EMBRACING THE FUTURE  ETF for ETF

With the help of our new board member and resident storyteller, Kiran Singh Sirah, I am thinking a lot about the East Tennessee Foundation (ETF) story — past, present, and future — as we celebrate and reflect upon our 35 years of providing philanthropic leadership in the communities of East Tennessee. In the wake of the pandemic’s toll, in light of tragic events in our own neighborhoods, and against the backdrop of larger troubling trends in the world today, Kiran writes:

“We know that as champions, staff, and board members of ETF, our work is about strengthening community, growing community, and helping communities flourish and thrive. That’s our story. When tragic events occur, it disrupts our narrative and burdens the heart and passion of the Foundation and all those we support. Any narrative rupture is also an opportunity to remind ourselves of our purpose.”

In a year of unprecedented challenges, we indeed doubled down on our mission: donors dug deep; wise investing strategies paid off; ETF staff worked tirelessly to deploy grantmaking funds; and our community partners acted heroically to translate dollars into impact. We rallied to meet critical ongoing program obligations alongside emergency requests related to the enormous individual, organizational, and community impact of COVID-19. All of you, our ETF family, facilitated this resilience. From donor advised funds (DAFs) to organization endowments to unrestricted funds and scholarships, resources grew and were matched to needs in extraordinary ways.

To be tested in such a way in a year in which we might otherwise have been congratulating ourselves on our historical successes has been transformational for the Foundation. It has led us to think strategically about the next 35 years and to ask hard questions: about the external forces changing the world in which we operate, about our assets and aspirations, about our competitive advantage and outreach.

Below are just some of these questions we are posing to ourselves and to our constituencies in an extensive strategic planning process this spring, eliciting feedback from board, staff, donors, and grantees on the strengths, weaknesses, opportunities, and threats facing ETF in the coming years:

• What urgent local and national needs (demographic, economic, social, cultural, legislative) are we facing and impact our work?

• How can we deepen and expand connections “on the ground” throughout the 25 counties we serve in East Tennessee?

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• What tools do we need in our toolbox – from different types of funds we offer to innovative financial products in our investment portfolios to a wide menu of flexible, timely, and responsive grants and scholarships?

• How can we be proactive in our grantmaking to address the vulnerabilities in our communities that lead to tragic events like those which occurred recently at Austin-East High School and the East Knoxville community?

• Beyond dollars, how can we add value to the equation by helping to build relationships and focus attention on critical issues?

As many of us know, the 30s are a time ripe for inquiry and reflection – and, if done right, a time for accountability, learning, and continuous improvement. In that spirit, we are also asking hard questions about how we operate internally in a transparent effort to hold ourselves accountable to our mission, vision, and values. This includes detailed cost studies of staff time, a review of fee and service models, 360-degree leadership assessments, intensive appraisals of Diversity, Equity, and Inclusion (DEI) in our work and workplace, and expanded board recruitment, training, and engagement.

In all facets of this endeavor that we have come to call Embracing the Future (ETF for ETF), we are ensuring we are worthy of the trust you have put in us for the past 35 years.

A powerful embodiment of this trust is an anonymous donor’s generous $4 million donation designated solely for ETF’s Opportunity Endowment Fund for unrestricted use. Grants from unrestricted funds are made at the discretion of our highly qualified staff in partnership and consultation with the people who know what needs to be done and how to do it with oversight by our board. These funds enable us to be nimble and responsive in doing our best and highest work, from Neighbor to Neighbor to Hope in Action to special projects. To learn more about the impact of unrestricted giving, read Advancement’s article on page 11, and please consider expressing your trust in us with a gift.

I am honored to serve as Board Chair and to be an ETF fundholder at this exciting time, fully invested in ETF’s and the region’s success. There is much to be done and many challenges ahead. We go forward with a unity of purpose: to “inspire donors to make lives better and communities stronger in enduring ways across generations.” Many thanks and kudos to you – Mike, the staff, board, volunteers, community partners, and grantees who are the ETF story. Here’s to the next 35 years.

Cate Biggs
East Tennessee Foundation
Board Chair

WHAT COULD BE NEXT?
A NEW UNRESTRICTED SCHOLARSHIP OPPORTUNITY FUND

Just as ETF’s Opportunity Fund provides a permanent source of unrestricted income to allow the Foundation to address the needs of our region, the need for an unrestricted scholarship fund has been identified in recent discussions. A Scholarship Opportunity Fund would help meet unique needs of students pursuing post-secondary education.

In 2021, we received over 900 applications for approximately 125 new scholarship awards, and every year we are faced with this same dilemma. This scholarship fund could address future, unanticipated opportunities for students in our region and be used to fill in identified gaps where strong contenders were not selected as recipients of our other scholarship programs. In addition, the fund can help scholarship recipients reach the finish line with extra coursework, required certifications, or job preparation.

When we invest in our students, we are also investing in our region’s future. ETF scholarships not only touch the lives of the recipients, but they also impact communities in our region. As we celebrate our 35-year anniversary, a new Scholarship Opportunity Fund could help to make more dreams come true for more students in our region.

HELP US MAKE THIS SCHOLARSHIP A REALITY BY MAKING A GIFT TO OUR OPPORTUNITY ENDOWMENT FUND! GIVE NOW AND YOUR GIFT WILL BE MATCHED. FOR DETAILS, CONTACT TAMARA BOYER AT TBOYER@ETF.ORG OR 877-524-1223.
2020 AT A GLANCE

TOTAL ASSETS OF $568 MILLION

135 NEW SCHOLARSHIPS TOTALING $933,350

$14.2 MILLION IN GIFTS RECEIVED

$25 MILLION IN GRANTS AWARDED

476 TOTAL ETF FUNDS

18 NEW ETF FUNDS

9 SUPPORTING ORGANIZATIONS

OUR MISSION
WE PROVIDE PHILANTHROPIC LEADERSHIP INSPIRING DONORS TO MAKE LIVES BETTER AND COMMUNITIES STRONGER IN ENDURING WAYS ACROSS GENERATIONS.

WE MEASURE SUCCESS
THROUGH OUR REPUTATION WITH DONORS, ADVISORS, AND THE PUBLIC IMPACT IN COMMUNITIES SERVICE TO DONORS, GRANTEES, AND COMMUNITIES FINANCIAL PERFORMANCE: GROWTH AND EFFICIENCY

WE VALUE
TRUST RELATIONSHIPS DONOR INTENT RESPECT GENEROSITY DIVERSITY

OUR VISION
THRIVING COMMUNITIES POWERED BY THOUGHTFUL GIVING.

#THANKYOU THURSDAY
MOMENTS FOR CELEBRATING EVERY THURSDAY DURING OUR 35-YEAR ANNIVERSARY

FOLLOW US ON

3
### 2020 Grants Impact

<table>
<thead>
<tr>
<th>County</th>
<th>Amount of Grants Awarded</th>
<th># of Grants Awarded</th>
</tr>
</thead>
<tbody>
<tr>
<td>Anderson</td>
<td>$88,250</td>
<td>24</td>
</tr>
<tr>
<td>Blount</td>
<td>$597,863</td>
<td>71</td>
</tr>
<tr>
<td>Campbell</td>
<td>$86,485</td>
<td>32</td>
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<tr>
<td>Carter</td>
<td>$12,487</td>
<td>6</td>
</tr>
<tr>
<td>Claiborne</td>
<td>$14,445</td>
<td>5</td>
</tr>
<tr>
<td>Cocke</td>
<td>$135,550</td>
<td>10</td>
</tr>
<tr>
<td>Grainger</td>
<td>$25,400</td>
<td>5</td>
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<tr>
<td>Greene</td>
<td>$445,960</td>
<td>71</td>
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<tr>
<td>Hamblen</td>
<td>$62,100</td>
<td>14</td>
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<tr>
<td>Hancock</td>
<td>$5,000</td>
<td>1</td>
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<tr>
<td>Hawkins</td>
<td>$39,423</td>
<td>8</td>
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<tr>
<td>Jefferson</td>
<td>$572,800</td>
<td>31</td>
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<tr>
<td>Johnson</td>
<td>$82,010</td>
<td>25</td>
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<tr>
<td>Knox</td>
<td>$10,814,589+</td>
<td>579</td>
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<td>Loudon</td>
<td>$65,512</td>
<td>16</td>
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<td>McMinn</td>
<td>$40,487</td>
<td>19</td>
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<tr>
<td>Monroe</td>
<td>$141,350</td>
<td>30</td>
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<tr>
<td>Morgan</td>
<td>$264,015</td>
<td>5</td>
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<tr>
<td>Roane</td>
<td>$41,150</td>
<td>7</td>
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<tr>
<td>Scott</td>
<td>$49,000</td>
<td>13</td>
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<tr>
<td>Sevier</td>
<td>$137,085</td>
<td>26</td>
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<tr>
<td>Sullivan</td>
<td>$399,892</td>
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<td>Unicoi</td>
<td>$0</td>
<td>0</td>
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<tr>
<td>Union</td>
<td>$34,500</td>
<td>7</td>
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<tr>
<td>Washington</td>
<td>$228,870</td>
<td>26</td>
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<tr>
<td>Region-Wide</td>
<td>$3,557,411</td>
<td>241</td>
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<tr>
<td>Statewide</td>
<td>$77,385</td>
<td>19</td>
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<tr>
<td>Outside Service Area</td>
<td>$1,602,481</td>
<td>296</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$19,621,470</strong></td>
<td><strong>1,616</strong></td>
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</table>

*Excludes grants made by ETF’s supporting organizations
+ Many of the Knox County based nonprofits provide services throughout the region.

Nonprofit organizations in Unicoi County are encouraged to contact us regarding grant opportunities. Please contact Jan Elston, Vice President for Competitive Grant Programs at jelston@ETF.org or 877-524-1223.
# 2020 Scholarship Impact

<table>
<thead>
<tr>
<th>135 New Scholarships totaling $933,350</th>
<th>33% are first-generation college students</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1.3 million currently committed to 218 scholarships</td>
<td>53% live in households with incomes under $50,000</td>
</tr>
</tbody>
</table>

**Total # of New 2020 Recipients by County of Residence = 135**
## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2020 PRIOR TO AUDIT</th>
<th>2019 AUDITED</th>
</tr>
</thead>
<tbody>
<tr>
<td>CASH AND CASH EQUIVALENTS</td>
<td>$29,754,341</td>
<td>$18,471,800</td>
</tr>
<tr>
<td>ACCOUNTS RECEIVABLE, NET</td>
<td>$128,966</td>
<td>$191,628</td>
</tr>
<tr>
<td>UNCONDITIONAL PROMISES TO GIVE</td>
<td>$85,957,603</td>
<td>$86,909,740</td>
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<tr>
<td>LOANS AND NOTES RECEIVABLE, NET</td>
<td>$168,318</td>
<td>$204,670</td>
</tr>
<tr>
<td>INVESTMENTS</td>
<td>$449,147,935</td>
<td>$413,053,601</td>
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<tr>
<td>OTHER ASSETS</td>
<td>$69,444</td>
<td>$42,433</td>
</tr>
<tr>
<td>PROPERTY AND EQUIPMENT, NET</td>
<td>$2,919,566</td>
<td>$2,751,571</td>
</tr>
<tr>
<td>TOTAL ASSETS</td>
<td>$568,146,173</td>
<td>$521,625,443</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES AND NET ASSETS</th>
<th>2020 PRIOR TO AUDIT</th>
<th>2019 AUDITED</th>
</tr>
</thead>
<tbody>
<tr>
<td>LIABILITIES</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ACCOUNTS PAYABLE AND ACCRUED EXPENSES</td>
<td>$76,865</td>
<td>$99,647</td>
</tr>
<tr>
<td>GRANTS PAYABLE</td>
<td>$42,236,606</td>
<td>$38,065,045</td>
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<tr>
<td>NOTES PAYABLE</td>
<td>$292,517</td>
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<tr>
<td>ANNUITY/UNITRUST LIABILITY</td>
<td>$707,095</td>
<td>$690,821</td>
</tr>
<tr>
<td>LIABILITY FOR AMOUNTS HELD FOR OTHERS</td>
<td>$42,474,554</td>
<td>$37,955,164</td>
</tr>
<tr>
<td>TOTAL LIABILITIES</td>
<td>$85,787,637</td>
<td>$76,810,677</td>
</tr>
<tr>
<td>NET ASSETS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>UNRESTRICTED</td>
<td>$475,858,452</td>
<td>$439,300,347</td>
</tr>
<tr>
<td>TEMPORARILY RESTRICTED</td>
<td>$6,500,084</td>
<td>$5,514,419</td>
</tr>
<tr>
<td>TOTAL NET ASSETS</td>
<td>$482,358,536</td>
<td>$444,814,766</td>
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<tr>
<td>TOTAL LIABILITIES AND NET ASSETS</td>
<td>$568,146,173</td>
<td>$521,625,443</td>
</tr>
</tbody>
</table>

## CONSOLIDATED STATEMENT OF ACTIVITIES

<table>
<thead>
<tr>
<th>REVENUES, GAINS AND OTHER SUPPORT</th>
<th>2020 PRIOR TO AUDIT</th>
<th>2019 AUDITED</th>
</tr>
</thead>
<tbody>
<tr>
<td>CONTRIBUTIONS AND GRANTS</td>
<td>$13,060,481</td>
<td>$24,948,374</td>
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<tr>
<td>INVESTMENT INCOME</td>
<td>$6,062,587</td>
<td>$5,755,885</td>
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<tr>
<td>NET REALIZED AND UNREALIZED GAIN ON INVESTMENTS</td>
<td>$45,096,173</td>
<td>$56,835,907</td>
</tr>
<tr>
<td>GAIN ON DISPOSAL OF CAPITAL ASSETS</td>
<td>-</td>
<td>-</td>
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<tr>
<td>CHANGE IN VALUE OF SPLIT-INTEREST AGREEMENTS</td>
<td>$492,318</td>
<td>$1,405,290</td>
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<tr>
<td>OTHER REVENUE</td>
<td>$341,694</td>
<td>$1,021,857</td>
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<tr>
<td>NET ASSETS RELEASED FROM RESTRICTIONS DURING THE PERIOD</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>TOTAL REVENUES, GAINS AND OTHER SUPPORT</td>
<td>$65,053,253</td>
<td>$89,967,313</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>EXPENSES</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>PROGRAM SERVICES</td>
<td></td>
<td></td>
</tr>
<tr>
<td>GRANTS AND CONTRIBUTIONS</td>
<td>$23,102,086</td>
<td>$19,697,178</td>
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<tr>
<td>OTHER PROGRAM EXPENSES</td>
<td>$1,656,449</td>
<td>$1,282,632</td>
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<tr>
<td>SUPPORTING SERVICES</td>
<td></td>
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<tr>
<td>MANAGEMENT AND GENERAL EXPENSES</td>
<td>$1,650,569</td>
<td>$991,523</td>
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<tr>
<td>FUNDRAISING EXPENSES</td>
<td>$1,100,379</td>
<td>$1,124,287</td>
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<tr>
<td>TOTAL EXPENSES</td>
<td>$27,509,483</td>
<td>$23,095,820</td>
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<tr>
<td>CHANGE IN NET ASSETS</td>
<td>$37,534,770</td>
<td>$66,871,693</td>
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<td>NET ASSETS AT BEGINNING OF YEAR</td>
<td>$444,814,766</td>
<td>$377,943,073</td>
</tr>
<tr>
<td>NET ASSETS AT END OF YEAR</td>
<td>$444,814,766</td>
<td>$444,814,766</td>
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</table>

The financial statements of East Tennessee Foundation are audited annually by a certified public accountant. These financial statements are prepared according to FASB standards for financial reporting for not-for-profit organizations. Due to these reporting standards, the amounts reported in these financial statements for gifts to and grants from the Foundation will differ from those reported elsewhere in this Annual Report. The numbers included for 2019 are audited with an unqualified opinion, while the numbers for 2020 are preliminary and prior to audit completion. The Statement of Financial Position and Statements of Activities represent a combined financial summary for 2019 and 2020 for all component funds of East Tennessee Foundation and its supporting foundations. Accompanying notes are an integral part of the financial statements, and audited statements are posted on the Foundation’s website or may be obtained by contacting the Foundation’s office. A copy of the Foundation’s tax filing (Form 990) may also be obtained on the Foundation’s website or by contacting the Foundation’s office.
MEET OUR NEW BOARD MEMBERS

**Reverend Ben Lewis, Jr.,**  
Senior Staff Chaplain,  
At UTMC and Founder/CEO,  
Genesis Diversity Solutions

Ben is a native of Alcoa, Tennessee. He is a board-certified senior staff chaplain at the University of Tennessee Medical Center and the Founder/CEO of Genesis Diversity Solutions, the only minority-owned diversity consulting firm in the Greater Knoxville community. At UTMC, Ben serves as an adjunct professor of communication, ethics, and professionalism, a member of the medical ethics board, an advisor to medical center leadership on racial equity and diversity/inclusion-related issues, and as the Living Donor Advocate for the medical center transplant program. Rev. Lewis is the thirteenth Senior Pastor of historic Bethel Missionary Baptist Church in Alcoa, a husband, father of four, and grandfather of five who loves sports, reading, fishing, spending time with family, and being a servant-leader who touches and makes a difference in the lives of the people in our communities. One of his favorite quotes is, “We cannot become what we need to be by remaining what we are” - Max Depree.

**Nathaniel Shelso,**  
Relationship Manager,  
Private Banking, FirstBank

Nathaniel lived his early childhood years in Iowa and South Dakota before moving to Memphis in the 8th grade. After graduating from high school, he moved to Knoxville to attend the University of Tennessee and has since adopted it as his hometown. After graduating from UT with majors in both economics and finance, Nathaniel ventured into the financial services industry. He started working for Clayton Bank & Trust in 2012, which was later acquired by FirstBank where he is currently a Relationship Manager in the Private Banking department. Nathaniel lives with his longtime partner, Chelsea, and their dog, Gus. Nathaniel enjoys hiking, camping, trail running, local breweries, current events, politics, and local issues. He was awarded East Tennessee Foundation’s first Young Professional Key to Philanthropy award in 2019. In the summer of 2018, after the unexpected passing of his close friend, Spenser Powell, Nathaniel helped establish the Spenser F. Powell Memorial Law Scholarship with East Tennessee Foundation. The scholarship was quickly endowed and raised $35,000 within one year.

**Dr. Donde Plowman,**  
Chancellor,  
University of Tennessee, Knoxville

Donde became the ninth chancellor of the University of Tennessee, Knoxville, on July 1, 2019. Donde returned to Rocky Top last year after nine years at the University of Nebraska–Lincoln (UNL), where she served most recently as executive vice chancellor and chief academic officer. Before going to Nebraska, Donde was on the management faculty at UT, where she served for two years as head of the Department of Management in the Haslam College of Business. Donde has a doctorate in strategic management from the University of Texas at Austin, an undergraduate degree with a major in English from Southern Methodist University, and an MEd in higher education administration from the University of North Texas. She is married to Dennis Duchon, a UNL professor emeritus and former chair of the Department of Management at UNL. They have two grown sons.

**Kiran Singh Sirah,**  
President, International Storytelling Center

Kiran is President of the International Storytelling Center (ISC). Prior to his appointment at ISC, Kiran developed a number of award-winning arts, cultural, and human rights programs in cultural centers across the UK and Ireland. He grew up in southern England. Widely recognized for advancing storytelling as a tool for building social empathy and intercultural understanding, he has spoken and led programming at the Library of Congress, the Kennedy Center, the U.S. Senate (foreign relations), U.S. State Department, and the Pentagon. Kiran champions his beliefs in the power of human creativity, arts, storytelling, and social justice through his advisory role to UNESCO Scotland and through his service as a Rotary Peace Fellow. In 2017, he was awarded the “Champion of Peace” recognition at the Rotary International Day ceremony at the United Nations in Geneva. Kiran firmly believes storytelling not only has the power to enrich lives, but it also holds the key to building a conflict-free society.
Karen Walker,
Chief Financial Officer, The Trust Company of Tennessee

Karen joined The Trust Company in 2017 and, as Chief Financial Officer, is responsible for their finance and accounting operations. She moved to Knoxville in 2011 after a fateful coin toss with her now husband. It turned out to be their best move ever! Originally from Tallahassee, Karen has over 20 years of experience in financial services and holds a B.S. in Accounting from Florida State University and an MBA from Capella University. She is a 2020 graduate of Leadership Knoxville, an Honor Air Volunteer Escort, and was a senior student advisor at the Florida State University College of Business. She admires Eleanor Roosevelt’s quote, “You must do the thing you think you cannot do.” She believes this mentality is key in all things, but especially when working to bring together charitable causes and people to improve opportunities for those in need and their communities. In her free time, she enjoys outdoor activities, spending time with family, traveling, and sports.

EAST TENNESSEE FOUNDATION TEAM BIG TRANSITIONS & MILESTONES

JOIN US IN WELCOMING:

Melissa Tschanz,
Chief Financial Officer

Melissa joins ETF to serve as Chief Financial Officer (CFO) after serving as CFO for the Community Foundation of Northern Nevada, based in Reno, Nevada. She is a licensed Certified Public Accountant in both Tennessee and Nevada. Melissa oversees the financial integrity of the Foundation, including all financial, accounting, and investment processes.

As ETF recently exceeded $600 million in total assets and we are celebrating our 35-year anniversary, the need to add more financial expertise in a newly created leadership role was identified. Fortunately, Melissa was considering a move to Tennessee to be closer to family. The timing worked perfectly, and she joined ETF in May 2021.

Melissa will be working closely with Carolyn Schwenn, Executive Vice President and Secretary, to ensure a smooth transition of all financial leadership responsibilities. Carolyn will continue to serve ETF in its daily activities and operations.

Edna Gibson,
Financial + Administrative Officer

Edna joined ETF in April 2021 as a member of our Finance and Administration team. She manages a variety of fiscal and clerical duties and acts as a liaison to the Supporting Organizations. Prior to joining ETF, Edna worked as the Finance Officer and Volunteer Coordinator for SHADES of Development, a local nonprofit that provides afterschool and summer programs to Knoxville students. Edna also worked for several years at AAA East Tennessee, providing service to the many counties in our region. She volunteers as a mentor with Girl Talk, Inc. and has served on advisory boards for Volunteer East Tennessee and the CAC’s Foster Grandparent program. Edna's experience with nonprofit organizations and background in business management make her well-suited to providing financial and administrative support to ETF.

Edna has been working closely with Jeanne Campbell to transition job duties prior to Jeanne’s retirement.
**Bryce Walden**, Receptionist

Bryce joined ETF as our dedicated receptionist in June 2021 and is the first point of contact with visitors at the Foundation. He answers the office phones and directs callers to appropriate staff members. Additionally, he provides administrative support to our team. Bryce was born and raised in Loudon County and graduated from the University of Tennessee, Knoxville with a Bachelor of Arts in Psychology. Bryce has been working closely with Deborah Phillips as our staff transitions from remote work to our offices. Additionally, Deborah worked closely with Susan Blair to assume her board liaison responsibilities prior to Susan’s retirement earlier this year.

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**MILESTONE ANNIVERSARIES:**

**Jan Elston**, 20 Years

**John Johnson**, 5 Years

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**RETIREMENTS:**

**Susan Blair**

**Jeanne Campbell**

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**ETF’S REGIONAL ADVANCEMENT COMMITTEE,**

chaired by Steve Darden, launched the County Ambassador Project in early 2021. This project is part of the Foundation’s long-term strategic plan to increase board participation and understanding of all counties served by ETF. Each county ambassador is a board member, and the project is a board development and outreach opportunity for each who has volunteered.

Ambassadors will participate in meetings with affiliate fund advisory boards, local government officials, and chambers, attend local events, and work closely with Jill Murphy, Regional Advancement Officer, to identify a plan to best support philanthropy in each county.

- **ANDERSON**
  - Cassandra Stuart
- **BLOUNT**
  - Co-Ambassadors Sharon Hannum and Ben Lewis
- **CAMPBELL**
  - Logan Hickman
- **CARTER**
  - Steve Darden
- **CLAIBORNE**
  - Nathaniel Shelso
- **COCKE**
  - Amy Cathey
- **GRAINGER**
  - Ken Avent
- **GREENE**
  - Steve Darden
- **HAMBLIN**
  - Kris Yarlett
- **JEFFERSON**
  - Denise Dean
- **JOHNSON**
  - Rick Fox
- **KNOX**
  - Co-Ambassadors Drocella Mugorewera and Joe Petre
- **LOUDON**
  - Bruce Hartmann
- **MCMINN**
  - Cate Biggs
- **MONROE**
  - Patsy Carson
- **ROANE**
  - David Bradshaw
- **SEVIER**
  - Butch Peccolo
- **SULLIVAN**
  - Jim Harlan
- **WASHINGTON**
  - Kay Clayton
A CALL TO MEET A NEW CHALLENGE

For ETF, longevity is rooted in trust, impact, and “knock your socks off” service. Those words have always been the answer to the question, “Why partner with us?” Today, we pose a more specific question, “Why contribute to our Opportunity Endowment Fund?”

REASON 1: An anonymous donor has issued a $4 million challenge for ETF’s Opportunity Endowment Fund. Every dollar you donate will be matched dollar for dollar! This Fund provides availability for unrestricted grants and allows ETF to be responsive to our communities’ needs, opportunities, and goals.

REASON 2: ETF’s unrestricted funds available for grantmaking fell well short of the need in 2020 due to the pandemic. During the pandemic, although we were fortunate to receive several large grants and other contributions, our ability to respond with meaningful support to the huge needs of our nonprofit organizations was hampered by lack of funds from our unrestricted resources. With experienced grantmaking staff on the ground with knowledge of our nonprofit infrastructure in the region, the Foundation board and staff are best positioned to direct well-placed grants where they are needed the most, but only if those funds are readily available from our unrestricted funds.

REASON 3: Our goal is to establish a new ETF Unrestricted Scholarship Fund. This fund will allow ETF to help fulfill the dreams of students whose unique sets of circumstances did not find a match within the specifications of our existing scholarship programs. Each year many more students apply for ETF scholarships than we have available, and each year we wish we could fund more.

REASON 4: We make contributing easy. You can make a gift to an existing unrestricted fund, or with a minimum contribution of $5,000, you can establish a named unrestricted fund. Gifts to ETF can take many forms, some of which will yield different results in the areas of income, capital gains, and estate taxes. We will work with you and your professional advisor, whom we recommend you consult, to make your philanthropic goals possible. Here are just a few examples to consider:

YOUR GIFTS CAN BE MADE THROUGH VARIOUS TYPES OF ASSETS, INCLUDING (BUT NOT LIMITED TO) THE FOLLOWING:
- Cash
- Publicly Traded Securities (Stocks, Bonds, and Mutual Fund Shares)
- Stock in Privately Owned Companies
- Retirement Assets (ETF Named as Beneficiary or Gift of Required Minimum Distribution)
- Life Insurance Policies (Especially Paid-up, Unneeded Policies)
- Encumbered Real Property
- Tangible Personal Property
- Promissory Notes

A PLANNED GIFT IS OFTEN ONE OF THE LARGEST GIFTS YOU CAN MAKE IN YOUR LIFETIME. ETF IS EQUIPPED TO RECEIVE:
- Bequests in Wills
- Charitable Remainder Trusts
- Charitable Lead Trusts
- Life Insurance
- Remainder Interest in a Home or Farm
- IRAs and Other Retirement Plans
- Outright Gifts

SUPPORT CAN BE MADE BY:
- Individual Donors
- Families
- Businesses
- Nonprofit Organizations
- Trusts
- Private Foundations
- Estates

There are many ways to give, from going online to etf.org/opportunity to reaching out to me directly at tboyer@etf.org. We are honored to serve you and our community and look forward to all we will accomplish throughout our next 35 years.

Tamara Boyer
General Counsel + Vice President for Advancement
“EVEN IF I KNEW THAT THE WORLD WOULD GO TO PIECES, I WOULD STILL PLANT MY APPLE TREE.”

– Rev. Dr. Martin Luther King, Jr.

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East Tennessee Foundation has been confirmed in compliance with National Standards for U.S. Community Foundations