

A photograph of three graduates in black gowns and caps walking through a field of white flowering trees. They are wearing face masks and carrying red folders. The scene is bright and outdoors.

FRANKLIN PIERCE UNIVERSITY

PRESIDENT'S REPORT 2021

Dear Franklin Pierce Friends and Supporters,

On behalf of the students, faculty, and staff, I am pleased to present this report and acknowledge our many supportive and loyal donors during fiscal year June 1, 2020-May 31, 2021. We are truly humbled by the generosity and commitment you showed our community during the COVID-19 pandemic. You were all impacted in some way by the events of the past year, and yet still found a way to support our beloved University. This annual report is a testament to our strength and your support has helped lay a solid financial foundation for our future.

Next year, Franklin Pierce University will celebrate its 60th anniversary. This major milestone calls on us to reflect on our history with an eye toward the future. Fueled by an institutional commitment to long-range planning, and a community invested in the success of students and the University, we are proactively pursuing opportunities and adapting to challenges as we approach this anniversary milestone in 2022. By taking bold and innovative action, we are providing an education that is both relevant and enduring for our Ravens.

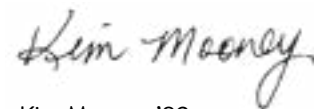
I am happy and proud to share that during the fiscal year ending on May 31, 2021, we received \$987,620 in gifts. In addition, our endowment experienced unprecedented growth, reaching more than \$22.5 million by the close of our fiscal year.

In this report, we list our donors in the Honor Roll. That special section is symbolic of individuals and organizations that have signaled their commitment to partner with Franklin Pierce as we build a sustainable future. I am grateful to share within these pages more insight into the myriad of ways our donors support our efforts, including through matching gifts like those received from the Chair of the Board of Trustees Frederick Pierce and trustee emeritus Lloyd Astmann '69, P'95 and Helen Ament Astmann '69, P'95. Their pledge represents a commitment to pay it forward to further benefit and support our mission. You'll also read about a planned gift made by Bruce Harrington '88. His heartfelt story of acceptance and support while a student here embodies what makes Raven Nation so special.

As a proud alumna, I am excited to celebrate all that Franklin Pierce University has become and what lies ahead. Our diverse community of students, faculty, staff, alumni, trustees, and friends like you have made us the institution that we are today.

Thank you for your investment in our students and the entire Franklin Pierce community.

Ever forward,



Kim Mooney '83
President



UNIVERSITY PRESIDENT
Kim Mooney '83, Ph.D.

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PRESIDENT'S REPORT 2021



A PERFECT MATCH

As his family's unofficial genealogist, Fred Pierce was surprised to discover that he was a distant relative of our nation's 14th president. More surprising was that across the country from his home in California was a private, liberal arts university that shared the same name. With a professional background in education-based real estate and housing, Pierce was intrigued. "I have a lot of experience with higher education. I had a lot of experience with academic fundraising, and I also realize the challenges that small, private universities are facing," said Pierce, "Out of the blue, I picked up the phone and contacted the University."

So began a relationship with the University that now has Pierce as Chairman of its Board of Trustees. But even as a recent addition to the Franklin Pierce University family, he understands the value of what the school has to offer. "I'm proud of who we are and where we are going and the students that we serve."

The evolution of Franklin Pierce University is something trustee emeritus Lloyd Astmann '69, P'95 can attest to as well. The first graduate to serve as Board Chair, Astmann has been part of the school's story practically since its founding. "Going back, Franklin Pierce has just been part of my life. My wife, Helen Ament Astmann '69, P'95 is a graduate, my brother is a graduate, and my daughter is a graduate," Astmann reflected. "Through the ups and downs of all those years, it's just been the most important organization in our lives."

Together, Pierce and the Astmann's have joined forces to bolster philanthropic giving at the University, most recently with a combined matching gift for the annual Day of Giving.

Astmann notes that matching gifts help inspire donors, providing another incentive for them. "It means their gift will be more meaningful. It's an effective tool."

To Fred Pierce, the obligation to pay it forward was a key reason for the matching gift. "Higher education was my personal gateway to opportunity, and I really feel compelled to provide that same opportunity to today's youth." He points toward the factors that make Franklin Pierce University an institution worthy of continued support, including student demographics and diversity. "We have a high number of first-generation college students, and students from diverse socio-economic backgrounds," he says. "Being able to expand opportunities to them is something of which I'm proud."

"Franklin Pierce provided me with opportunities that I did not see before," adds Astmann. "It was geared toward my success, not toward my failure."

That focus on student outcomes is what President Kim Mooney '83 hopes other donors will see as a reason to support the University. "The entire University thrives when we empower students to reach their full potential," she shares. "One of the goals of our strategic plan, *Pierce@60*, calls us to shift the trajectory of the University's tuition dependence through a renewed focus on building University Advancement revenue. The efforts of donors like Fred, Lloyd, and Helen go right to the heart of that goal."



ESTABLISHING A LEGACY



An hour south of Mercer Island, WA, where Bruce Harrington '88 teaches sixth and seventh grade social studies, you will find Pierce College. Often asked if the diploma that hangs on his classroom wall or the license plate frame on his car are in reference to the local, public community college, Harrington is happy to correct his students. For him the subtle nods to his alma mater are just one way to show his side of the world how a University nearly 3,000 miles away couldn't be any closer to his heart.

A native of Shrewsbury, MA, Harrington describes himself as a "good, solid B student" in high school. Shy, he was concerned that a larger university would "swallow him up" and was drawn to the small, community feel that Franklin Pierce offered. "Franklin Pierce was a place where I belonged," he reflects. "It was a community."

That community embraced Harrington, who as a young, gay man, felt accepted by his peers. Starting out as a quiet freshman, the anthropology major graduated senior class president. "I really give Franklin Pierce all the credit in the world for the times I've had to step out with courage. It was a safe place."

As a young graduate, Harrington donated his time to Franklin Pierce, joining the Alumni Association Board of Directors. As he progressed professionally, he was able to support the University financially during the annual Day of Giving. Soon after, he was making monthly gifts.



When Harrington's father passed away unexpectedly at the age of 59, he saw firsthand how failing to plan can directly affect family. Faced with his own mortality, he knew he had to prepare. As a chaplain within the Congregational United Church of Christ for 20 years, Harrington's father often spoke about taking care of the people and things that you love. "If you love something or someone, you need to plan for it, you need to take care of it," he shares. "In my case, Franklin Pierce means the world to me, so how can I take care of it if something were to happen to me?"

Taking care of Franklin Pierce, to Harrington, meant establishing a planned gift. Together with his husband, the two have decided to support the University and the Humane Society with legacy gifts. "When you've known of an institution for more than half your life, it's pretty significant," reflects Harrington. "I want future generations to have the Franklin Pierce experience that I had."

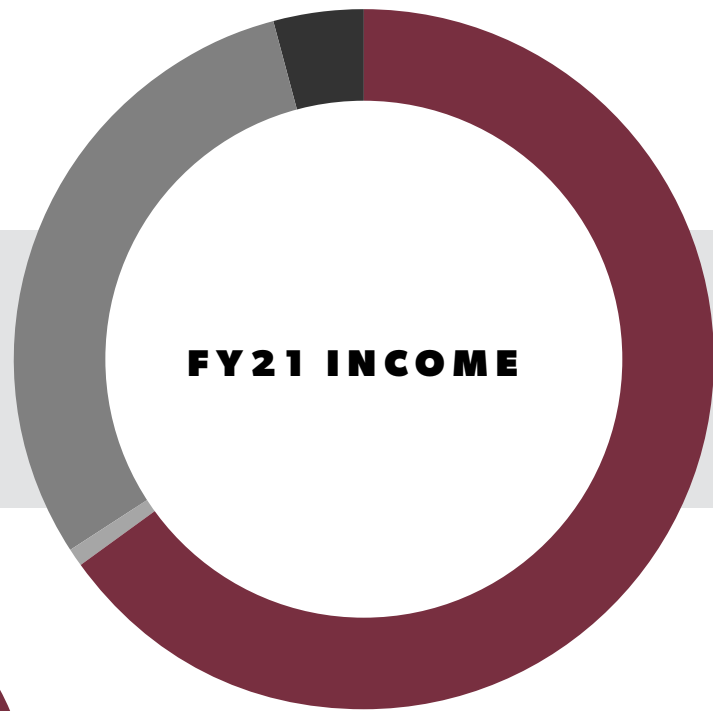
For Harrington, that experience is what sets Franklin Pierce apart. From the meaningful, genuine relationships between faculty and students, to the accessibility of University leadership, to the strong community that Ravens call home. Summing up his motivation for the planned gift, Harrington says, "Anybody can go to any other school but it takes someone special to go to Franklin Pierce and I want this special place to still be there when I'm just a memory."



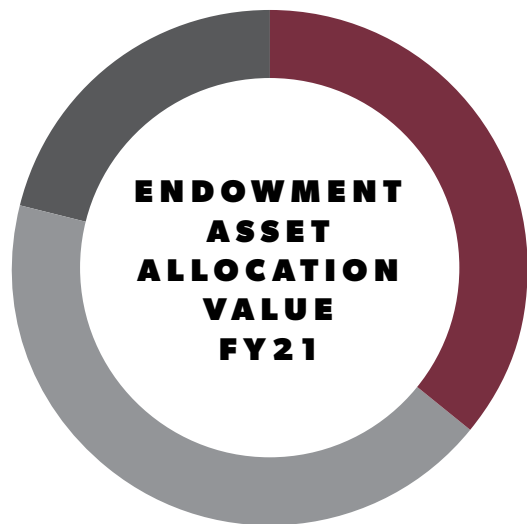
FINANCIAL OVERVIEW



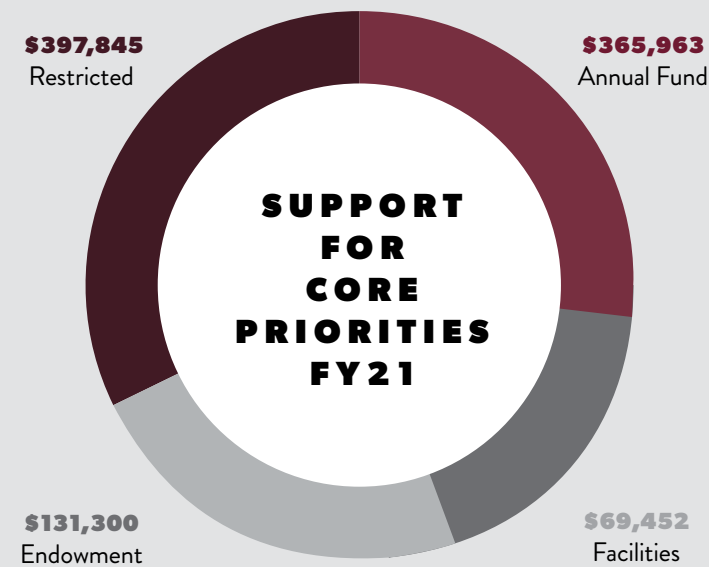
- 31% Instruction
- 26% Student Services
- 13% Academic Support
- 19% Auxiliary Expenses
- 11% Institutional Support and Advancement



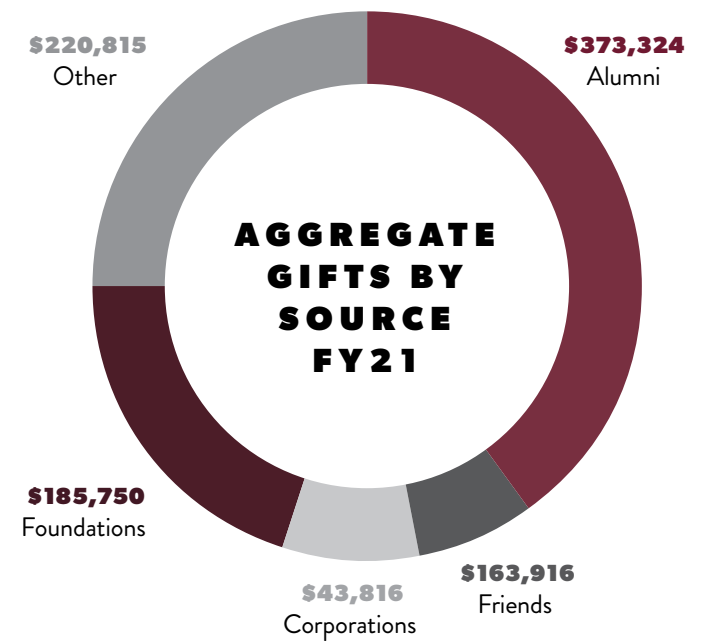
- 58% Tuition and Fees (net of financial aid)
- 1% Investment Income
- 28% Auxiliary Enterprises
- 12% Other



- 28% Fixed Income
- 52% Domestic Equity
- 20% International Equity

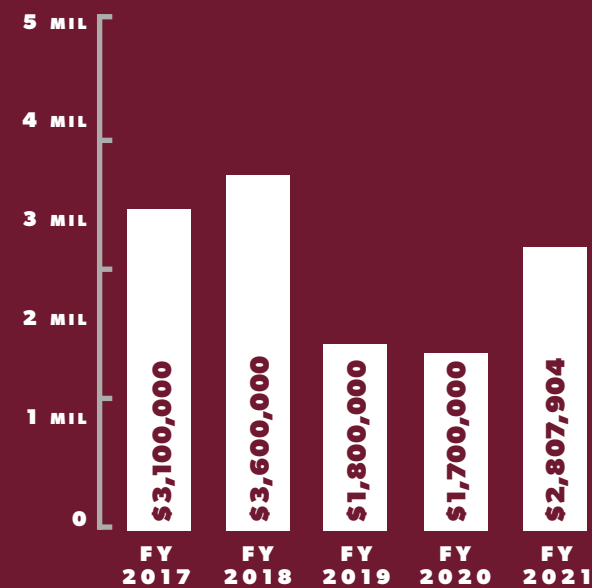


- 38% Annual Fund
- 14% Endowment
- 7% Facilities
- 41% Restricted

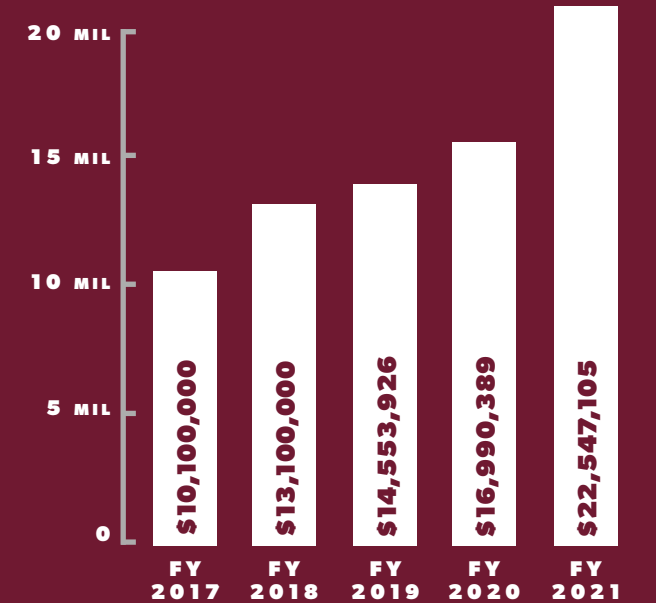


- 38% Alumni
- 17% Friends
- 4% Corporations
- 19% Foundations
- 22% Other

YEAR-END NET REVENUE



FIVE-YEAR ENDOWMENT GROWTH



HONOR ROLL OF FRANKLIN PIERCE UNIVERSITY DONORS

Giving over \$50,000

Estate of Dr. Dorothy F. Donnelly
Grimshaw-Gudewicz Charitable Foundation ~
Harry Meyer '68 and Linda MacLean Meyer
State of New Hampshire ~

Giving over \$10,000

Leslye A. Arsht, Hon. DHL '07 +
Lloyd Astmann '69, P'95, Hon. DHL '13 and Helen Ament Astmann '69, P'95 +~
Nicholas Bisaccia and Pamela O'Neil Bisaccia ~
John Burke '66, P'94 +~
Steven V. Camerino and Sarah Knowlton +
Bruce Crockett '71 and Diane Crockett
Carleen Albonizio Farrell '71 and Daniel Farrell +~
Mark Goodman '71 and June Goodman ~
Carol Houle '97 +
Alfred Marulli '69 and Barbara Singleton Marulli +
Genevieve M. McGillicuddy '94 +
Kim Mooney '83 and Gregory Walsh +~
Frederick W. Pierce, IV and Christine Pierce +
Jonathan Slavin '92 and Lori Weinstein Slavin '92 +~

Giving over \$5,000
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Zachary Gianaris '89
The Charles and Mabel P. Jost Foundation, Inc. ~
Harold Levy '70 and Anne Lieberman Levy@ ~
Harry McMahan '67

Jonathan A. French Charitable Lead Unitrust
Sally Nestor P'04 and Alexander Nestor P'04 ~
Robert Patterson '69 and Nancy Voltmer Patterson #
Anne Perry
Sarah J. Schiermeyer MSN '12
Sodexo, Inc. & Affiliates
Blaine Thompson '69 and Lori Latimer Thompson ~

Giving over \$1,000

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Anonymous
Anonymous
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Hazel Blyzinskyj and John Blyzinskyj P '21
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Robert J. Carr P '19
Derica Carty '99 +
CBS Mechanical, Inc.
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Gerald J. Copeland
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Elizabeth DiPietro +
Raymond Eaton '90
James Egan '72 and Mildred Kafka Egan '72
Caryl Felicetta +
Marlin Fitzwater, Hon. DHL '98 and Melinda Andrews Fitzwater +~
Stuart Fried '69 ~
Mark Fryberger and Amanda Fryberger
Peter Fuchs P '93 and Ricki Fuchs P '93 ~

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Temple Grandin '70, Hon. DHL '12
Richard Green '69 and Christine Frank ~
Nancy E. Hadley @
Joseph M. Herman
Ross H. Hollander '69
Lynda Hunt '04 and John B. Hunt
Jennifer Jacobus '86
Jill Astmann Karol '95 and Robert Karol

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Henry Kiellar '70
Steve Kress
James Markland P '22
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Moura's Cleaning Service Inc.
Crystal Neuhauser
Helen F. Norris
Sean O'Kane and Teresa O'Kane +
Laura Ostrander and Alan Ostrander
Diane "Dinny" Najarian Parvin '69 and Denis Parvin
Pepsi Bottling Group
Mark Pfaff
Physician Assistant Education Association
Andrew Pollom
Vicky Rank '02, '05, MBA '12, P '14 and Madison Rank '14 ~
Robert Riley '82 and Kimberley Lewis Riley '83 +~
Roy A. Hunt Foundation
Lisa Rumsey P '24
Seppala Construction Co., Inc.
Kevin Shirvell '01 ~
Donna Shooster
Dan Snell '67 and Donna Snell
David Starrett

Michael Stockdale and Terrell Stockdale
The Shattuck Golf & Dublin Road Taproom
Amy Fales Walsh '90 and Sean Walsh
Thomas Zaluki '86

Giving over \$500

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Nancy Bennett
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Ryan G. Helton
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Evelyn Jankousky P '16
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Owen McAlister
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Mary Kay Ogden
Muriel O'Neil '66 ~
Catherine R. Owen Koning ~
Derek Paul
Harold Pyke '82
Rindge Faculty Federation
Edward Ross
Richard D. Roth
Brian Rusk and Maureen Millane
Salon 9 Spa
Danny Sansevieri '69
Secure Energy Solutions
Cara M. Selby P '22
Warren H. Shadek P '82
Jeffrey Karl Smith '81 and Roger Egli
Brent Steinberg '10
David F. Stockdale
Linda Stokman
The Graphic Edge
Cathryn C. Thermer
Jared Toman
True Fleece N.A. LLC
Tara Wilkinson '97
Stephen Young '89

Giving over \$250

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Anonymous
Anonymous
Lawrence Abramson '75
AmazonSmile Foundation

Daniel Anderson '01
Peter A. Arsenault
Richard W. Barnes
Keith Beck
Boston Appliance Company
Terrell Boston-Smith '05 +
Marc Bragin '91
Rachel D. Burleson & Megan Burleson
Gerald Burns and Ruth Arjona ~
Marjorie Callahan
G. Thomas Cameron '85
Scott Cullinane P '19
Dangelantonio Family
Jordan DeGrandpre
J. Robert Dell'Anno '70
John Dodge '72
Nancy Duffy P '20 and John Duffy P '20
Ms. Melissa B. Dymek '11
Eltab Processing, LLC
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Alta Anne Farley and Floyd Farley
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James Fitzsimmons '87
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Laura Meara
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Diann Mellott
Amy Brigham Melvin '88 and Michael Melvin '88



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Shaun Millerick
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Richard Senatore
Jack Sheline
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Cheryl Silva
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Kris Smith
Maria Snow
Michael Sosik
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Wendy Spoto
Jennifer St Laurent
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Roni Lowenthal Stein '77
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Nicolas Thistle '13 ^
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Areti Zacharakis
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Jonathan Slavin '92 and Lori Weinstein Slavin '92

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Mark T. Gorman

Mark Fryberger and Amanda Fryberger

Bruce W. Hovendon

Brian Hovendon '79

Jake Jagoda

Kevin Shirvell '01

Jessica Marulli

Bruce A. Elichman '68
Maria Snow
Alta Anne Farley and Floyd Farley
Brian Rusk and Maureen Millane
Joseph M. Herman
Diane "Dinny" Najarian Parvin '69 and Denis Parvin
Alfred Marulli '69 and Barbara Singleton Marulli

James F. Maybury

Vicky Rank '02, '05, MBA '12 and Madison Rank '14

Julian W. Richards

Dawn Gagnon
Audra L. O'Connor
Megan A. Athanasiou
Noreen Otto

David H. Shooster

Donna Shooster

Betty A. Vandersluis

Anonymous

Lisa Weidner

Jeffrey Karl Smith '81 and Roger Egli



2021 **IN HONOR OF**

9/11 Remembrance

Kevin Shirvell '01

Jacob H. Abbott

Alicia Abbott P '11 and Will Abbott P '11

Lloyd H. Astmann

Jill Astmann Karol '95 and Robert Karol

David T. Wilson '77

John T. Burke '66 P '94

Class of 1989

Kimberly Cook Neher '89

Class of 2021

Tracy A. Mendham M.Ed '12

Kiera Duggan

The Duggan Family

Gregory K. Fuchs

Peter Fuchs P '93 and Ricki Fuchs P '93

Frank P. Green

Richard Green '69 and Christine Frank

Emily Kramer

Vicky Rank '02, '05, MBA '12 and Madison Rank '14

Michael I. Levitt '21 @

Vicky Rank '02, '05, MBA '12 and Madison Rank '14

Joleen I. Little

Vicky Rank '02, '05, MBA '12 and Madison Rank '14

Crystal Neuhauser

John Morgan

Patricia Platten and Robet M. Platten

Marian Craig Leers Charitable Trust

Samuel J. Slotnick

Jamie Slotnick

Woman's Rowing Team

Amanda Kelly

Julie Zahn

Susannah L. Batchelder '13, MBA '14



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