Fund
Dr. James E. Savage, Jr. Psychology
Endowed Scholarship
Dr. James W. Howell, Sr. Endowed
Scholarship Fund
Dr. Javaune Adams-Gaston and Mr. Dmitri Gaston
Presidential Endowed Scholarship Fund
Dr. Joy A. Cooley-Doles & Mr. Dannis R.A.
Doles Endowment
Dr. Melody M. Webb Athletic Endowed
Scholarship Fund
Dr. Robert Orlando Scott and Family
Endowed Scholarship Fund
Dr. Rubelia Johnson Escoffery Endowed
Scholarship Fund
Dr. Rudolph T. Gordon Endowed
Scholarship Fund



ENDOWMENT FUNDS

E.L. Hamm Scholarship
E.L. Brown Professorship
Earl Clanton Memorial Fund
Earlie & Charolette Horsey Endowed Scholarship
Edward F. & Ruth W. McCoy Scholarship
Edward L. Brown, Sr. Endowment
Edward W. and Joanne Boyd Bullock
Endowed Scholarship Fund
Edwards Sr, Hines Jr, and Kennerly
Endowed Scholarship Fund
Elisia A. and Eddie N. Moore, Jr. Endowed
Scholarship Fund
Emma Ruth Williams Endowed Scholarship Fund
Epsilon Pi Alumni Association Endowed
Scholarship Fund
Eric Wilson Endowed Scholarship
Ernest Hodge Institute for Entrepreneurship
Estherine James Harding Endowed Scholarship
Ethel Rollins Cross STEM Scholarship Fund
Ethelyn Strong Scholarship
Farmer-Wilson Endowed Teaching
Scholarship Fund
First Baptist of Hampton
Ford Motor Scholarship
Founders Scholarship
Fran W. Steward Endowed Scholarship Fund
Future Champions Endowed Scholarship Fund
Gary And Fredericka McCollum Creative
Arts Endowed Program Fund
Garyn C. Clark Endowed Scholarship
General Endowed Scholarships
George T. Hedgespeth Scholarship Fund
Georgia Ryder Scholarship
Gerald DeForest Tyler Endowed
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Gladys Brown Carrington Endowed Scholarship
Greater NOVA Endowed Scholarship
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Hannah S. Paik-Nae
Harold & Teresa Hagans Endowed
Scholarship Fund
Houghton Endowed Scholarship
HB Wilson Endowed Scholarship
Heather A. Johnson Wall and Walter Wall
Endowed Athletics Fund
Helen Bessant-Byrd Endowed Scholarship
Henry and Queen W. Pope Social Work
Endowed Scholarship Fund
Herbert & Vannie McCoy Crudup Endowed
Scholarship
Inell Parham Taylor and Donnell Parham '80
Endowment
Iris W. Perkins Endowed Scholarship
J. Fergus Endowed Scholarship
J.W. Jordan Scholarship
Jahari George Memorial Endowed
Scholarship Fund
James Bowser Scholarship Endowment
James Douglas Gill Scholarship
Jessie and James Lilly Jr. Family Endowed
Scholarship Fund
John and Temesha McNeill Generational
Growth Endowed Fund
John G. Hatcher Jr. Memorial Endowed
Graduate Fellowship
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Jonathan, Dionis, Jonathan Jr.,
and Jackson Mason Endowment
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Joyce W. Bowers Scholarship Fund
Julia L. and Charles R. Foxx, Jr. Endowed
Scholarship Fund
Kappa Alpha Psi Scholarship

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Scholarship Fund

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Luis Zambrana, Jr. Memorial Endowed
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Lyman Beecher Brooks Alum Scholarship

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Patricia A. (White) Daniel '70 Endowed
Scholarship Fund

Physics Scholarship

PI GAMMA Chapter Endowment

*List includes endowments fully established through December 31, 2024

ENDOWMENT FUNDS

PointsBet Virginia LLC Endowed Scholarship
Fund for DNIMAS
Priscilla Maren & Janeen Jackson Endowed
Fund for the Arts
Pure Gold Alumni Chapter Endowed
Scholarship Fund
Quincy Sr. & Josephine Scott Endowed
Scholarship
R. Bell/RBELL Construction Group, LLC
Endowed Scholarship
Raymond A. Jackson Endowed Scholarship Fund
Rayverlyn Simon-Dunston Endowed
Scholarship Fund
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Rhonda L. Allen Endowed Scholarship Fund
Robert "Frog" Randall Endowed Scholarship Fund
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Robert C. Nusbaum Honors College
Scholarship Endowment Fund
Robert Everson Scholarship
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Endowed Scholarship

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Shedrick Byrd Endowment for Athletics
Shelvee H. Osborne Endowed Scholarship Fund
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Shirley Hurdle Lassiter Memorial
Endowed Scholarship
Spring/Fall 85 Endowed Scholarship Fund
STEM Opportunity Scholarship for the DNIMAS
Stith Success Center for Excellence Endowment
Team Henry Family Endowed Scholarship
Terrence Willard Andrews Endowed
Scholarship Fund
The African American Psychologist
Hall of Fame Endowed Fund
The Alumnae Deltas of NSU Endowed
Scholarship Fund

*An endowment
is how we leave more
than stories*

The Bruce and Alberta Gray Endowed
Scholarship Fund

The Darien C. Grant '89 Endowment
for Technology

The Dorothy J. Price Endowed Scholarship

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Political Science Endowment

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Endowed Fund

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United Contractors Scholarship

VA Beach Chapter Alumni Endowment

Vashon C. Jackson Legacy Honors Endowed Fund

Vaughn-Williamson Scholarship

Virginia Council on Social Welfare
Endowed Scholarship Fund

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Osborne Endowment

Work Program Architects (WPA) Endowed
Scholarship Fund

Zachary Paul Hairston, Jr. Memorial
Endowed Scholarship Fund

*List includes endowments fully established through December 31, 2024

LYMAN BEECHER BROOKS INDUCTEES

2023 LYMAN BEECHER BROOKS SOCIETY INDUCTEES

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Conrad M. Hall	Carlton L. Perkins '73
Earlie P. Horsey '76 & Charolette C. Horsey '75	MacKenzie Scott
Clevester Jones '91 & Dameron L. Jones '91	COL (Ret.) James W. Whitehead '76
Tamara A. Jones, M.D. (B.S. '96)	Joseph L. Wiggins '66
Earl E. Lee '84	

2019 LYMAN BEECHER BROOKS SOCIETY INDUCTEES

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Joyce D. Daniel '74*	Kyle B. O'Quinn '15
Colvin D. Gibson '68	Dr. James E. Savage, Jr. (B.A. '68)
Dr. Carl W. Haywood '71	James A. Squires & Karen Jones Squires
Dr. Robert B. Lee, III (B.S. '66) & Dr. Margaret G. Lee	CDR. William "Lin" Walton '66 USN (Ret.)
Eddie N. Moore & Elisia A. Moore	

2015 LYMAN BEECHER BROOKS SOCIETY INDUCTEES

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Ronald I. Dozoretz*	Gary T. McCollum	& Dr. Patricia L. Stith (B.A. '68)
Joseph E. Fergus '82	Dr. Marie V. McDemmond*	
Tony E. Greene '86	Margaret A. Pemberton '59	

The Lyman Beecher Brooks Society is Norfolk State University's most prestigious donor society. This society recognizes donors who have contributed \$100,000 or more in their lifetime.

*Deceased



Alumna Creates Endowed **SCHOLARSHIP** *in* **MOTHER'S HONOR**

Horace Mann, a 19th century educator and champion of public education famously said, "Education is the great equalizer of the conditions of men." Norfolk State University alumna Brenda Williams' mother and role model, Emma Ruth Williams, shared Mann's belief. "My mother, despite having only a 10th grade education, was a firm believer in the power of education," recalls Williams.



Reared on her grandfather's farm in Emporia, Virginia, Williams says that work gave her a sense of accomplishment, encouraged independence, instilled a strong work ethic, and motivated her to strive for a successful life. "I believed that if I worked hard, I could attain anything I wanted in life. I paid my way through college with money

earned by working custodial and factory jobs," she said with pride. "I was also raised not to settle for second best."

Her beliefs in the importance of education and witnessing the sacrifices her mother made fashioned a seed in Brenda Williams that led her to establish the Emma Ruth Williams Endowed Scholarship in honor of her beloved mother. Hailing from the class of 1974, Williams received a B.S. degree in business administration with an emphasis in marketing. The endowment benefits students majoring in business administration. "I secured my first professional job at Xerox Corporation via Norfolk State University's recruiting program. From Xerox, I went on to work at Merck & Company. While working at Merck, I earned my MBA in pharmaceutical marketing in 1980 from Fairleigh Dickinson University in Teaneck, New Jersey." Williams retired from Federal Express in 2013 having served 27 years as an industrial engineer.

Williams first learned about the University's endowed scholarships through long-time NSU

**ANY GIFT THE UNIVERSITY RECEIVES
CAN BE TRANSFORMATIONAL. NO GIFT
IS TOO SMALL OR TOO LARGE.**

fundraising cheerleader Estherine Harding, former director of financial aid, at NSU. "My mother generously helped many family members and friends with their college tuition. As she approached her later years of life, I wanted to honor her in a meaningful way. When I shared the idea of establishing an endowed scholarship in her honor, she was overjoyed," Williams reflected. Emma Ruth Williams passed away last year, and "I am grateful that I acted when I did, rather than waiting for the future."

"It is my hope that deserving students will receive my gift and use it to forge a way for their success," Williams explained. "I hope that this gift will enable students to pay it forward and provide a better life for themselves and their families. Any gift the University receives can be transformational. As an HBCU, no gift is too small or too large. Every donation helps to ensure our students will take their rightful place in society," she continued.

Williams' own giving philosophy is based on what she learned from her mother's example. "We may not know someone personally who

needs help, but we should always be willing to pay it forward. Many individuals truly want and need support to create a better life for themselves and their families, and a quality education is the key to making that possible. Our generosity, no matter the size, can make a lasting impact on someone's life."

If she had the opportunity to speak to alumni and potential donors she would encourage everyone to give back to NSU, "because we are where we are today, in part, due to the opportunities afforded us at Norfolk State. By giving back, we can also show the world this HBCU can compete with larger institutions. Many individuals have the drive and determination to pursue higher education but lack the financial resources or family support to pursue their goals. Through our support, we can make a meaningful difference in their lives and help shape future generations."

Brenda Williams, Norfolk State University alumna and benefactor, sees the future in our students and because of her generosity, NSU is closer to meeting its fundraising goal in the historical \$90 million campaign.





NSU Alumnus Teams Up with Singer-Producer to

ENRICH NEW ENDOWED SCHOLARSHIP FUND

The glitz, glam and spotlight of the entertainment industry have not dimmed the view of long-time friends and show business partners Tamar Braxton and NSU alumnus Phil Thornton '03 regarding the importance of a good education. Because of the influence of his grandparents, Thornton created the Jessie & James Lilly Jr. Family Endowment. His loyalty to his forerunners and commitment to

his alma mater convinced his friend and associate, Tamar Braxton, to donate \$30,000 to the endowment he established. The Jessie & James Lilly Jr. Family Endowment funds have been designated for students majoring in marketing and mass communication.

"Phil always, always speaks so highly of Norfolk State University. It was important for me to give

to the effort and let students know that people care about them. I care about their education and at the end of the day when a student has a scholarship – it's not just the financial part – it's also the psychological knowledge that somebody cares. Somebody took their hard-earned money and believed in them," said Braxton. "Growing up, my grandparents, really instilled in me the importance of education. Unfortunately, they didn't have the opportunity to attend college. But both of them drilled in me, my cousins and siblings the significance of a solid education," explained Thornton.

IT WAS IMPERATIVE TO INVEST IN THE FUTURE AND HONOR MY GRANDPARENTS' LEGACY.

Thornton and Braxton have been friends for a decade. At an early age, both had developed a passion, determination and a road map to gain entry into the entertainment business. After Thornton graduated from NSU, he established Bright Star Entertainment which managed Grammy-winning artists such as 112 and Lil' Mo. Heading west and landing in Los Angeles, he co-founded Ten2One Entertainment, a multimedia company responsible for several hit television shows and artist management. In 2024, Thornton launched 3 Dia-monds – a company dedicated to creating scripted and unscripted television shows, films and live music events. He is a producer of the Luther Vandross

documentary, Luther: Never Too Much, that was released in 2024.

Braxton, a founding member of The Braxtons singing quintet and co-star of The Braxtons reality TV show on the WE Network, has not only released new music in 2025, but has started her own production company where she serves as CEO. "I don't know if you can call show business glamorous. The truth is it is my passion," Braxton elaborates. "I am so grateful to be able to do this work every single day. It's my dream job. I get to choose who I work with, so my environment is positive and safe. I have a blast in everything I do." Thornton, with too many credits for music and television productions to list here, feels the same about the industry. "I am grateful for each opportunity given me. You think something maybe a great idea – but people will let you know one way or the other," he quipped. His fearlessness makes him one of the most influential people in the entertainment field.

Tamar Braxton and Phil Thornton share more than just their passion for the entertainment industry. They wholeheartedly agree that we all must ensure that the next generation has a strong educational foundation. "You want to give to an organization where you can help change someone's life," Braxton noted. Thornton chimed in, "It's important to invest in the future. It was imperative to establish the endowment and name it after my grandparents."

Join us! Your contributions to the **Now Is Our Time | The Campaign for Norfolk State University** are an investment in the future of NSU and its students... an investment that transforms lives.





NORFOLK STATE
UNIVERSITY



PLANNING YOUR LEGACY

*Support The Programs You Care About
At Norfolk State University*

While it's impossible to know or control what happens in the future, you can have security about achieving your ultimate goals by making a plan.

Planning is one way to create a secure future for you and your loved ones while also supporting NSU. With a good plan, you can rest easy knowing that your family will be well cared for and your property will pass to your intended beneficiaries.

HOW TO MAKE A BEQUEST TO NORFOLK STATE UNIVERSITY

A bequest is one of the easiest gifts you can make to significantly impact NSU's mission. Your estate planning attorney can include a provision in your will that leaves a lasting gift to our beloved institution. Your bequest could be a gift of specific assets (such as a vehicle, artwork or coin collection), a dollar amount (\$1,000, \$10,000 or \$50,000), or a percentage of your estate (3%, 10% or even 25%). A bequest could also be made from the residue of your estate or what is left after all gifts have been made to your heirs.

BENEFICIARY DESIGNATION GIFTS

It's easy to designate beneficiaries for assets that are not transferred through a will. For example, you can designate NSU or the University as a beneficiary of your retirement assets, life insurance policy, bank accounts and investment funds by completing a simple form. Please contact your account or asset administrator to designate NSU or the University as a beneficiary of these assets. Let us know if we can make sure the proper designations are in place so that your plans are carried out according to your wishes.

BEQUEST BENEFITS

A charitable bequest or beneficiary designation gift is an easy way for you to help us here at NSU.

Here are some of the many benefits:

- Your gift costs you nothing today
- Your gift is free of federal and estate taxes
- You can still benefit your heirs with specific gifts
- You can leave a legacy



Norfolk State University
700 Park Avenue | Norfolk, VA 23504
757.823.2272 | norfolklegacy.org
Rebecca Miller | rjmiller@nsu.edu

This information is not intended as tax, legal or financial advice. Gift results may vary. Consult your personal financial advisor for information specific to your situation.

Langley FCU & Langley *for* Families Foundation SUPPORT NORFOLK STATE ON MANY DIVERSE LEVELS

Langley Federal Credit Union understands the global impact of obtaining a college degree. The financial institution, based in Newport News, Virginia, donates to several colleges in the region including Christopher Newport University, College of William & Mary, Hampton University, Norfolk State University, and Old Dominion University. The credit union and its Langley for Families Foundation share the same passion and commitment for higher education as their Chief Impact Officer for Langley FCU, and Vice Chairman for Langley for Families Foundation, Jerome Fowlkes. Fowlkes received his undergraduate degree from Virginia Tech and an MBA from the College of William & Mary, but when he sets foot on the campus of Norfolk State University he says he feels that there is something special. "You feel wanted and a part of the university community. I really appreciate and value Norfolk State."

Fowlkes arranged a campus tour at Norfolk State for several Langley Federal Credit Union teams. "The tour was to just see the University, the people, students, and the campus. Everybody came back so impressed, not only with the University's mission and goals, but as an organization we needed to support. This is where it began." In 2023, Langley committed \$25,000



per year for a five-year period. The first year of the agreement began in 2024. "We wanted the money to be available to students each year—that was the only stipulation we put on the gift," Fowlkes noted. "He further explained, "We wanted to be able to help kids right away." Langley's overall gift will total \$125,000 that will support student scholarships.

"We're always looking for other ways to help nonprofits. We worked with the NSU Alumni Association in 2024 to establish a partnership referral type of agreement. We were trying to develop a broader relationship with Norfolk State because we see it as a vital part of the community. NSU is a strong institution, and we want to be a part of that."

Langley Federal Credit Union and the Langley for Families Foundation work in tandem to support nonprofit causes around Hampton Roads. Credit Union employees' contributions are given to the

**WE BELIEVE IN THE MISSION OF HBCUs
AND WANTED TO BE PART OF THE GOOD
THINGS AT NORFOLK STATE.**



foundation and used for a variety of different causes. Last year, Langley donated \$586,658 to several organizations. Langley for Families Foundation, which celebrated its 10th anniversary in 2024, has donated \$1,272,481 to the community making the financial organization's grand total giving around \$1.85 million to 175 charitable organizations.*

"Our philosophy is that we strongly believe in the mission of higher education, and we want to help students to achieve that goal. That is why we support several colleges and universities. If our employees seek a higher education, we have programs to help them obtain a college degree. That degree doesn't have to be in business but in whatever discipline the employee has an interest," Fowlkes stated. "It's always good when

you try to help people who want to better themselves, do more and that want to contribute to the betterment of the community... and higher education is just another way that we can help people advance themselves and society."

Fowlkes elaborates on why Langley provides financial support to Norfolk State University. Through education, the University changes the lives of students who in turn change the lives of their communities. "NSU is a very important part of this community. We believe in the mission of HBCUs—their mission and purpose. We believe in higher education in general and wanted to be a part of the good things going on at Norfolk State."





EVERY GIFT MATTERS **THANK YOU!**

Norfolk State University thanks those whose generous contributions in 2024 supported our efforts and inspired us to continue forging onward. Thank you for making us a priority in your charitable giving last year.

2024 | HONOR ROLL OF DONORS INDIVIDUALS

Based on Gifts and Pledges Received January 1 – December 31, 2024

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2024

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Disclaimer: The annual Donor Honor Roll is published as a means of thanking you for choosing to support Norfolk State University. **This year, we have consolidated some of our giving levels to strategically align with our fundraising goals and enhance donor stewardship efforts.** This list reflects gifts and pledges received and processed from **January 1 through December 31, 2024**. Although every effort has been made to ensure its accuracy, we recognize that mistakes may be made. For recognition purposes, couples donating jointly are listed together, if known or requested. If you made gift(s) anonymously or requested anonymity, your name will not appear in the listing. Individual and Organization gifts are recognized separately. This includes donations from corporate matching gift programs and/or third-party administrators. **If you find that we have made an error or omission, please contact Misti D. Goodson, Director of Development Services & Stewardship, via email at mgoodson@nsu.edu or call 757.823.8323.**

Legacy Gift Seeks *to* Extend UNIVERSITY'S IMPACT



Rosalind Battle Jennings, recipient of a master's degree in Urban Education from Norfolk State University in 1985, is a woman who knows what she wants in life and beyond. Assisting with the care of a

feisty mother, Jennings created a planned giving donation to Norfolk State because she sees the future of her alma mater and its students, and wanted to create a gift that would keep on giving.

A native of Portsmouth, Virginia, and a 1976 graduate of I.C. Norcom High School, Jennings completed her undergraduate studies at Virginia Commonwealth University in 1981. Regarding her planned giving contribution she declared, "I want to create a lasting legacy and provide a steady stream of funding for NSU's future needs, such as scholarships, research and program development. I wish to leave a lasting impact on NSU and the students it serves solidifying their legacy and values." Jennings' gift includes percentages of both her life insurance policy and estate.

Jennings noted that her time in the Education Department at NSU was the second step toward a long and impactful career as a science educator. "I am so thankful, grateful and blessed for my phenomenal NSU education which allowed me to retire after 32 years of teaching earth science in the Chesapeake Public School System." During

her teaching career, Jennings has received numerous accolades including being named Teacher of the Year at Crestwood Junior High School and Oscar Smith High School. She was also named the Mid-Atlantic Region Runner-up for Excellence in Teaching Award from the National Council of Negro Women Inc. and received the Who's Who Among America's Teachers Award. "I owe the NSU School of Education my sincere gratitude and appreciation for providing me with the excellent training and tools that I needed to become an award-winning science educator."

**MY GIFT HELPS NSU CONTINUE
TO STRIVE AND CREATE A BRIGHT
FUTURE FOR OUR STUDENTS.**



Ultimately, Jennings decided a planned gift would have a greater impact than her annual one. "I decided on a planned gift because I wanted that gift to be larger than my annual donation. With this larger planned gift, I can help NSU's vision to be recognized nationally as the premier public institution offering outstanding academic programs, innovative research and community engagement opportunities." Jennings explained that NSU is the beneficiary of a \$10,000 life insurance policy. "When my house is sold upon my passing, another \$10,000 is to be awarded to NSU."

"My aspirations for this gift is for the University to be able to continue to manifest its vision and to carry out its mission...where we see the future in our Spartans. I want my gift to help NSU to continue to strive and create a bright future for our students and the greater Hampton Roads Community."

Jennings has designated her planned gift to the School of Education for student scholarships and other needs of the education department. "It was important for me to leave a planned gift in my will

for Norfolk State University because I want this institution to continue to make a positive impact and a difference in the lives of students. I want to help ensure that future generations of NSU students have access to a quality education."



NSU Partners *With* The Hibel Foundation's PLANNED GIVING INITIATIVE

What happens when the co-founder of the leading academic job board, HigherEdJobs, ignites his passion for planned giving? The answer: You form a foundation and a Planned Giving Initiative (PGI) within that foundation that encourages education and collaboration in the planned giving field.

Andrew Hibel, co-founder of HigherEdJobs, is also the co-creator, along with his wife, Elizabeth, of The Hibel Family Foundation launched in 2020. PGI has a two-fold purpose—to nurture people seeking a career in planned giving, and to increase accessibility and integration of planned giving in charities that will benefit by implementing a planned giving program. “The Planned Giving Initiative was incorporated in 2020 and was created with the vision of universal and equal access to planned giving for all nonprofits. We feel that planned gifts enable a nonprofit to not only survive but be truly sustainable,” said Amy Roy, executive director of The Hibel Family Foundation.

Through PGI, Roy works to promote planned giving education and application as well as career development. “The vision of PGI is universal and equal access to planned giving in a range of areas from education, career paths, and access.”

“A primary purpose of the PGI is to even the playing field for those organizations that have little to no access to planned giving education. PGI also supports organizations that are excelling in planned giving efforts to bring their programs to the next level. Norfolk State has a talented and committed development staff and a strong desire



to expand on its planning giving efforts for lasting and impactful results,” said Andrew Hibel about PGI’s partnership with NSU. “Perhaps more importantly, NSU has a great relationship with a committed alumni population that would like to continue the educational legacy of the University from generation to generation.”

Last year, PGI launched a partnership effort that bridges the unique fundraising needs of two HBCUs to connect with the powerful skills of the University of Illinois Foundation (UIF) advanced giving program. “PGI is passionate about planned giving and is grateful to its UIF academic partner that shares that passion,” explained Hibel. “Through a unique granting opportunity, Delaware State University (DSU) and Norfolk State University



are each hosting a PGI-funded Fellow as part of the Council for Advancement and Support of Education's (CASE) year-long graduate trainee program. In tandem, the University of Illinois is also hosting a CASE fellow with a focus on planned giving. Through peer-to-peer collaboration, these

PLANNED GIVING ENSURES IMPACT FOR GENERATIONS.

HBCUs and UIF are sharing resources, knowledge and learning opportunities between the fellows and the schools themselves for the betterment of all three programs."

"Our partnership program that funds planned giving at HBCUs was recently featured in an article published in the Chronicle of Philanthropy. It highlighted NSU's securing \$4.5 million in future

commitments since joining our partnership. PGI is committed to funding at both DSU and NSU for three years, providing a stipend of \$55,000 for the fellows for each year of the three-year program," explained Roy.

The Hibels expect the PGI partnership will have a profound impact on Norfolk State University. "By expanding the giving practices for major gifts of assets, NSU will be positioned to establish a pipeline of funding that will be available to the university for generations to come to aid students across all areas of the University," concluded Hibel. "Planned giving enables organizations to have legacy gifts over the generations which can ensure the sustainability of their missions. Planned giving also enables alumni and other donors an opportunity to make a difference that will transcend their lifetime at the organizations that are most important to them," Elizabeth Hibel added.



**OUR GIVING HELPS
TO TRANSFORM THE
LIVES OF STUDENTS.**

— Torilus Ward

Torilus Ward *and* NSU Facilities

TACKLE THE CAMPAIGN WITH HEART

The Norfolk State University campus is picturesque and scenic thanks to Torilus 'Tory' Ward and staff of Facilities Management Services. Ward may have missed his calling. He could easily make a living as a motivational and/or inspirational speaker. Although he is a gifted landscaper, using his talents in the University's Facilities Management Services division, his enthusiasm for people and his craft is infectious. Ward is the assistant director for grounds, landscaping, moving and event setup. He loves the work and his colleagues. "I have a passion for landscaping and floral beautification." He recollects learning the trade at his grandmother's knee. "My grandmother

instilled in me a love for growing beautiful plants when I was five," explained Ward. "I've been growing flowers in my personal gardens since I was 10 years old." He has overseen the landscape and flower beds at nine colleges and universities over 32 years in the industry. "I love my career at Norfolk State University, and I love flowers."

Ward, a native of Portsmouth, Virginia, who was reared in Chesapeake, is the only son of Chesapeake City Councilmember Dr. Ella Ward and Herman Ward, both alumni of NSU who were also college sweethearts. "I've been blessed to serve Norfolk State for 11 years and this gives me an opportunity to honor my mother and father."

Ward also attended NSU in 1982, but transferred to Prairie View A&M University on a full NROTC scholarship. He earned his commission as a United States Naval Officer in 1987 and was on active duty until 1991. After several diverse Naval assignments on all types of frigates, guided missile destroyers and aircraft carriers, Ward retired as a United States Naval Commander in 2007 having served 20 years.

He utilized a secret weapon in rallying the troops during the annual faculty and staff fundraising campaign. It's a big job that takes tenacity, energy and commitment. "I used my experience as a Naval Morale Welfare and Recreational Officer," he admitted. "I talked about my family and personal experiences to inspire and encourage employees to give back. My childhood experience working on a Suffolk farm and Portsmouth city projects has blessed me to be humble and relatable to my employees." Ward also said that being a member of the Mt. Lebanon Baptist Church and part of its objective to help change lives, had also assisted him to encourage employees to give. "Change the lives of our students," was the department's mantra.

"Our giving helps to transform the lives of students. Our giving demonstrates that we care for our students and see in them future leaders of the world," declared Ward. Facilities Management Services staff agreed to designate its contributions to the School of Education citing cuts within the federal Department of Education. Ward added, "Equally important, my mother received her degree from the School of Education, and I want to honor my mother."

Because of his commitment to the University, Ward finds it easy to make the pitch for giving to Norfolk State. The faculty and staff campaign provides an opportunity to alter lives. "Our gifts may assist that student that doesn't have enough financial resources to reach their dreams. Think of it like this . . . what if this were your child – a student at NSU – wouldn't you want someone to

help support your child's dreams?" This is Tory's personal giving philosophy. "Someone provided financial support for my mother and father when they were students. So by participating in the fundraising campaign, you could help someone graduate and they in turn may give back to help your grandchildren reach their dreams at NSU."

Given the chance to persuade people outside of the Norfolk State community to aid NSU, Ward said, "With all the recent federal cuts to the Department of Education, we need your financial support more than ever. We have students at NSU that may only be \$100 short from graduating this year. Please help us continue to Behold the Green and Gold."

A former recipient of the *NSU Extra Mile Award*, Torilus Ward and Facilities Management Services are shining examples of the meaning of generosity.



2024

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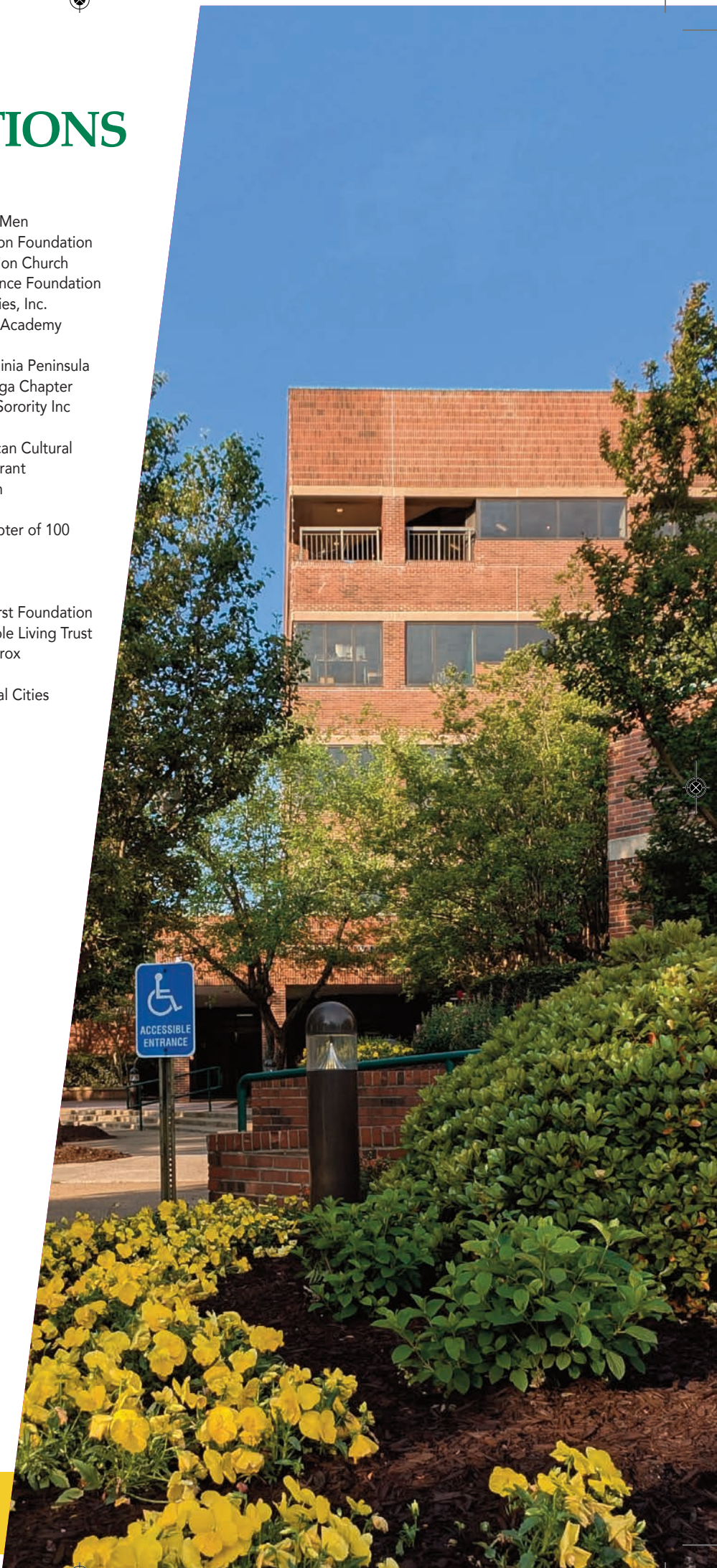
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Based on Gifts and Pledges Received
January 1 – December 31, 2024





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