Thank You

Entrepreneurship that seeds economic growth. Research experiences that give students an edge. A nursing program that propels learning through service. And a tidal wave of spirit for Argo Football.

We rely on dedicated donors who see change as opportunity and are eager to support it. Your generous gifts help us do what we do best—educate, inspire and launch the next generation of leaders. Leaders who will transform their fields and their communities, themselves and the world.

The University of West Florida continues to evolve and grow with your help. We’re celebrating the scholarships, hands-on experiences and progressive academic programs that have made a profound impact—on thousands of students and on a university that’s poised for what’s next.

Your gift is already making waves. Thank you.
What a year it has been—and what a year it will be.

In my final months as president of the University of West Florida, I’ve certainly done my share of reflecting on days gone by. Yet, I’m also looking forward to the future.

In this report, you’ll read about some of the donors who have made football a reality at UWF. I’ve always believed strongly in the impact athletics can have on a university—for both student and community engagement.

As UWF moves closer to its 50th anniversary in 2017, stories like this are more important than ever. To truly engage with a community, we must share more with the people in it. It’s a big shift from where we began, but one that is so vital to connecting with donors and partners like you.

This University has been fortunate to receive a tremendous outpouring of support throughout its history. Because of you, we’re doing incredible things—like sending students on research experiences around the world through the donor, Hal Marcus; or making college possible for students who otherwise could not afford it through endowments like Stanley Schmerken Scholars. Your support isn’t only benefiting the University, though. Thanks to a $1 million gift from Quint and Rishy Studer, we’ve developed the Center for Entrepreneurship to serve not only students, but also industry and community partners as they pursue innovative opportunities.

Thank you for sharing your time, talents and resources with UWF.

Sincerely,

Judith A. Bense, Ph.D.
President, University of West Florida

Behind every successful university, there is a strong leader—one who is fearless, faithful and focused on steering the institution into the future.

President Bense has made it her mission to tell the UWF story wherever she goes—in the community, at the State Legislature, around the world. She knows what all leaders do—that change doesn’t happen alone.

Without you, our generous donors, the University wouldn’t have undergone its radical transformation into a powerhouse, driving economic development and causing ripples of change in Northwest Florida and beyond. We’re grateful to you for answering the call to invest in UWF and the lives of our students. This year was truly notable for the incredible gifts that came to UWF in gifts to support scholarships, academic and athletic programs and more. This annual report features stories about a handful of those gifts. However, the report serves as a celebration of your support for UWF.

The story of UWF is told in chapters written through the experiences of alumni, students, faculty, staff, board members, and executive leaders. This December, President Bense will retire, leaving a legacy of innovation, increased visibility and community engagement for UWF. While it’s bittersweet, we will continue to build upon that legacy as we usher in a new season for UWF—one marked not just by ripples, but by sea change.

Sincerely,

Brendan Kelly
Vice President, University Advancement
President, UWF Foundation Inc.

To truly engage with a community, we must share more with the people in it.”

We’re grateful to you for answering the call to invest in UWF and the lives of our students.”
I see my own potential.

Who needs a “summer break?”
You can find me in the lab.

First generation student and senior biochemistry major Amanda Hayes is running experiments and testing compounds. All with her eye on doing something no one else has done before—creating environmentally friendly pharmaceuticals, polymers and biologically active molecules.

Thanks to the John Thayer and Joan Ames Burr Undergraduate Research Endowment, Amanda’s only job last summer was to gain hands-on research experience through the UWF Summer Undergraduate Research Program, and she’s been in the lab ever since. Confident, innovative and driven—that’s Amanda and that’s UWF.
Entrepreneurs inherently have a vision for something great. From generating new ideas to creating actionable plans and executing for value, entrepreneurs see possibilities and make them reality.

Pensacola businessman and philanthropist Quint Studer and his wife Rishy have an impressive track record for developing new ventures with innovation and impact in Northwest Florida. Their names are synonymous with Studer Group, the health care consulting firm Studer founded in 2000; the Pensacola Blue Wahoos minor league baseball team the Studers brought to Pensacola in 2012; the Studer Community Institute, a nonprofit aiming to improve the quality of life in Pensacola; the Bodacious family of shops that Rishy Studer oversees; and tens of millions of dollars of investments in downtown Pensacola revitalization and development projects.

Longtime supporters of the University of West Florida, the Studers saw a need—and the potential—for an entity within the UWF College of Business that would encourage entrepreneurship and entrepreneurial thinking. With a gift of $1 million, they seeded the UWF Center for Entrepreneurship in July 2015.

“Great universities and great cities create entrepreneurs,” Studer said. “With the UWF Center for Entrepreneurship, we hope to attract and retain students who are interested in starting a business, and we want to birth some companies that ultimately create jobs locally.”

In the Center for Entrepreneurship’s first year, new faculty members specializing in entrepreneurship have joined the College. A Master of Business Administration degree with an entrepreneur emphasis is now offered. Entrepreneur certificates are available to individuals regardless of whether they pursue an academic degree.

Studer serves as Entrepreneur-in-Residence at the Center for Entrepreneurship. A former teacher, he describes his role as a guide with whom students and new business owners can safely discuss their challenges. In a given week, he may meet with 15-20 Northwest Florida business owners and entrepreneurial students to talk about anything from growth strategies to standard operating procedures.

“I often tell people, when I see young children running on the field at a Blue Wahoos game, it’s great to know we’ve had some part in making people’s lives more enjoyable,” he said. “It’s the same thrill watching other people be successful in business and creating jobs in Northwest Florida.”

The future of the UWF Center for Entrepreneurship is promising, and the Studers’ involvement is a proven catalyst for community impact. Since 2012, thanks to the couple’s generosity, the Pensacola Pledge Scholars Program has funded scholarships for graduating high school seniors in Escambia and Santa Rosa County to attend college locally—either at UWF or Pensacola State College.

“The Pensacola Pledge Scholars program was designed to keep local talent at home,” Studer said. “These students give back to the local community through service, too, and it has created some wonderful stories.

“Most communities would do anything to have what we have in the University here in Pensacola,” he added. “It creates cultural and athletic experiences, but it also provides the talent to grow our city and Northwest Florida.”

To learn more about the UWF Center for Entrepreneurship, visit uwf.edu/cfe.
Giving Since the 80s, Two Alumni Credit UWF with Long-Term Careers

By Jenny Pedraza

Tim Haag, ’85

As an undergraduate student at Millersville University in Pennsylvania, Tim Haag, ’85, saw a flyer on a bulletin board about a master’s degree program in public administration at UWF that focused on coastal zone studies.

“It was pretty much exactly what I was looking for,” Haag said. “I kept in touch with staff in the MPA program at the University on and off for a number of years until finally a financial aid package became available that covered the out-of-state portion of my tuition. That aid package was what made it possible for me to attend UWF.”

During his last semester in the program, Haag interned with the Emerald Coast Utilities Authority. Thirty-one years later, he still calls Pensacola home and has enjoyed a long and progressive career at ECUA, now serving as the director of government affairs.

Soon after graduating, Haag and his wife, Donna, ’91, began giving to UWF. They’ve focused their contributions on supporting the MPA and education programs, the Bill Healey Leadership Award, first generation students and athletics. Most recently, the Haags have created a scholarship endowment to help non-Florida residents with out-of-state tuition.

“When we started giving back, it wasn’t a high figure, but supporting the University is about building the habit, and every dollar goes to support a legitimate program,” Haag said. “UWF has given me a storybook ending—my path was laid out very nicely in front of me.”

Joan Seifert, ’69

As part of the first class of students to graduate from UWF, Joan Seifert, ’69, always knew she wanted to become a librarian. The St. Petersburg native majored in history with a minor in political science and worked part time on campus in the library.

Right before graduation, Seifert returned home and met with the director of government affairs. Soon after graduating, Haag and his wife, Donna, ’91, began giving to UWF. They’ve focused their contributions on supporting the

While campus sure looks different than when I was there, the central goals are still about the students—that’s never changed.”

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While campus sure looks different than when I was there, the central goals are still about the students—that’s never changed.”
Witness the Difference: Giving in Action

Each gift to the University of West Florida serves as a ripple in a sea of opportunity. When combined with other donations and funds, it creates a wave that impacts current and future students through the growth and development of new and existing programs, initiatives and scholarships. Witness the difference for yourself through the following timeline of new programs and scholarships created through your generosity over the last year.

**McDonald’s Nursing Scholarship $35,000**
UWF established the McDonald’s of Northwest Florida Nursing Scholarship Endowment with an initial $35,000 donation by McDonald’s in August 2015. The UWF Department of Nursing now awards this scholarship to select upper division nursing students to use for tuition and additional expenses, such as nurse uniforms, books, skill packs, software and more.

**AT&T Gift for K-12 STEM Outreach Initiatives**
AT&T awarded UWF a $25,000 grant to support the enrichment and expansion of science, technology, engineering and math educational outreach activities for K-12 students. The gift not only supports existing programs organized by the UWF Hal Marcus College of Science and Engineering, but also provides the necessary resources to develop new initiatives to support local and regional schools.

**International Paper Grants**
More than $13,000 in grants was given to UWF from the International Paper Foundation to support the UWF Community Garden, BEST Robotics, Explore Summer Camps and the National Writing Project’s Summer Invitational Institute—all UWF programs which benefit the community.

**Pensacola News Journal Jesse Earle Bowden Scholarship**
The Pensacola News Journal established the PNJ Jesse Earle Bowden Journalism Scholarship Endowment at UWF. Bowden taught writing at the University for decades and the initial endowment of $27,000 will be used to fund scholarships for UWF journalism students and is awarded through the Department of Communication.

**Frank Brown Proceeds from Songwriters Festival**
In January, UWF celebrated a $18,867 donation to the Larry Butler Memorial Music Award. The new funds resulted from proceeds and donations at the Nashville Songwriter’s Hall of Fame show as part of the Frank Brown International Songwriters Festival, which was hosted at UWF in November 2015.

**MVRC $30,000 Gift from Gulf Power**
In December 2015, the UWF Military and Veterans Resource Center received a $30,300 donation from Gulf Power Company for its support of wounded military members and their families. These funds were later used to create the Gulf Power Company Scholarship as a tribute to Private First Class Brandon Banner, who was among the nine soldiers killed in the Texas floodwaters in June 2016.

**August 2015**
- McDonald’s Nursing Scholarship $35,000
- Pensacola News Journal Jesse Earle Bowden Scholarship

**December 2015**
- Frank Brown Proceeds from Songwriters Festival
- MVRC $30,000 Gift from Gulf Power

**January 2016**
- AT&T Gift for K-12 STEM Outreach Initiatives

**June 2016**
- International Paper Grants
- AT&T Gift for K-12 STEM Outreach Initiatives
Rachel Richardson, a senior marine biology major, traveled to Moorea, French Polynesia, to study coral reef ecosystems with Dr. Robert Carpenter of California State University, Northridge at the Richard Gump South Pacific Research Station. “Being a marine biologist requires a lot of field work and most questions marine biologists have about our oceans require us to go to exotic places,” Richardson said. “For me, my interest is coral reef ecosystems, which can be found in 100 different countries.” Richardson’s research questioned how future CO2 levels might affect the calcification of a type of algae known as crustose coralline algae, without which coral reefs could not be formed. She worked at a research station alongside scientists from other universities, including Duke University and the University of California, Los Angeles, to name a few. Networking and connecting with like-minded friends, she shared, were the biggest takeaways of the experience. “I met people from all around the world who had the same interests in the ocean as I did,” Richardson said. “Yes, your classroom education is important, but now more than ever, networking is key to landing the job after graduation.” Dr. Michael Huggins, dean of the Hal Marcus College of Science and Engineering, said this type of experience on a resume makes a big difference to potential employers. “We strive for our students to be competitive for the best jobs in the country. In order to do that, we need to provide them the best experiences in the country. This gift provides our students with these exceptional opportunities.” Dr. Michael Huggins, dean of the Hal Marcus College of Science and Engineering, said this type of experience on a resume makes a big difference to potential employers. “We strive for our students to be competitive for the best jobs in the country. In order to do that, we need to provide them the best experiences in the country.”
If you ask Stanley Schmerken why he decided to give to the University of West Florida, his answer is very simple. “I want to help the kids get an education.”

Having recently turned 90, Schmerken has watched the cost of college soar throughout his lifetime. Over the years, he developed a passion for education, recognizing it is often the key to financial security.

A successful businessman himself, Schmerken made the decision in May 2016 to create a charitable gift annuity in the amount of $3 million to UWF, providing an income stream to his family while contributing an estimated $1.26 million to the University.

“[T]o start off life with such debt hanging over your neck is crazy,” Schmerken said. “That’s what motivates me – I do what I can for young people. It’s imperative today to have a college education, and so I feel I’m doing a good deed, you might say.”

Schmerken served in the U.S. Navy prior to graduating, then worked as an electrical engineer in Venezuela and as a traveling garment salesman in the United States before moving to Pensacola in 1960.

Schmerken has heard stories of young people struggling to pay for their education and the hardships created by debt after graduation. He wants to help UWF students overcome those barriers.

Future Stanley Schmerken Scholars can always be grateful to the thoughtful man who made their education both affordable and achievable.
I see my career right in front of me. And I’m ready for it.

Accounting graduate student Nicole Fryback-Heineken switched it up—years after earning a psychology degree, she made her way to UWF and the College of Business. The material she’s reviewing for the CPA exam directly mirrors the notes from her accounting classes. Programs like “Meet the Firms” have positioned her to land a job offer in the field six months before she graduates.

Because of The Brian and Kim Pennington College of Business Professional Readiness Initiatives, students like Nicole are diving into the real world well prepared and ready for what’s next.
Alumni Support Paves the Way for Football

By Ashley Kahn Salley

This fall, the University of West Florida celebrated a historic milestone as the Argonauts took the field for the inaugural football season. Adding football to the roster of Division II sports at UWF has been a long time coming, according to Brett Berg, director of development for UWF athletics. “Having football was a major consideration, along with connecting with the community, fostering school spirit and getting students excited,” Berg said.

To get to this point, alumni and community partners have generously supported the UWF football program, and every gift has made a difference. In the past year, UWF has gratefully accepted three major contributions from UWF alumni to football, funding facilities and equipment needs.

Darrell Gooden, an accounting alumnus who opened the successful Pensacola-based Gooden Homes construction company, pledged $100,000 to UWF football and received the honor of naming the Student-Athlete Academic Center.

“Having lived in Pensacola my entire life and graduating from UWF in 1974, even then as a student I wished that UWF had a football team,” Gooden said. “This a way for me to give back to UWF for a great education and to Northwest Florida for all the success I have achieved over the years.” Gooden is also planning a gift in support of scholarships for fellow accounting students, attributing much of his success to the education he received at UWF. Over the past 35 years, Gooden Homes has built numerous subdivisions and nearly 3,000 homes in the Northwest Florida area.

He believes the UWF football program will have a big impact on the community. “It is an honor for me to be able to help and be a part of history in achieving this,” Gooden said. “I hope this program will increase the University’s spirit of togetherness for all areas of the campus and community. I believe a great University is an asset for Northwest Florida.”

Dr. Anthony Pelezo, another Pensacola native who graduated from UWF in 1986, made a gift of $100,000 to the program, crediting support from professors like Dr. Judy Bense as his reason for giving back. A dedicated space in University Park Center will be named in Pelezo’s honor.

“My heart is in building future leaders for this community and attracting people to this area,” he said. “The University is an important part of this community, and it will remain an important part of this community.”

Chad Bailey’s $75,000 contribution will name the Champions Corridor in the new University Park Center. A UWF alumnus, Bailey received a master’s degree and worked as a graduate assistant in the Department of Recreation before moving to Ohio, where he serves as president of the Akron Auto Auction.

“With their generous contributions to UWF athletics, these three gentlemen become part of UWF history as Football Founders—the group that helped establish football as a varsity sport at the University of West Florida. Berg said these gifts are critical to making college football a reality in Northwest Florida—ensuring the success of UWF’s start-up program. “We are trying to develop a program that will build champions for life—awarding scholarships, helping kids get a higher education and graduate,” Berg said. “These gifts make a huge difference in making football happen at UWF and helping it be successful.”

For more information about UWF football, visit goargos.com/football.

1,346
Argonaut Athletic Club Members

$755,000
in Gifts to Athletics
Pettus is one of more than 800 current undergraduate nursing students who has benefited from the University's state-of-the-art facilities, including a Nursing Skills and Simulation Learning Center Birthing Suite and other resources providing hands-on, experiential learning opportunities. Such experiences are made possible in part by donors like the D.W. McMillan Foundation, which recently contributed $250,000 to the program in support of high-quality education for current and future UWF nursing students.

“I would like to personally say ‘thank you’ to the D.W. McMillan Foundation for their generosity,” Pettus said. “Gifts like this are important because they open doors for the expansion and growth of the program. From additional staff to resources, the program will be able to do so much more to prepare students for their future nursing careers. I hope to see the program double, or even triple, in size one day because of those gifts.”

The gift will be used to enhance the classroom environment, enrich the college experience through community and service learning, and recruit and retain quality students through scholarship support as needed.

The program will be renamed the Dr. D.W. McMillan BSN Nursing Program, in memory of the late Dr. Daniel Walter McMillan, who practiced medicine in Pensacola, Florida, as well as Birmingham and Brewton, Alabama during the mid-20th century.

“The purpose of this gift goes back to Dr. Dan’s wishes to provide medical services to those who are less fortunate and financial assistance to future health care professionals so they can pursue a degree and begin their careers helping people in the local community,” said Dan McMillan, a relative of D.W. who serves as managing trustee of the D.W. McMillan Foundation and board member of the UWF Foundation.

While the knowledge and skills she has gained in the program have prepared Pettus to pursue her goals of becoming a family nurse practitioner and earning a Doctor of Nursing Practice degree, she said the relationships she’s formed with faculty, staff and students have deepened the value of her experience.

“The professors know how to push you outside of your comfort zone to mold you into the best nurse you can be,” Pettus said. “The people in this program have become like family to me, and I think that has contributed to my overall success here at UWF.”
Financial Information
University of West Florida Foundation

The UWF Foundation exists to encourage, manage and administer private resources to support the mission and priorities of the University of West Florida, as established by the Board of Trustees and the president of the University of West Florida. The Foundation is dedicated to assisting the University through building the endowment, currently valued at $62 million. Through private financial support, Foundation resources support long-term academic and other priorities of the University, provide opportunities for students, and afford a margin of institutional excellence unavailable with state funds.

Investment Philosophy — Asset Allocation and Style Diversification

Research suggests that the decision to allocate total assets among various asset classes will far outweigh security selection and other decisions that impact portfolio performance. The Investment Committee recognizes the strategic importance of asset allocation and style diversification in the investment performance of the assets over long periods of time. Domestic and international equities, both large and small capitalization, fixed income, cash equivalent securities, real estate, private equity, and fund of funds hedge funds in the form of diversified fund of funds have been determined to be acceptable vehicles for these assets. Additional asset classes and style strategies may be incorporated into the investment philosophy in the future.

Investment Objective

The objectives of the assets are the enhancement of capital and real purchasing power while limiting exposure to risk of loss. Real purchasing power or real rate of return will be defined as returns in excess of inflation as defined by Consumer Price Index. At a minimum, long-term rates of return should be equal to an amount sufficient to maintain the purchasing power of these assets and provide necessary capital to fund the Foundation’s spending policy. As such, the desired minimum rate of return is equal to the Consumer Price Index (CPI) plus 400 basis points (4%) for spending, plus an additional 200 basis point (2%) on an annualized basis. Bottom line, the overall minimum rate of return is equal to CPI plus 600 basis points (6%).

In light of this return requirement, the portfolio should be constructed using a total return approach with a significant portion of the funds invested to seek growth of principal over time. The assets are to be invested for the long term, and a higher short-term volatility in these assets is to be expected and accepted.

Spending Policy

The Foundation takes seriously its responsibility to provide prudent fiduciary management, oversight of the endowments and intergenerational equity. To this end, the Foundation utilizes a one-year waiting period before awarding spending and a step-down spending allocation method should an endowment fall underwater. Through utilization of a well diversified investment portfolio strategy, prudent spending allocation policy, and the best good faith effort of its board members, the Foundation attempts to continue to provide spending to support the scholarships, programs, and faculty as designated by the donor while preserving over time the donor’s gifts to the endowment corpus. Further details on the investment policy are available at the Foundation’s website uwf.edu/foundation.

The UWF Foundation was organized and incorporated in 1965 for the purpose of stimulating voluntary private support from alumni, parents, friends, corporations, foundations and others for the benefit of the University of West Florida.

Foundation Net Assets
$95,814,176

Endowments & Appreciation $62,045,444

Professorships 1,470,851
Program Discretionary Funds 12,954,180
Housing 12,329,976
Unrestricted 5,867,698
Scholarship Spending & Student Loans 3,176,029

Scholarships & Student Awards 27,598,742

Endowed Professorships 13,992,611

Professorships
Program Support
Housing
Unrestricted
Scholarship Spending & Student Loans
Program Discretionary Funds
Endowments & Appreciation
Scholarships & Student Awards

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Donor Bill of Rights

Philanthropy is based on voluntary action for the common good. It is a tradition of giving and sharing that is primary to the quality of life. To ensure that philanthropy merits the respect and trust of the general public, and that donors and prospective donors can have full confidence in the nonprofit organizations and causes they are asked to support, we declare that all donors have these rights:

1. To be informed of the organization’s mission, of the way the organization intends to use donated resources, and of its capacity to use donations effectively for their intended purposes.
2. To be informed of the identity of those serving on the organization’s governing board, and to expect the board to exercise prudent judgment in its stewardship responsibilities.
3. To have access to the organization’s most recent financial statements.
4. To be assured their gifts will be used for the purposes for which they were given.
5. To receive appropriate acknowledgment and recognition.
6. To be assured that information about their donations is handled with respect and with confidentiality to the extent provided by law.
7. To expect that all relationships with individuals representing organizations of interest to the donor will be professional in nature.
8. To be informed whether those seeking donations are volunteers, employees of the organization or hired solicitors.
9. To have the opportunity for their names to be deleted from mailing lists that an organization may intend to share.
10. To feel free to ask questions when making a donation and to receive prompt, truthful and forthright answers.

The text of the above statement in its entirety was developed by the American Association of Fund-Raising Counsel (AAFRC), Association for Healthcare Philanthropy (AHP), Council for Advancement and Support of Education (CASE), and the Association of Fundraising Professionals (AFP), and adopted in November 1993.