Expect Challenge. Achieve Distinction





2012–2013 Annual Report

Norwich University Mission Statement

To give our youth an education that shall be American in character to enable them to act as well as to think _____ to execute as well as to conceive — "to tolerate all opinions when reason is make moral, patriotic, efficient, and useful citizens, and to qualify them for all those high a citizen of this

a citizen of this free republic.

Adopted 1843

BOARD OF TRUSTEES

The Board of Trustees at Norwich is an active group that serves not only as an overseer of the University, but also sets the policies that will steer and guide Norwich into the future. Trustees are both alumni and non-alumni; military, business, and educational leaders. Their unique life experiences enable them to set the vision by which to form the military and civilian leaders of tomorrow.

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The utmost care has been taken in preparing this report. Occasionally, however, errors do occur. We apologize if this has happened and ask that you notify us with any inaccuracies or omissions. Please call Chrissie Eastman at (802) 485-2307 or email development@norwich.edu if you have any questions or would like to order extra copies.

This report lists Partridge Society Annual Members and those who have achieved Lifetime Membership and above. A complete list may be found at www.alumni.norwich.edu/ annualreport. Both lists acknowledge gifts received and new memberships granted between June 1, 2012 and May 31, 2013. Gifts received and memberships granted after May 31, 2013 will appear in the FY2013–2014 Annual Report.

For information on making a gift to Norwich, visit our website at www.alumni.norwich.edu, email development@norwich.edu, or call the Development Office at (802) 485-2300.

CHAIRMAN'S LETTER



As chairman of the Board of Trustees, I wish to thank each of you for your contribution to the future viability of Norwich University. Thank you.

The impact of your contributions can be seen every day in the lives of our students—young men and women striving to learn and someday make the world a better place through their actions. Whether you made a gift, supported a scholarship, added Norwich to your will, sponsored an event, or partnered with our Solar Decathlon Team, you made a difference in the lives of our students. Your generosity is helping to prepare the next generation of Norwich graduates to give back to the community and the world.

In 2019 we will celebrate the 200th anniversary of our founding and embark upon our third century of service to our nation. The next six years will be spent charting the course for the next one hundred—ensuring that Norwich continues to positively impact the leadership development and future endeavors of our students. I would like to encourage you—as a member of the Norwich family—to be a part of the exciting journey leading up to this significant milestone in our institution's history.

For no matter how you are connected to Norwich, you have played a role in our history, and more importantly, are impacting our future. On behalf of Norwich University, the Board of Trustees, and all our students, thank you for all you have done, and for all you will do.

Norwich forever!

Gordon R. Sullivan '59 General, U.S. Army, Retired Chairman, Board of Trustees



"Your generosity is helping to prepare the next generation of Norwich students to give back to the community and the world."





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MESSAGE FROM THE PRESIDENT



You are holding in your hands the 2013 Annual Report, a document that summarizes the activities and achievements of Norwich University during fiscal year 2013. On its pages you will find not only facts and figures, but also inspiring stories about the people who make that data possible.

Although we are a small, private university tucked away in the hills of central Vermont, our impact is great. From undergraduate research, to online graduate business plans, to alumni serving our country, the Norwich guiding value of "Service Before Self" is at the forefront of everything we do.

In a few short years we will be celebrating the 200th anniversary of our founding. By that milestone, Norwich will have met or surpassed many of the goals laid out in the NU2019 strategic plan, positioning the institution for the next 100 years. The year 2019 will also mark the starting point for "Norwich After Next," as we lay the groundwork for our third century of service to the nation.

As president of Norwich University, I could not be prouder of our faculty, staff, students, alumni, and friends who work hard every day to fulfill our mission of developing true citizen soldiers.

I want to thank you for your support on so many levels. Due to your steadfast commitment to excellence, Norwich continues to offer an exceptional educational experience for our students, who will go on to serve our country and our communities in the tradition of our founder, Captain Alden Partridge.

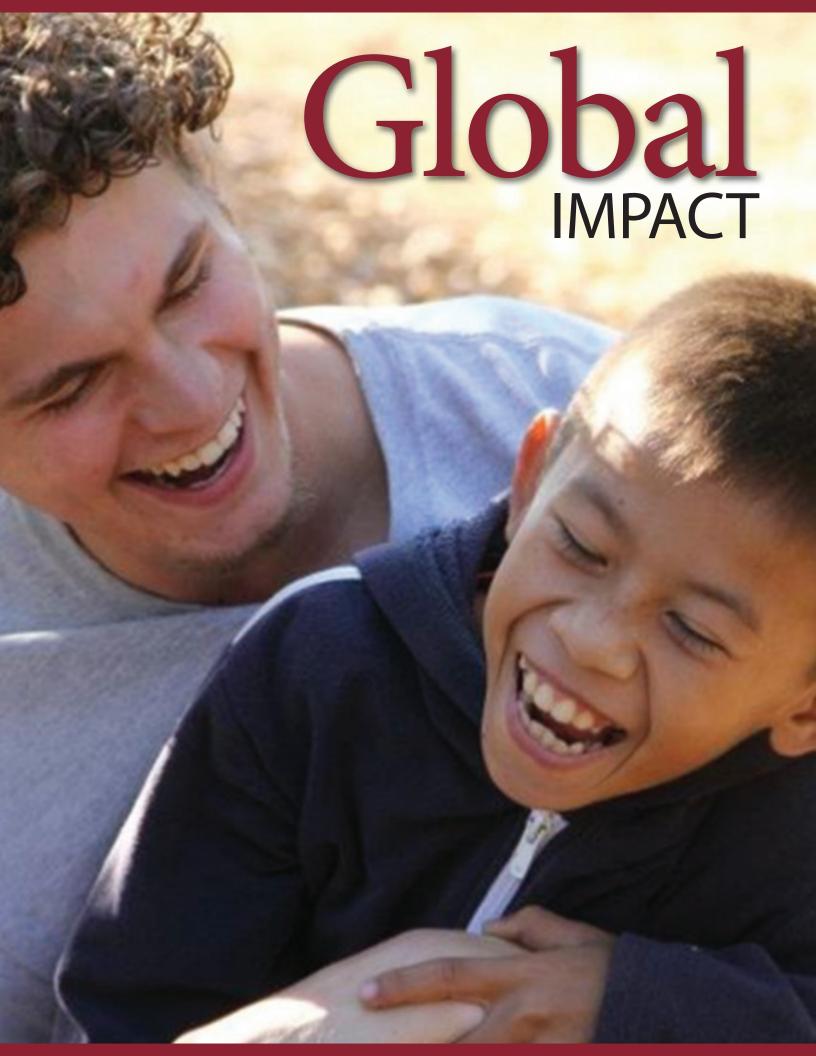
Norwich forever!

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Richard W. Schneider RADM, USCGR (RET.) President



"From undergraduate research to online graduate business plans to alumni serving our country, the Norwich guiding value of "Service Before Self" is at the forefront of everything we do."



A New Generation of World Leaders

We live in a society where technology, global affairs, and connectivity are redefining our world in new and constantly changing ways. Yet our guiding values of leadership, integrity, and service, in concert with the discipline-specific knowledge a student receives at Norwich, will continue to produce enlightened, well-rounded citizens and leaders who make the world a better place.

Norwich's first international students enrolled in 1827, making it the second school in the country to offer an international program. Today, Norwich University students, graduates, and faculty span an ever-shrinking globe, working on every continent to positively impact our collective future. Below is a sampling of the many ongoing programs, projects, and activities that position Norwich on the global map.

Global Cyber-Security Education

Professor Peter Stephenson, Chief Information Security Officer at Norwich, conducted a digital investigation class with students in the Republic of Macedonia.

International Exchange Partners

Norwich continues to expand the number of schools it partners with for student exchanges. Last fall, Norwich hosted students from Germany, France, Taiwan, Australia, the Republic of Macedonia, and the Czech Republic.

College of Graduate and Continuing Studies Programs

Norwich entered into a new partnership agreement in the defense industry with CACI International to offer discounted tuition for CACI employees pursuing a master's degree. The company provides information solutions and services in support of security missions and government transformation for Intelligence, Defense, and Federal Civilian clients.

Army ROTC Training Abroad

Nine cadets traveled to the Pyrenees for Mountain Cold Weather training with the Spanish Army through the Army ROTC's Cultural Understanding and Language Proficiency (CULP) program. Thirteen more students attended CULP programs in Taiwan, Croatia, Georgia, Brazil, Singapore, and Angola.

Olmsted Foundation Travel Opportunities

For the past eight years, the George and Carol Olmsted Foundation has sponsored trips for Norwich cadets to experience diverse cultures abroad. Offered to exemplary rising seniors chosen by their ROTC commanders, these young men and women spend two weeks in countries such as Macedonia, Chile, El Salvador, Senegal, and Kazakhstan. They learn from embassy officials, interact with their counterparts in regional military academies, explore the region, eat local food, and this year even participated in a NATO conference.

NUVISIONS Abroad Overseas Service Learning

During breaks in the academic year, the NUVISIONS Abroad program sends students to faroff destinations to work on service projects. In recent years the program has partnered with communities in Haiti, Thailand, Tanzania, and Nicaragua to work alongside local residents to design community kitchens, plant gardens, build schools, teach prenatal nutrition, and instruct children.

Institute for the Study of Culture and Language

Norwich University Applied Research Institutes has established the Institute for the Study of Culture and Language (ISCL). Its purpose is to promote research and the development of learning programs capable of improving culture and language knowledge as well as skills and attitudes that enable international security. By developing research, education, and training in culture and language, the ISCL will fulfill a pressing need for organizations involved in international security.



East Meets West

This past year marked the opening of the American Center in Chengdu, China. A group of Norwich criminal justice students, under the direction of their instructor, David Orrick, spent the spring semester living, studying, and sightseeing in Chengdu. While there they experienced a water festival, an opera, a tea plantation, tai chi, and a tea ceremony at a Chinese middle school.



Human Rights Activism

Norwich history Professor Rowland ("Rowly") Brucken, a human rights scholar and activist, brought his experience to the Third International Conference on Human Rights Education at Jagiellonian University in Krakow, Poland. An expert for Amnesty International on Zimbabwe, Brucken has testified for more than three dozen Zimbabwean refugees seeking political asylum.

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Hearts and Sciences at Norwich

Norwich is a small university, but its size belies the diverse and vibrant culture and strong sense of community it fosters. Each and every year, hundreds of Vermonters and visitors alike are exposed to Norwich as they attend conferences, trainings, lectures, athletic competitions, and events on our Northfield campus. Some may live across the street, while others travel from as far away as Quebec, Northern New York State, and the southern New England region to attend these activities, often at no charge.

Throughout the school year, events range from blood drives to science fairs to community college graduations, and during the summer months the campus is abuzz with sports camps. In most instances, students, faculty, and staff unite, and together through these activities inspire life-long learning and heart-felt action as they make a world of difference to businesses, institutions, civic organizations, community groups and citizens of all walks.

Offering our facilities as a resource to the central Vermont region and beyond not only provides Norwich with added income, but it also creates an abundance of opportunities to showcase the campus to a diverse set of audiences, including prospective students whose interest is to serve the nation and others before self. Below is a partial listing of ways in which the surrounding region is impacted by the use of Norwich facilities.

2012–2013 Use of Facilities by Outside Groups:

Central Vermont Wavemakers Swim Club Community College of VT Commencement EF Foundation Camp Elite Hockey Camps Future Leader Camps Military Vehicles Club Native American Warrior Spirit Pow Wow New England League of Middle Schools Dinner New Hampshire Civil Air Patrol Northern New England Cadet Leadership Camp Northfield Amateur Hockey Association Northfield High School Commencement Northfield High School Ice Hockey Northfield High School Jr-Sr Prom Northfield High School Track Northfield Winter Farmer's Market Red Cross Blood Drives R.I.S.E. Basketball Day Camp Society of Professional Engineers Exam Special Olympics Vermont Basketball Special Olympics Vermont Soccer VT Middle School Honors Dinner VT State High School Indoor Track VT State High School Indoor Track VT State High Schools Science Fair Vermont State Police Training Vermont Technical College Graduation University of VT VCHIP Conference VTAHPERD Annual Meeting



Fostering Achievement

Norwich University is a leadership laboratory, with experiential learning at its core. Through hands-on, practical experiences on campus, in the community, and around the world, Norwich students acquire the concrete knowledge and skills needed to tackle real world challenges. Internships, mentoring programs, academic research, and civic engagement are made possible thanks to the support from alumni and friends who turn values into action and dreams into reality.



Drive and Determination

You don't have to be enrolled in college to start exploring your leadership potential. High school students who participant in Norwich University's Future Leader Camps build an understanding of small-group leadership techniques, the dynamics of teamwork, creative problem-solving and effective communications while honing their skills as capable, confident, and upstanding citizens. Many of our finest Corps of Cadets leaders got their first taste of Norwich at Future Leader Camps. 2012-2013 ANNUAL REPORT 7



NU in the Community

Cadet Colonel Ryan Sutherland '14 was chosen to be the 2013–2014 Regimental Commander based on his leadership skills, academic record, and military bearing. But those attributes tell only part of the story. Ryan is a true citizen soldier who has given selflessly to better his community of Northfield. Over the past three years the Palmyra, Pa., resident has participated in Paine Mountain clean-ups, assisted with Northfield Labor Day Weekend activities, raised money for Special Olympics, and perhaps most notably, was part of the Mountain Cold Weather team that helped evacuate seniors living in a local residential facility the day that Tropical Storm Irene hit Northfield.

Ryan is but one example among hundreds. According to Norwich University's Center for Civic Engagement, an estimated 84 percent of the student body is engaged in volunteer service, contributing thousands of hours to better the lives of their Vermont friends and neighbors. In addition, Norwich nursing students and education majors complete the practical part of their coursework in area hospitals and schools, while annual book, food, and toy drives involve the entire NU community. Below is a partial listing of local organizations that benefited from the time and talent of Norwich student volunteers over the past year.

2012–2013 Community Service Projects:

- Autism Puzzle Foundation Dinner Barre Granite Museum Haunted House Buddy-Up Program Central Vermont Home, Health and Hospice Central Vermont Humane Society Connecting Hope, Barre Crop Walk **DKMS Bone Marrow Drive** Drop-N-Swap Clothing Drive and Textile Reuse program Friends of the Winooski **Good Beginnings** Hedding Methodist Church Soup Kitchen, Barre March of Dimes Martin Luther King Jr. Day of Service Projects Mayo Healthcare: Valentine's Day Ball, **Musical Performances** Millstone Trails Project Montpelier Parks and Recreation
- Northfield Elementary School Youth Mentoring Northfield Emergency Medical Services Northfield Garden Club Northfield Labor Day Celebration Northfield Rotary Senior Holiday Dinner Penguin Plunge, Special Olympics Vermont **Planting Hope** Read Across America Red Cross Blood Drives The Veterans Place The Wounded Warrior Project Vermont Bicycle and Pedestrian Coalition Vermont Food Bank Sort-A-Thon Vermont State Math and Science Fair Westview Meadows, WWII Veterans Medal's Presentation

Northfield Boys & Girls Club



Cadet Colonel Ryan Sutherland '14 2013–14 Regimental Commander



Role Models for the Next Generation

For the past three years, Norwich baseball players have traveled to Barre Town Elementary School to read to first and second graders as part of National "Read Across America" Day. While visiting the classrooms, the student-athletes have an opportunity to talk about the importance of reading, and how they use their reading skills in college. They tell the youngsters what their favorite childhood books were and encourage them to ask questions. This year, one of the secondgraders asked, "Does it cost a lot to go to college?" The baseball player replied, "Yes, but if you study really hard and get really good grades, you might earn a scholarship!"



One Person: A World of Difference

A trip to Haiti as a teen had a major impact on the life of Frank Halstead '13.

While accompanying his parents on a mission trip to an orphanage in Port-au-Prince, young Frank witnessed first-hand the grime and distress of poverty—but he also saw how people could be happy, even with very little.

The experience inspired him to work—not for material gain—but in service to others.

"I've been blessed with a heck of a lot in my life and there's no reason not to give back," Halstead says.

While a cadet at Norwich, Halstead volunteered extensively both locally and around the world. In Northfield he logged hours at the Vermont Food Bank and with Tropical Storm Irene relief efforts. In Zambia he cleared a landing pad, installed electricity in a base facility, and repaired broken-down vehicles. In Guatemala he fixed roads to mountain villages, helped build a church foundation, and patched roofs. And while on a semester abroad in Spain he spearheaded the clean-up of a public park in Valencia.

Halstead's desire to "give back" has its roots in his upbringing at the "Knappkin" family farm in Ghent, N.Y. It was his parents who took him on his first service trip to Haiti, and who gave him two new brothers adopted from the orphanage. From them, and from the farm, he learned more than values. He gained valuable transferrable skills, such as how to run construction equipment and fix a rear differential on a tractor.

And because Frank's family also has a tradition of military service—his stepfather was an Army ranger and his two grandfathers both served—it came as no surprise that after spending his senior year of high school studying public health, cancer, and stem cells at SUNY Albany, Frank chose to come to Norwich.

His academic record on The Hill was stellar: While double-majoring in Spanish and Criminal Justice, the eight-semester dean's list scholar maintained a 3.88 GPA and was a member of Tri-Beta biology society, the Criminal Justice Student Association, and the Alpha Phi Sigma National Criminal Justice Honor Society.

Last May Frank was presented with the BG Warren E. Sweetser, Jr. award. Nominated by the NROTC department, the recipient receives a commissioning box containing all of the insignia necessary for an officer of the Marine Corps.

Once he completes basic training at Quantico, Frank is looking forward to making an even greater impact, first by serving his country as a United States Marine and later by working in federal law enforcement.



Frank Halstead 2ndLt Frank Halstead, USMC '13 Resident of Ghent, New York. Double majored in Spanish and Criminal Justice. Now at Quantico for basic training.



More Than One Road to Greatness

Whether civilian or Corps, there are two distinctive leadership paths to choose from at Norwich. Yet, no matter which path is chosen, students come together—in the classroom, on athletic teams, and through activities—to collectively pursue a life of service. Powerful bonds are formed as each individual discovers who they are and who they can become. And from the moment they leave the Hill, they are part of the Norwich family...forever.

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CHAIRMAN'S FOUR DIAMOND (\$6,000,000 - \$7,999,999)

COL (IL) Jennifer N. Pritzker, ILARNG (Ret.) H'07

CHAIRMAN'S THREE DIAMOND (\$4,000,000 - \$5,999,999)

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CHAIRMAN'S TWO DIAMOND (\$2,000,000 - \$3,999,999)

Lawrence Costa '80 Mr. & Mrs. David C. Crawford '52 & H'93

CHAIRMAN'S ONE DIAMOND (\$1,000,000 - \$1,999,999)

Paul & Joanne Carrara '59 Peter & Marlene Dalrymple '65 & '66 Harvey & Jeanne DeMovick '68 Allen & Kate Doyle '71 Mr. & Mrs. John L. Drew The Haynes Family Pier & Pat Mapes '59 & H'90 Donald I. '52 & Barbara L. Richmond J. Fred Weintz, Jr. '47 & H'01

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FOUR-STAR GENERALS (\$500,000 - \$749,999)

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The Partridge Society Membership

The mission of the Partridge Society is to encourage alumni, parents, and friends of Norwich University to help the University achieve its financial goals and to formally recognize those who do so. There are four categories of Partridge Society membership: Annual Members contribute annual gifts of \$1,000 or more during the University's fiscal year; Lifetime Members, Generals, and Chairman's Diamond Club Members have cumulative giving of \$20,000 or more; Garrison Associates Members have consecutive giving for five or more years; and members of the 1819 Circle have made a planned or deferred gift to the University.

The following list acknowledges and celebrates gifts received and memberships granted between June 1, 2012 and May 31, 2013. Gifts received and memberships granted after May 31, 2013 will appear in the FY2013–2014 Annual Report. For a complete list visit www.alumni.norwich.edu/2013AnnualReport.

MG & Mrs. W. Russell Todd, USA (Ret.) '50, P'75, H'75 & H '93 Stephen G. Toomey '71 Lucia Underhill '66, W'66 & P'96 Allen & Elizabeth C. Veach VC '92 Virginia G. Watkin H'86 Linda Weller W'63 Mr. & Mrs. Lawrence E. Wesneski '70 Gail A. Whelan COL Conrad D. & Marilyn Whitney, AUS (Ret.) '51 Dudley H. Willis '64 Robert & Vicky Young P'00

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CGCS Grads Pay It Forward

Norwich College of Graduate and Continuing Studies students and alumni work for diverse organizations, at home and abroad. Armed with their Norwich-gained values and credentials, these seasoned professionals are finding innovative ways of impacting individuals, one life at a time.

Brian Stanislaus M'13 Master's in Information Assurance Program

Brian Stanislaus works for American International Group (AIG)—a multinational insurance corporation with more than 63,000 employees—where he is responsible for implementing and managing an assortment of business continuity products. Instrumental in the recent deployment of a global emergency notification system, he is currently in the process of deploying a worldwide business continuity management framework.

But Stanislaus' work is impactful well beyond the global perspective. On a much more personal level, he is the program director for AIG's Veterans Leadership Network (VLN), a program that strives to educate and support veterans within AIG in order to assist the military population in a successful transition to civilian careers. In addition, the VLN fosters awareness of veterans' initiatives and challenges worldwide.

ONE-STAR GENERALS cont.

Bill '62 & Tay '62 Sawyer Ed '66 & Nancy Shyloski Walter & Suzanne Smith '57 Mr. & Mrs. Kendrick Snyder P'07 Marylou & Bob Sullivan '69 Roland B. & Carolyn R. Swift '51 Jim Taylor '68 Mr. & Mrs. William H. Thomas, Jr. '67 Mark Thompson '79 & P'13 Mr. & Mrs. Jekabs P. Vittands '60 Eugene W. & Grace L. Ward '49 Alan H. Weiss Patricia Whaley P'74 & P'76 H. Edward Whitney '58 Mr. & Mrs. Robert A. Williams '69 George '67 & Diane Wisell

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CGCS Grads Pay It Forward

continued from page 13

Tina T. Myers M'09

Master's in Public Administration Program

Tina Myers is no stranger to adversity. A foster child growing up, she experienced homelessness, but through education found her way out of adversity and onto a path of service.

Today, as the Executive Director of the Topsfield (Mass.) Housing Authority, she assists homeless veterans, the elderly, and the disabled to find housing solutions.

But her service doesn't end there. Myers continues to pay it forward as the Transitions Coordinator at Operation Bootstrap, a nonprofit organization that helps adult learners pave the road to success through education.

Lynette Jones M'07

Master's In Criminal Justice Program

Major Lynette Jones of the United States Army Reserve is perhaps best known as the charismatic voice behind New Day Talk Radio. Based in Gardena, Calif.—but with followers worldwide—Jones' internet radio station is dedicated to fostering the growth of small businesses.

As committed to the business community as she is to the military, Major Jones provides business savvy and sense over the virtual air waves, while helping small business owners gain public exposure.

Presently serving a third tour in the Middle East, Jones continues to impart her pearls of business wisdom on "The Major," broadcast live from Afghanistan every Saturday morning at 10:00 a.m. PST on newdaytalkradio.com.

For more information visit online.norwich.edu

Bower of Norwich

Summer 2012 Highlights

The College of Graduate and Continuing Studies' Residency Week draws 656 students to campus from nine different online master's programs and one bachelor's degree completion program, graduating its first class of students from the Bachelor of Science in Strategic Studies and Defense Analysis program.

Norwich establishes its first Fulbright Visiting Research Chair, focused on research pertaining to military and diplomatic affairs.

The Commission on Collegiate Nursing Education grants a five-year accreditation to the School of Nursing's BSN program—the maximum accreditation term achievable for an initial review.

NU announces a \$975,000 grant from the National Science Foundation's Scholarship for Service program for computer security and information assurance students.

Fall Semester Highlights

The Todd Lecture Series brings futurist Dr. Peter Diamandis, chairman and CEO of the X-PRIZE Foundation; cyber-security expert VADM John M. McConnell, Vice Chairman of Booz Allen Hamilton; and economist Jeremy Rifkin to campus to speak on issues of national and global import.

The Football team finishes 7-3 in the New England Conference, and makes its fourth straight postseason appearance by facing Endicott in the ECAC North Atlantic Bowl.

Women's Rugby wins its second straight USA Rugby Collegiate Sevens National Championship and places second in the nation in Div. I Fifteens. **Men's Rugby** finishes second in the NECRC and qualifies for USA Rugby's Div. II National Sweet-16s.

Norwich students compete on New England Sports Network's reality-style TV game show "Schooled: NESN's College Face-Off," and make it to the quarterfinals after defeating the University of Vermont.

The student-designed and built solar house, the Delta T-90, arrives on Lower Disney for finishing touches before heading to California to compete in the U.S. Dept. of Energy's biennial international competition, the 2013 Solar Decathlon.

Spring Semester Highlights

Men's Ice Hockey wins its 15th straight ECAC East regular season title and advances to its 4th straight NCAA Division III Frozen Four. **Women's Ice Hockey** wins the ECAC tournament, advancing to the NCAA quarterfinals.

The Norwich University Regimental Band continues a proud tradition of performing in the Presidential Inaugural Parade in Washington, D.C.

NU's online programs are named among the best by U.S. News and World Report.

Men's Lacrosse wins its first GNAC Tournament title and qualifies for its first NCAA Tournament appearance. Coach Neal Anderson is named GNAC Coach of the Year.

NU confers 393 undergraduate degrees and 17 Master of Architecture degrees and commissions 126 cadets into four branches of the U.S. military in weekend ceremonies.



Sabine Field

Sabine Field has been a landmark on the Norwich campus since 1921. Decades of football teams have faced their rivals on the fifty yard line on Saturday afternoons—the very same place where alumni gather in class formation with guidon in hand to celebrate their reunion during Homecoming Weekend.

This year marked the completion of a \$6 million renovation project of Sabine—the largest of the Bearing the Torch projects that included the installation of all-weather turf, lights for night games, a new stadium, bleachers and press box, and a recreational running and fitness track. In addition, a sparkling new plaza now connects Sabine to Plumley.

Among those individuals who made significant contributions to Sabine Field are Frederick M. Haynes '58, Peter '65 and Marlene '66 Dalrymple, and J.N. Pritzker of the Tawani Foundation.



STATEMENTS OF FINANCIAL POSITION

2-YEAR COMPARATIVE SUMMARY (IN THOUSANDS)*

ASSETS	2013	2012
Cash and cash equivalents	\$23,239	\$8,700
Pledges, Accounts and Loans Receivable, Net	\$22,929	\$19,856
Investments	\$183,447	\$160,089
Land, Buildings and Equipment	\$118,790	\$106,161
Bond Funds on Deposit with Trustee	\$1,352	\$1,351
Other Assets	\$13,903	\$25,764
TOTAL ASSETS	\$363,660	\$321,921
LIABILITIES Accounts Payable and Accrued Expenses	2013 \$9,541	2012 \$8,076
Notes and Bonds Payable	\$82,682	\$72,800
Other Liabilities	\$31,187	\$33,382
TOTAL LIABILITIES	\$123,410	\$114,258
NET ASSETS	\$240,250	\$207,663

STATEMENTS OF ACTIVITIES

2-YEAR COMPARATIVE SUMMARY (IN THOUSANDS)*

OPERATING ACTIVITIES Other Income Tuition Fees, Room and Board and Other Ed. Programs Non - Education and Auxiliary Programs Contributions and Grants Used in Operations Endowment Spending and Investment Income	2013 \$2,630 \$77,854 \$1,659 \$6,301 \$7,644	2012 \$2,347 \$75,933 \$1,615 \$5,716 \$7,482
TOTAL OPERATING REVENUES AND SUPPORT	\$96,088	\$93,093
Operating Expenses Change in Net Assets from Operating Activities NON-OPERATING ACTIVITES	\$93,672 \$2,416 2013	\$90,425 \$2,668 2012
Endowment Investments Return Net of Spending Used to Support Operation Other Non-Operating Activities	\$21,889 \$8,282	(\$15,140) (\$13,046)
TOTAL CHANGE IN NET ASSETS FROM NON-OPERATING ACTIVITES	\$30,171	(\$28,186)
TOTAL CHANGE IN NET ASSETS	\$32,587	(\$25,518)

*Represents non-audited results

OFFICE OF DEVELOPMENT & ALUMNI RELATIONS FISCAL YEAR 2013 ANNUAL REPORT STATISTICS

FY13 GIFTS BY SOURCE Gifts by Source Total: \$8,542,909 **Bequests**/ **Planned Gifts** Corporations \$209,607 & Foundations 2.45% Non-Alumni \$771,811 \$1,510,236 9.03% 17.69% Alumni \$6,051,255 70.83%

FY13 GIFTS BY CAMPAIGN Restricted Gifts

Forging the Future	\$642,648	7.52%
Bearing the Torch	\$4,269,937	49.98%
Norwich Forever! Campaign	\$632,284	7.40%
Restricted Annual Giving	\$401,025	4.70%
Other Restricted	\$12,745	0.15%
Total Restricted:	\$5,958,639	69.75%

FY13 GIFTS BY CAMPAIGN Unrestricted Gifts

Forging the Future	\$779,689	9.13%
Bearing the Torch	\$1,022,565	11.97%
Norwich Forever! Campaign	\$509,249	5.96%
Designated to Department	\$272,766	3.19%
Total Unrestricted:	\$2,584,269	30.25%
TOTAL GIFTS:	\$8,542,908	100.00%



Bearing the Torch Summary

In 2009, Norwich University concluded the highly successful *Norwich Forever!* Campaign. The first of three fundraising efforts leading up to the bicentennial in 2019, it included such brick and mortar projects as the Sullivan Museum, the Wise Campus Center, and Doyle Hall, as well as funding for academic programs, branding, and scholarships.

The second effort, Bearing the Torch, launched in January 2010 and concluded in December 2012. Though smaller in scale than *Norwich Forever!*, this three-year fundraising initiative continued the momentum created by *Norwich Forever!*, meeting critical needs designed to position the university for its third century of service to the nation.

The effort raised more than \$24 million for the Shaw Outdoor Center, the Sabine Field Renovation project, academic research, technological upgrades, faculty development, scholarships, and study abroad.



Norwich donated \$200,000 to the Town of Northfield toward the purchase of a ladder truck for the fire department.



Norwich educates the whole person

Our shared vision is now reality: your commitment to our University's mission and guiding values has transformed and reinvigorated the campus, making Norwich a lively, engaging institution for all students. Together our central focus remains steadfast and true to the philosophy of Alden Partridge: Norwich will strengthen bodies, expand minds, build character, and prepare moral, patriotic, efficient, and useful citizens in the 21st Century.





NORWICH OUICK FACTS: 2012–2013

Founded:

In 1819 by Captain Alden Partridge

Acres: 1,200

Buildings: 46

Faculty: 160 fulltime; 61 part-time; 173 with terminal degrees

Student/Faculty Ratio: 14:1

Average Class Size: 15

Undergraduate Tuition: \$31,550

Room and Board: \$11,524

Undergraduate Enrollment: 2,148 (1,447 cadet; 701 civilian)

CGCS Enrollment: 1,211 online students

Demographics: Students hail from 50 states plus Wash. D.C. and 22 foreign countries

Top 11 Home States for Incoming Students (2012): Massachusetts,

Vermont, New York, New Hampshire, Connecticut, New Jersey, Maine, Florida, Texas, California, Pennsylvania

Academic Degrees Offered:

30 bachelor's; 10 master's; 2 online degree-completion programs

Top 3 Bachelor of Arts Majors: criminal justice, history, political

science

Top 3 Bachelor of Science Majors: mechanical engineering, nursing, architectural studies

2013 ROTC Commissioning Data: 72 Army, 15 Navy, 21 Air Force, 18 Marines

2013 Degrees Awarded: 393 bachelor; 17 master of architecture

Athletic Programming: 20 varsity teams,

plus clubs and intramurals

Clubs/

Organizations: 73, including academic honor societies; professional societies; special interest clubs; literary, theatrical and musical groups; religious, military, and community service organizations; programming committees; student government; and more

Financial Aid/ Scholarships: \$64 million awarded in scholarships, grants, loans, and work-study

Percentage of students who receive some form of Financial Aid: 97%

Number of Summer Research Fellowships: 25

Amount of money awarded for summer research: \$79,600

OFFICE OF DEVELOPMENT & ALUMNI RELATIONS

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I strongly recommend looking into a Charitable Gift Annuity. It is one of the best decisions I ever made."

Dr. A. Ralph Kristeller '50

Partnership for Life

Take advantage of an extraordinary, tax-wise charitable giving opportunity that ends Dec. 31. Individuals 70 ½ or older can gift up to \$100,000 directly from their IRA to Norwich and the gift is not taxable.

Please Contact: Laurie J. Lamothe, *Director of Planned Giving* (802) 485-2028 • llamothe@norwich.edu