The Salisbury School
Educational Foundation

Endowment Report

The Salisbury School Educational Foundation

INTRODUCTION

The Salisbury School Educational Foundation is focused on the next 50 years and beyond. Our vision is that the school remain a community asset in perpetuity – financially sound and continuing its exceptional tradition of educational excellence and innovation.

Over 50 years ago, thoughtful and committed founders envisioned a school that was unique in its focus on child-centered experiential learning. Five decades later, The Salisbury School continues to thrive as a model for 21st century education and a resource for the entire region.

The Salisbury School Educational Foundation was established in 2011 with the vision that The Salisbury School remain a community asset in perpetuity - financially sound and continuing its exceptional tradition of educational excellence and innovation.

In service to The Salisbury School's mission, the foundation raises endowment funds to provide a long-term sustainable financial base for the school's current and future needs as well as ensuring that alumni, past trustees, families and friends remain a dynamic part of the school community.

Endowment gifts to the foundation are invested in perpetuity with a portion of the appreciation providing restricted and unrestricted financial support for the school. The foundation's board oversees the management of the endowment funds.

MESSAGE FROM OUR PRESIDENT

Dear Salisbury School Community,

Anyone who knows Tom Johnson knows that he is a forward-thinking leader who is deeply committed to the long-term success of The Salisbury School. In 2011, while Tom was Chair of the school's Board of Trustees, he entrusted me with establishing a foundation on behalf of TSS.

The vision for the foundation was rooted in a shared commitment to preserving the legacy and mission of our founders by securing the school's ongoing financial stability and upholding its tradition of child-centered experiential learning.

In May of 2011, The Salisbury School Educational Foundation (TSSEF) was formed as a 501(c)(3) public charitable foundation for the sole benefit of TSS. Tom Johnson became its inaugural board president while I took over as Chair of the school's Board of Trustees.

In 2015 we started quietly building the Legacy campaign to fund our endowment, which became public in May of 2021 during the celebration of the school's 50th anniversary.

The campaign gained momentum through the generous contributions of the Myers family, and we raised $1.3MM in pledges and an additional $500,000 in a matching fund.

A school of our size requires an endowment of at least $5MM to ensure long-term financial viability. Once this initial goal is achieved, our fundraising can turn to needed campus facility improvements and additions to continue providing the best educational environment for students in our region.

With over $4MM (or 82% of the set goal) of assets projected by 2025, I am confident that our Dragon community will rally to bring us to the $5MM goal and beyond, thus ensuring the longevity of our precious school for generations to come.

While reviewing this report, you will notice many ways to contribute to this ambitious fundraising effort. I kindly ask for your consideration in participating. For those of us who share a deep pride in TSS also share in this important responsibility.

In closing, I extend my personal gratitude to the generous donors listed on these pages and to the wider TSS community for all you do to support this one-of-a-kind institution.

Sincerely,



Nick Kypreos
TSSEF Board President



"A gift to the endowment is a gift that lasts forever."

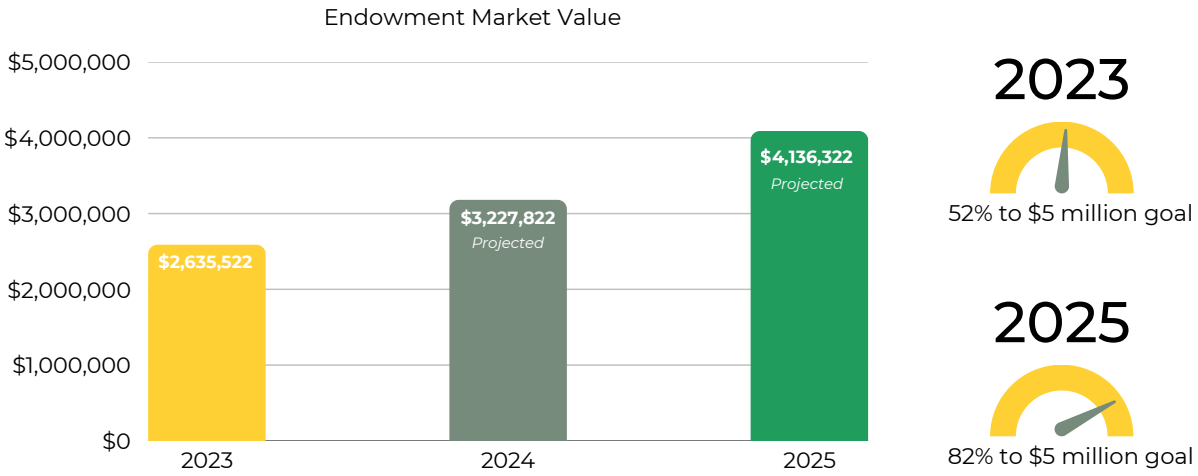
Nick Kypreos, TSSEF Board President

MEASURING PROGESS

Based on industry benchmarks, a school the size of The Salisbury School requires an endowment of at least $5MM to ensure long-term financial stability. Furthermore, upon reaching the initial target of $5MM in assets TSSEF will qualify as an accredited investor providing access to institutional investment opportunities which will substantially enhance the growth of the endowment.

The Goal: $5 Million (and beyond)

We are making progress towards our initial goal of $5MM in endowment assets thanks our 50th Anniversary Legacy campaign donors and a generous $1MM gift from the Myers family along with the innovative leadership of Tom and Anita Johnson.



The current market value of the endowment as of December 31, 2023 is **$2,635,522***. The fund is projected to grow to **$3,227,822**** in 2024 based on pledges and commitments due during this timeframe. By calendar YE 2025 the endowment's projected value will be **$4,136,322****.

**Figures include legacy endowment funds held by CFES: Penny Jarman, Harold Genvert, Nellie G. Allen and Salisbury School Funds*

***Projected figures do not include investment appreciation or new gifts and pledges.*

TSS Solar Field

Innovative Giving

Tom and Anita Johnson

In 2025 the two-acre solar field on campus will become an asset of TSSEF increasing the value of our endowment by $650,000. This generous and forward-thinking gift, established and funded in 2016 by Tom and Anita Johnson, provides TSS substantial annual savings and moves our endowment closer to the $5MM goal.



RESTRICTED FUNDS

Endowment gifts to the foundation are invested in perpetuity with a portion of the appreciation providing restricted and unrestricted financial support for the school.

The Salisbury School Educational Foundation holds three named and restricted funds, each with a designated purpose serving to provide funding for that activity in perpetuity.

01

James and Kristina Landi Scholarship Fund

Honoring former Headmaster James Landi and his wife Kristina, this fund supports academic excellence and access through its funding of the school's Merit Scholarship Program.

02

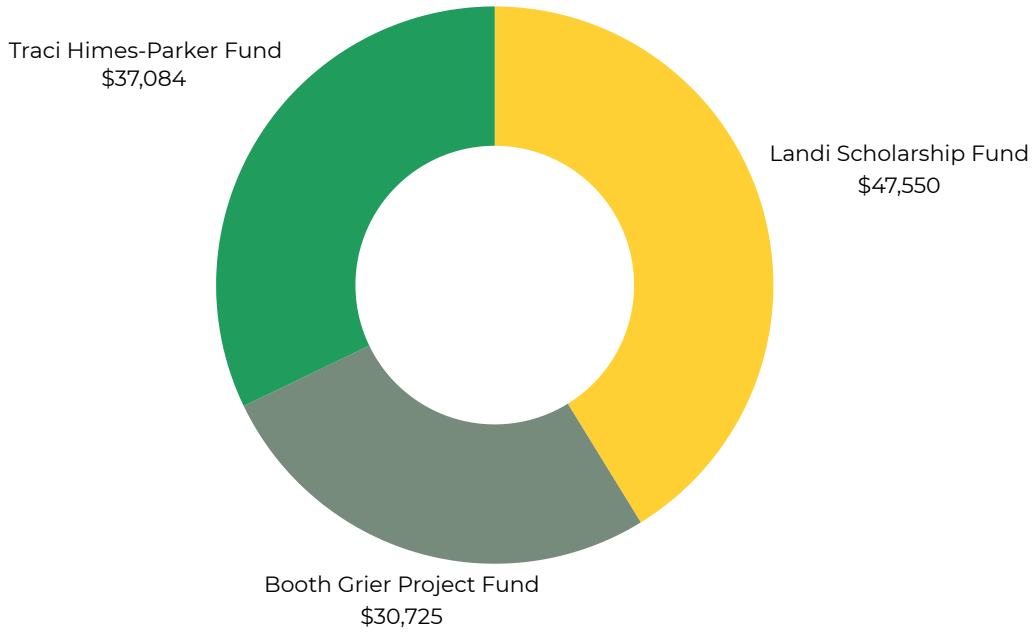
Booth Grier Project Fund

Established in memory of past board chairman, passionate TSS supporter and parent, Booth Grier, this fund supports projects that enhance student experience or improve the physical campus.

03

Traci Himes-Parker Fund for the Performing Arts

This fund honors the memory of early TSS student and alumni parent Traci Himes-Parker and her passion for the arts as a pillar of whole-child education.



ENDOWMENT GIFTS

Gifts listed here were made to the foundation through December 31, 2023

Legacy Society
($250,000+)

Tom and Anita Johnson
The Myers Family Foundation

Founder's Circle
($100,000-249,999)

The Ayala Family
(via the Henderson Foundation)
Nejette Cuesta
Christopher Johnson '83
Nick and Julie Kypreos
Jim and Jan Perdue
Tom and Susan Robinson

Head of School Circle
($25,000-99,999)

Lola and Bill Custis
(in memory of Booth Grier)
Franklin P. and Arthur W.
Perdue Foundation, Inc.
Todd and Candace Hickman
Jerry and Joan Matyiko
Mitzi Perdue
Steve and Tracy Robinson
Jay and Jennifer Southard

Dragons Circle
($10,000-24,999)

Dr. Eva K. Anderson
The Ayala Family
Donors to Gabriel Miller Memorial Fund
Beverly Himes
Mike Parker and Bailey Parker '14
Scott and Laura '89 Robertson
Mr. and Mrs. E. Austin Short, III

Green and White Society
($5,000-9,999)

Mr. and Mrs. Stephen Barker
(in memory of Booth Grier)
Gayle Widdowson
The Hogan and Belloso Family

1970s Society
($2,500-4,999)

Anonymous
Curtis and Letitia Banks
John and Abbi (Grier) '01 Custis
Pierre and Peggy Genvert
(in memory of Booth Grier)
Ken and Debbie Usab

Millennium Society
($1,000-2,499)

Gil '06 and Kathryn Allen
Dr. Greg and Judy Belloso
Keith and Amy Brothers
Ann and Randy Coates
Ed and Lois Colaprete
Julie Gibbs
Virginia Hall
Andrew '79 and Downey Hanna
Chris Hayes '96
W. Thomas Hershey
Drs. Alex and Leann '93 Mah
Margaret Palmer
Pohanka of Salisbury
Dave and Sally Rivello
Bruce Robson
Monty and Sabine Sayler
Brett '03 and Maira Spengler
Suzanne and Carl Wilson
Brian and Anne Young

Dome Society
($500-999)

Anonymous
Cynde P. Eakin
William and Kitty Gamber II
Lauren (Genvert) '04 and Ruben Goetzl
Mr. and Mrs. Frank Hanna Sr.
Edmund and Cheryl MacLaughlin
Bob and Ginnie Malone
(in memory of Booth Grier)
Gabe '93 and Sarah Matyiko
Ron and Hope Morgan

ENDOWMENT GIFTS

Gifts listed here were made to the foundation
through December 31, 2023

Dome Society
($500-999)

Ken and Pam Oland
Douglas and Gillian Parker
PNC Foundation Matching Gift Program

Tunnel Society
($250-499)

James Blecki
Jesse and Holly Conaway
Brian and Ann DeLawder
Charles and Sharon Hayes
David Herman
Mr. and Mrs. Wade H. Insley, III
Terry and Jill Sell
Ken and Frances Sterling
Barrie and Mat Tilghman
James Edmund Wade
Jeffrey and Helga Wieland

Scholars Circle
($100-249)

F.C. Althaus
Dr. Alfred Beattie
Nina Blain '95
Mara Burnett '80 and Tim Frechette
Charlene Carney and
Amanda Shump-Underkoffler
Alexandra (Munnelly) Chrostowski '78
Christopher, Melissa, and Brad '15 Cullen
Mr. and Mrs. Henry Custis, Jr.
Charles Dashiell
Douglas Devenyns
Dr. and Mrs. DiNardo
Dr. Rebecca Emery
George Fisk
Catherine Genvert
Margot Genvert
Peter and Linda Hutchinson
Ms. Alice Indelicato
Paula Johnson
Dr. Chang-Wuk Kang
Daniel Kaniewski
Kevin and Monica Kearney
Mr. and Mrs. Shahriar Khan
Kristy Lambrou '01
Stuart and Nancy Leer
Terry and Mary Beth Lindsay
Joan and Gary Luppens
Mr. and Mrs. Robert McBrien
David McShaffry
Dick and Margy Meeks
Michele Munnelly
(in memory of Eugene Munnelly)
James and Kathleen Otway
Mr. and Mrs. David Pogge
John and Connie Rue
Henry and Mary Louisa Rutledge
Mr. and Mrs. Sasscer
Mr. and Mrs. Charles Schaefer
Jan Shores
J. Thomas Sturgis
George and Phyliss White
Sarah Young

Friends Circle
(Up to $99)

Anonymous
Temple Blackwood
Ed and Charmaine Cowell
Mr. and Mrs. Anthony Edwards
William and Pamela Gordy
William and Diane Hahn
Jamieson and Jennifer LeCates
Jacqueline Obrecht
Michael Quillin
Judy Sieg
Mr. and Mrs. Greg Stein
Pyda Sterling
(in honor of Julia and Colton Mann)
Lewis Young and Vicki Walter-Young
Mike and Debbie Wessels
Joan and Larry Winslow

ENDOWMENT PLEDGES

The following pledges were made during our 50th Anniversary Legacy Campaign and will be fulfilled over 3 years

$1,299,000
Total Pledged*

$532,356
Total Oustanding*

**Figures do not include the value of TSS Solar Field*



60%
received of total pledged

Legacy Pledge Donors

Gil '06 and Kathryn Allen
Anonymous
The Ayala Family
(via the Henderson Foundation)
Curtis and Letitia Banks
Mr. and Mrs. Stephen Barker
(in memory of Booth Grier)
Ed and Lois Colaprete
John and Abbi (Grier) '01 Custis
Chris Hayes '96
The Hogan and Belloso Family
Nick and Julie Kypreos
Drs. Alex and Leann '93 Mah
Gabe '93 and Sarah Matyiko
The Myers Family Foundation
Pohanka of Salisbury
Monty and Sabine Sayler
Ken and Debbie Usab

Tom and Anita Johnson**
***donating TSS Solar Field to TSSEF in 2025*

Legacy Campaign

Leadership Giving

The Myers Family Foundation

The 50th Anniversary Legacy Campaign aimed to accelerate the growth of our endowment which will provide income to the school in perpetuity. The campaign includes a generous $1MM leadership gift and a matching gift challenge of $500,000 both donated by the Myers Family Foundation.



PLANNED GIVING

The Evergreen Society recognizes those who have thoughtfully included The Salisbury School in their estate plan. Whether a straightforward bequest or complex trust arrangement, an estate gift is a meaningful way to ensure the strength of the institution for the next generation of students.

The Evergreen Society

Anonymous
Keith and Amy Brothers
Dr. Kent+ and Charlene Carney
Carl and Joanne Cottingham
Kimberly and Peter Cuesta
Pierre Genvert
Frank and Diane Gunion
Tom and Anita Johnson
Nick Kypreos
Richard and Margy Meeks
Ursula Kathleen Myers
Mike Parker and Bailey Parker
Jim and Jan Perdue
Tom Robinson
Cindy Smith-Pilchard
Brett Spengler
Ken and Debbie Usab
Mike and Debbie Wessels

+ deceased

ANNUAL FUNDING

Current and past endowment giving has provided TSS with yearly income totaling $586,490 since 2014.

These funds have been used by the school for a variety of purposes, including educational support and professional development.

Annual endowment funding for TSS will increase once our initial $5MM goal is met, which will enhance the educational experience for every student.

Please help us reach that important milestone.

2014	2015	2016	2017	2018
$52,167	$51,099	$51,092	$49,949	$50,046

2019	2020	2021	2022	2023
$52,194	$48,737	$66,412	$77,274	$87,523

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WITH GRATITUDE

THANK YOU

We deeply appreciate our donors who have generously contributed to the growth of our endowment. Your support is vital to achieving the goals we have set to ensure TSS has the financial footing to continue its tradition of educational excellence for the next 50 years and beyond.

Together with the generosity of the entire Dragon community, we are on the path to securing the school's future and protecting our beloved legacy for generations to come.

We are grateful to you for your unwavering dedication to The Salisbury School.

WAYS TO GIVE

- gift of cash
- gift in a will or trust
- gift of life insurance
- gift of cryptocurrency
- gift of IRA or pension plan
- gift of securities; stocks, bonds
- gift of property or real estate

Please consider supporting the endowment in the way that feels best for you and your family.

CONTACT

The Salisbury School Educational Foundation
Mindy Myrick, Executive Director

6279 Hobbs Road
Salisbury, MD 21804
410.742.4464 ext. 142

www.tssef.org
mimyrick@thesalisburyschool.org