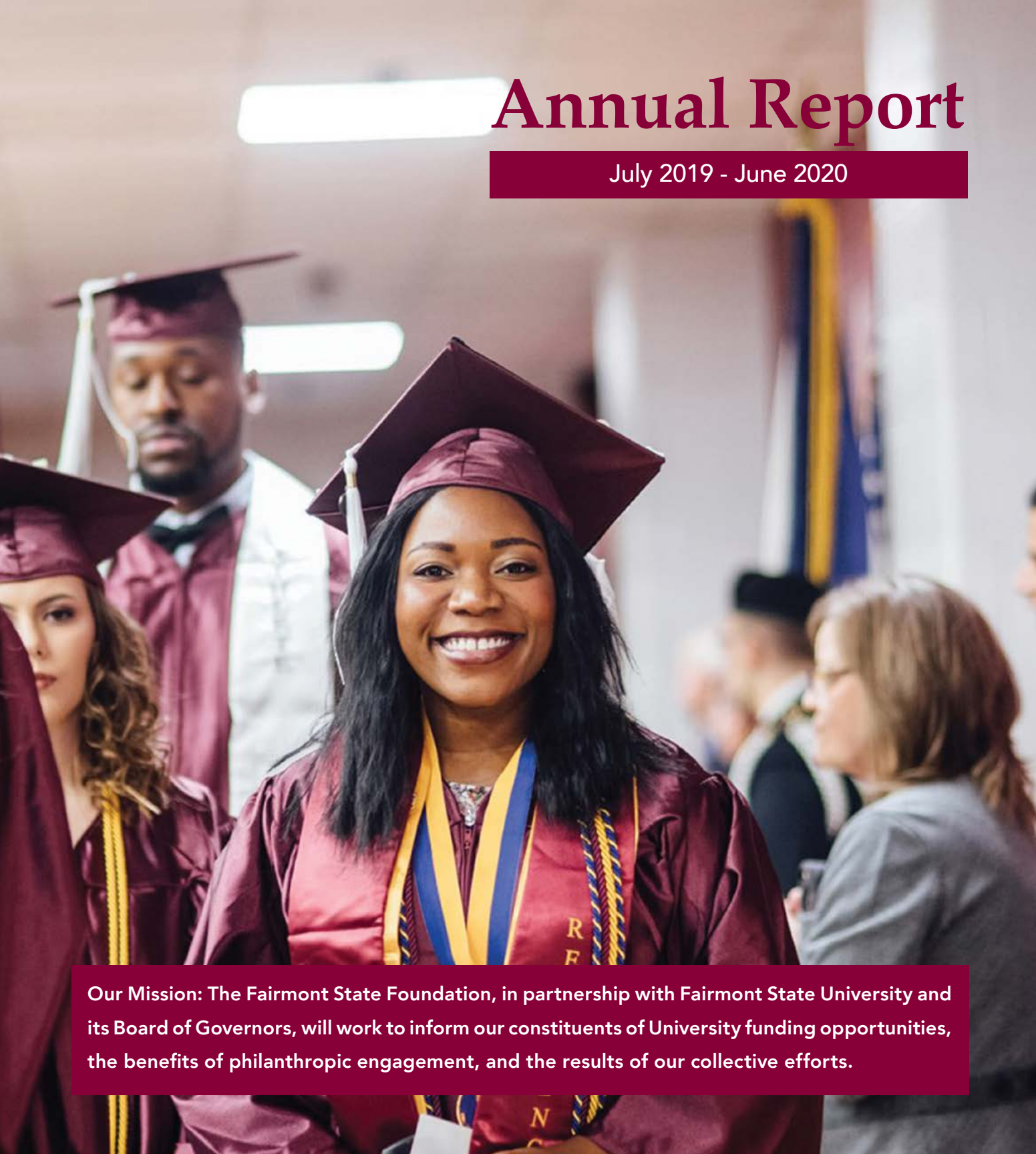


Annual Report

July 2019 - June 2020



Our Mission: The Fairmont State Foundation, in partnership with Fairmont State University and its Board of Governors, will work to inform our constituents of University funding opportunities, the benefits of philanthropic engagement, and the results of our collective efforts.

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Message from the President

Greetings!

If you are like me, you've never been a fan of roller coasters. And you definitely don't like the ones with a lot of twists and turns with no definite ending. And that pretty much sums up 2020.

Despite the rocky ride, Fairmont State University and the Fairmont State Foundation have weathered the year very well. For the first time in recent history, U.S. News & World Report has recognized Fairmont State University in its 2021 rankings, including as a Top 100 Performer on Social Mobility and as a Top 50 Public School in the Regional University South category.

The social mobility ranking is computed from two ranking factors assessing graduation rates of Pell Grant-awarded students, which constitutes nearly half of Fairmont State's first-time, full-time undergraduates. Social mobility measures how well schools graduated students who received federal Pell Grants. Fairmont State is providing the opportunity to a university degree to the state's and region's most vulnerable and ensuring they are successful.

To help the university on that path, for the first time in our 60-year history, we were able to provide more than \$1 million in scholarships and programmatic support to Fairmont State University from our endowments because of our prudent investment and stewardship of funds. We would not have been able to do so, however, without your investment in our students, faculty and staff. So we thank you!

The word of the year is "pivot," and we've learned how to do it. We had our first virtual Scholarship & Stewardship Banquet on Sept. 18 and honored both donors and scholarship recipients. Congratulations to Rusty and Kimberly Hutson; Tom and Lori Kliethermes; Gary and Renee LeDonne; The Thrasher Group; Nick's Kids Foundation; and Bill and Karen Poole. They are true and loyal supporters of Fairmont State, and they deserve the recognition for all that they contribute in time, talent and treasure.

We also held our second Day of Giving on Oct. 29 and were able to raise \$313,168 in gifts to support scholarships for academics and athletics, as well as programmatic support. These annual dollars, no matter how small or large, make a true difference for our schools and athletic teams.

In our annual report, you will be introduced to Greg Bamberger, our new Athletic Director. He's no stranger to DII administration and the Atlantic Region and spent 15 years as the Director of Athletics at Kutztown University. We hope if you haven't gotten to meet him in person, socially distanced, of course, you will soon. Fairmont State has also welcomed a new interim provost, W. Richard Stephens, Jr., who has served in higher education for more than 25 years as a faculty member, as well as in administrative positions. He most recently served as the Provost at Catawba College in North Carolina from 2009-2013. He is strategic and enthusiastic and ready to lead.

We are heading into 2021 with a hopeful heart. This year has been difficult for everyone, a seemingly unending roller coaster ride. But our Fairmont State University alumni and friends have been true to their passion. Last year, more than 1,100 donors contributed to Fairmont State, boosting everything from our Falcon Student Academic Financial Emergency (SAFE) Fund to our nursing program. Our donors have maintained their interest and enthusiasm for Fairmont State, even amidst a pandemic that has limited our ability to gather and to personally thank you.

We believe our Fairmont State alumni and friends will continue to invest in our students, faculty, staff and facilities because they believe in Fairmont State. As I stated last year, we believe in developing a strong foundation with our donors built on the pillars of trust, loyalty and transparency. This year, I'd like to add flexibility. We are again committed to moving this organization forward to benefit the students at Fairmont State.

Thank you for all that you do and give – time, talent and treasure. We appreciate you. We value you. And most importantly, we thank you.

Julie R. Cryser, President
Fairmont State Foundation, Inc.



Notes from the Board Chair

Dear Alumni and Friends of Fairmont State University,

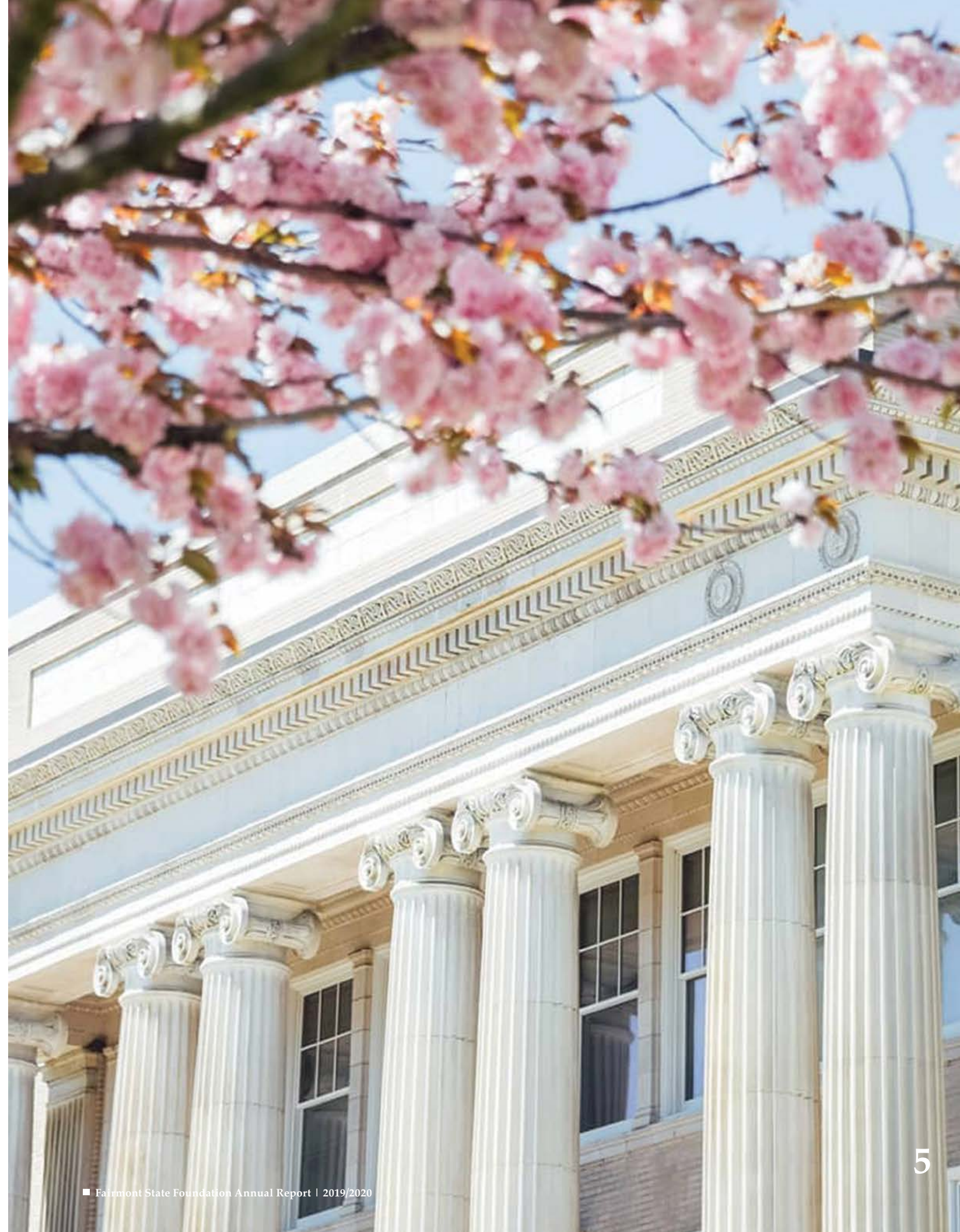
As chair of the Fairmont State Foundation Board of Directors, I am thrilled to present to you the 2020 Annual Report. Not even Covid-19 could stop you and others from supporting our Falcon Family, and thanks to your support we broke a fundraising record, having ended the year with more than \$3 million in gifts and \$2.5 million in bequests for a record \$5.5 million fund raising year. This success would not have been possible without the support of donors and friends like you.

The Fairmont State Foundation's only priority is fund raising to meet the needs of Fairmont State University's students, faculty and staff. As we navigate what will likely be another difficult year, we are hopeful about the future and the impact that fund raising can have on Fairmont State University. Look at the impact fund raising has had just in 2020. Thanks to fund raising, the School of Nursing was able to purchase Hal, an advanced pediatric patient simulator that will provide nursing students with hands-on experiences with pediatric patients that students are not often given in the clinical setting. The Foundation, working cooperatively with a faculty member, received a grant to develop a variety of sustainability initiatives on the Fairmont State campus. Our School of Nursing simulation lab has been named The Rusty & Kimberly Hutson Family Nursing Simulation Laboratory and the funding will support the nursing program over the next two years and beyond. Overall, the Foundation received a record of 30 gifts of \$25,000 or more, mostly scholarships for students who have financial need. Top that with more than \$1 million provided to students for scholarships, and the impact of fund raising can be felt deeply.

We aren't done. The Covid-19 obstacles are challenging, but our team is ready and able to jump the hurdles in order to ensure that Fairmont State University has resources. We hope that you are ready and able as well. As we move toward 2021, we will be planning for the future of Fairmont State Foundation fund raising. We will work cooperatively with Fairmont State University to identify their priorities and develop strategies to ensure they are met. We will be developing new strategies to reach donors and creating plans for a strong future post-Covid-19 and beyond. We can't be successful without your support, though, so we hope that you are ready to come along with us on our journey. We will need your time, talent and treasure to be successful.

Fairmont State University is unique. With 92 percent of its students hailing from West Virginia and more than 60 percent the first in their family to attend college, the University serves the state and is an economic engine for the region. Fairmont State University and the Fairmont State Foundation are stronger because of your support. And that means the region and West Virginia are stronger, as well. I am honored to have the opportunity to lead the Fairmont State Foundation during a time of growth. Thank you for all that you do for Fairmont State and the Fairmont State Foundation.

Jennifer Kinty, Chair
Fairmont State Foundation Board of Directors



Hutson family honored for contributions to School of Nursing

Fairmont State philanthropists Rusty and Kimberly Hutson were recently honored during a press conference for a series of gifts totaling \$500,000 to benefit the School of Nursing. The celebration included the unveiling of the newly named Rusty & Kimberly Hutson Family Nursing Simulation Laboratory.

The event recognized two separate gifts from the Hutson Family made to the Fairmont State Foundation, Inc. The first is a \$200,000 gift to create the Rusty & Kimberly Hutson Family Fund for Nursing which was created to match a similar gift made by Mon Health this summer. The second gift of \$300,000 is for the creation of the Rusty & Kimberly Hutson Nursing Discretionary Endowment. Both gifts will provide support to the School of Nursing with a goal of hiring additional faculty in order to increase student capacity and purchase equipment to continue training students at an elite level.

“Kimberly and I are thrilled to be investing in the Fairmont State Nursing program and giving back to another academic curriculum that is near and dear to our hearts. Kimberly graduated from the Nursing School and she knows first-hand the quality in the education she received and the opportunities it presented her. We see this as giving back once again to the institution that presented us with so many opportunities in life. With this financial support, we are excited about the increase in the number of nursing students that can be trained here at Fairmont State and are hopeful that they will stay in West Virginia and apply their skills to providing quality health care to our state’s most precious resource, it’s people.”

“The Hutson family recognizes the need for more nurses in West Virginia and that these caregivers need to receive the best training possible,” said School of Nursing Dean Laura Clayton. “An old Chinese proverb says ‘Tell me and I will forget. Show me, and I may remember. Involve me, and I will understand.’ The use of simulation in nursing education allows nursing students to be actively involved in learning and develop their clinical decision-making skills.”

These contributions are the most recent in a series of gifts totaling nearly \$1 million in support to Fairmont State. Previous gifts include the establishment



the Rusty & Kimberly Hutson Family Endowed Scholarship for the benefit of School of Business and a multi-year commitment for scholarships from the Hutsons’ business, Diversified Gas & Oil Co.

“We can’t thank the Hutsons enough for the support that they are providing to Fairmont State University through these generous gifts and their previous giving,” said Julie Cryser, Fairmont State Foundation president. “Because of the Hutsons’ most recent gift, Fairmont State will not only have additional funds for the next two years to support the expansion of its nursing program, but an endowment that will last in perpetuity and provide for the program long after we are all gone.”

The Hutsons give back to Fairmont State in many ways, including Rusty’s appointment to the University’s Board of Governors, where he serves as the vice chairman.

A 1991 accounting graduate and certified public accountant, Rusty spent 13 years working in the banking industry in Ohio and Alabama. In 2001, he founded Diversified Gas & Oil, where he serves as chief executive officer. The company began with the purchase of 40 wells in West Virginia and now operates throughout the Appalachian Basin.

Kimberly, a 1994 graduate of the nursing program, worked as a registered nurse before they settled in Birmingham, Alabama in 1999. After the move, she became a full-time mother to the couple’s four children. She serves as a mentor and example to many young mothers and she is passionate about realizing their true value in today’s society.

On 60th anniversary, Foundation has eye toward the future

The patient on the operating table is about to give birth. Or at least that’s what it looks like. She might be about to bleed, vomit, scream or do one of a number of things. That’s because the patient is a robot.

Instructors sit behind a one-way mirror and wirelessly control the voice and movements of the high-tech mannequin, simulating medical situations allows nursing students the ability to better develop their skills.

When Fairmont State’s School of Nursing needed a new medical mannequin – at a cost of around \$100,000 – the Fairmont State Foundation raised the money. The Foundation, which is run as its own non-profit entity, is now in the process of finding funds for a pediatric mannequin, as well.

“These types of gifts have a huge impact on the education of our students and allow us to provide top-notch teaching,” Cryser said. The Fairmont State Foundation wants to help ensure that Fairmont State, which has the No. 1 nursing school in West Virginia and one of the top 50 in the nation, remains excellent.

The mannequin gift is just one example of the far-reaching work of the Foundation. By developing long-term relationships with donors, the organization raises money to help with everything from grant writing to endowments.

In just the last five years, the Foundation doubled the amount it provides in student scholarships – from \$500,000 to \$1 million. The scholarship funds are critical, considering that about 90% of FSU students require some sort of financial aid. “That’s a big number,” Cryser pointed out. “That’s a lot of students who we have an impact on.”

One group in particular that benefits from the Foundation’s work are what’s known as “first-generation students” – those who are the first in their family to get a college education. After they graduate, these students are more likely to go back and work in their local communities – a boon to small towns in rural Appalachia. An estimated 60% of Fairmont State University students are first-generation.

“Maybe they’d like to study abroad and they need assistance,” Cryser explained. “We have students here who are majoring in architecture. They may want to study in Italy, but they don’t have enough money. And opportunities like study abroad and internship support provide new experiences for students.”

Over the next several years, the Foundation will work with Fairmont State University to figure out ways to assist with providing new opportunities for these students, in particular. Fairmont State and the Foundation have plans to provide first-generation students with a variety of programs to help them better acclimate to campus life and provide them with other resources to ensure their success.

This year, the Fairmont State Foundation is celebrating its 60th anniversary – a milestone that looks a little different due to the pandemic. Many of the events that were planned have been cancelled – including tailgate parties at football games that were to double as friend-raisers. Alumni events in Florida, North Carolina and Washington, D.C., were postponed. Other events, like a scholarship and stewardship banquet, moved online.

Cryser and her colleagues are not deterred. The Foundation currently has \$35 million in total assets and hopes that figure can grow to \$50 million within the decade. “I think the Foundation is going to see exceptional growth over the next five to 10 years, and I think we can really be an engine for driving growth at the university.”

Even though the Foundation couldn’t host in-person events, there was something that did come out of the diamond jubilee year. “We have a special 60th anniversary logo that we created that we were going to have on signage at events, but we’ve only been able to use it on a few things,” Cryser said. “But it’s a nice-looking logo.” Perhaps, when the time is right, it’s something that can be placed on a new mannequin.

New athletic director excited about challenges that lie ahead

Greg Bamberger likes to re-watch “Remember the Titans” whenever he gets a chance. The inspiring Disney film is his all-time favorite sports movie.

“We used to watch it as a family,” he recalled, a smile widening across his face. “My oldest daughter, who’s 30 now, she would recite the entire movie. She knows every line because we loved it.”

The movie stars Denzel Washington as a college football coach, a role that is intimately familiar to Bamberger. He spent his career in various coaching positions – everywhere from the Virginia Military Institute to Southeast Missouri State. That’s after his own college career playing as a starter on Duke University’s football team.

For the native Pennsylvanian, sports have become a family business. While working in the athletic department at Ursinus College, he met his future wife who was on the school’s field hockey squad. All three of their children are involved in sports; two of them coach basketball at the university level. It’s a passion Bamberger is excited to bring to his new role as the Director of Athletics at Fairmont State University.

“I view being the athletic director as being the head coach of the head coaches,” he explained. “You’re not the head coach of just one team or a coach of just a certain group of players. You’re overseeing everything.”

At Fairmont State, that means he’s responsible for 17 sports – including the Acrobatics & Tumbling team. It’s an emerging sport, recently welcomed into the NCAA family. Fairmont State is one of the first schools in the U.S. to put together a team.

For Bamberger, being an athletic director is the culmination of his 40-year career in college sports.

And he doesn’t take this responsibility lightly. “This is a 365-day-a-year job. It’s not what I do; it’s who I am. I have two brothers who are surgeons, and I kind of refer to it the same way. They’re on-call 24/7. As an athletic director, my phone is also on 24/7. My responsibility is an around-the-clock situation.”

The new job comes amidst historical headwinds.



Despite the ongoing pandemic, some universities across the nation have decided to cautiously move forward with competing this semester. Fairmont and its partners in the Mountain East Conference have, for the most part, opted to postpone all fall sporting events until the spring semester.

For Bamberger, the decision became a blessing in disguise. “It gives me a great chance to come in and not have to worry about running football games or basketball games or soccer games,” he said. “Being an outsider coming into Fairmont gives me an opportunity to look at the structure, how they’ve set things up athletically and maybe make some decisions, to make adjustments if necessary. It does give you the opportunity to do that without having to worry about 6,000 people coming to a football game on Saturday.”

Friends have been asking Bamberger why he’s making the move at this stage in his life. “I recently turned 60 years old, but I don’t feel 60,” he replied. “The opportunity to be involved at the leadership level on a campus excites me. We do this because we love working with student athletes, and we love trying to help them develop and become young men and women and move on with their life.”

The move to the fresh mountain air is an added bonus. “Our family loves the outdoors. We like to hike. We like to kayak. We like to play golf. I know we’ll have plenty of opportunities to do that in wild and wonderful West Virginia.” He paused before adding, “I am reenergized.”

University exceeds fundraising goal on Day of Giving

Fairmont State University alumni and friends contributed more than \$300,000 in a 24-hour period on the second Falcon Day of Giving on Thursday, October 29, exceeding the fundraising goal by more than \$50,000.

“Our loyal alumni and friends have not let COVID-19 or anything else stand in the way of supporting Fairmont State University,” said Julie R. Cryser, president of the Fairmont State Foundation, which organized and carried out the campaign on behalf of Fairmont State University.

More than 600 donors, up from 387 last year, provided funds for everything from athletic scholarships to support for student programs and university projects. Athletics raised more than \$140,000, with the men’s and women’s basketball teams leading the effort at nearly \$29,000 and \$24,000, respectively.

Donors gave more than \$89,000 to support scholarships, both academic (\$44,000) and athletic (\$18,000), while schools and colleges earned nearly \$35,000 to support discretionary funds that can be utilized for scholarships, faculty support or projects.

“Whether they work here, are friends of the University, or are Falcon alumni themselves, these donors know and have seen firsthand the transformative impact a Fairmont State education can have,” Mirta M. Martin, president of Fairmont State University, said. “Their gifts represent their belief in our efforts. Even in the midst of a historic, global pandemic, our community pulled together and proved, once again, that there is simply no stronger community than the Falcon Family.”

Matches and challenges secured earlier in the year and made by alumni and friends helped to spur giving. A number of donors who contributed last year generously increased their giving this year in response to the pandemic and the University’s needs. Matches and challenges increased from 2019’s Falcon Day of Giving by nearly \$50,000.

“None of this would have been possible without the support of our alumni and friends or the dogged determination of our coaches, deans, faculty, staff and students,” Cryser said. “We can’t thank the donors enough and we can’t thank those who helped us spread the word and encourage participation enough, either.”

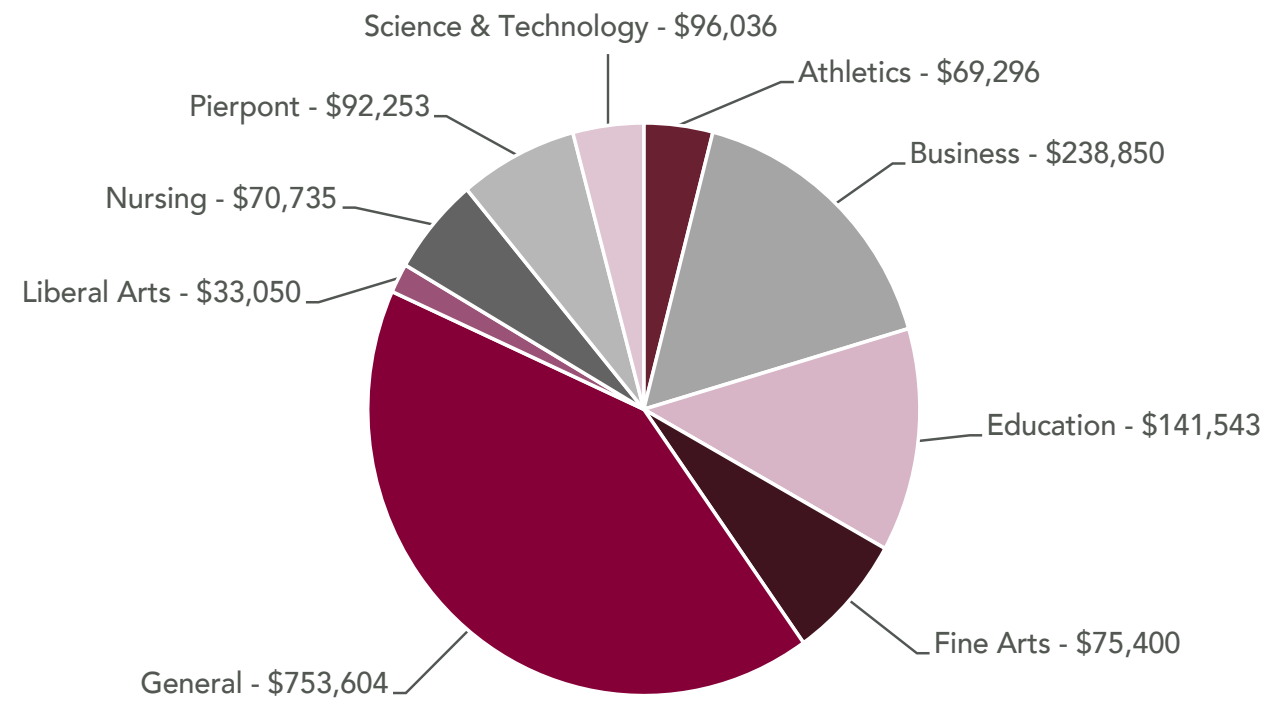
The Day of Giving provides funding for students and the University, but it also serves to raise awareness about Fairmont State University and funding opportunities. People from as far away as Louisiana and California were sharing social media posts about the Day of Giving and encouraging friends, family and peers to give.

“It was exciting to see the Falcon Family coming together to support Fairmont State University, its students, faculty and staff, especially after such a difficult year for so many people” Cryser said.

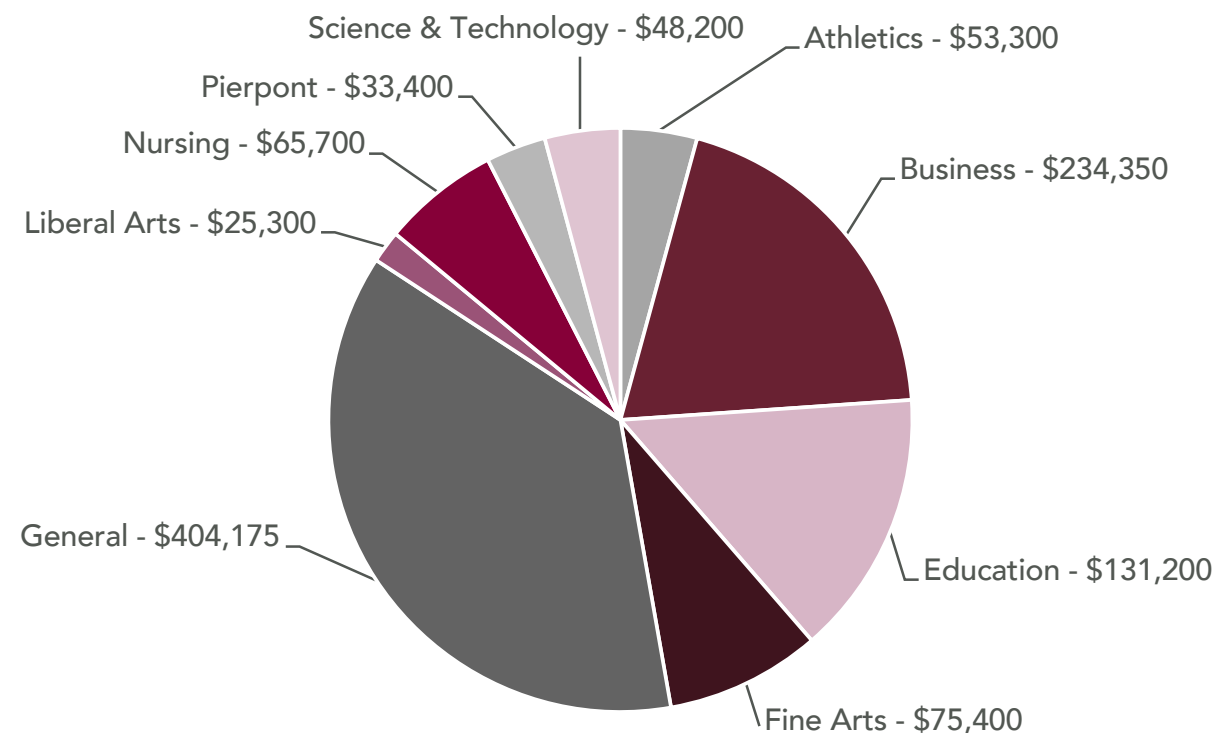


ONE DAY • ONE GOAL • ONE FALCON FAMILY

Total Scholarships for 2019/2020



Endowment Spend for 2019/2020



Statement of Financial Position

For the years ended June 30, 2020 and 2019

Assets	2020	2019
Current Assets		
Cash and cash equivalents	\$1,104,953	\$1,193,693
Unconditional promises to give (current portion)	676,706	309,518
Other assets	14,454	3,403
Total Current Assets	1,796,113	1,506,614
Other Assets		
Investments	28,891,948	27,890,730
Unconditional promises to give (net of current portion)	981,509	682,311
Beneficial interest in perpetual trusts	3,040,270	3,063,117
Property and equipment, net	327,034	335,174
Total Other Assets	33,240,761	31,971,332
Total Assets	35,036,874	33,477,946
Liabilities and Net Assets		
Current Liabilities		
Accounts payable	3,727	5,841
Current portion of long-term debt	20,649	-
Charitable gift annuities (current portion)	3,450	5,629
Total Current Liabilities	27,826	11,470
Long-Term Liabilities		
Long-term debt	50,651	-
Charitable Gift Annuities (net of current portion)	5,949	7,944
Total Long-term liabilities	56,600	7,944
Total Liabilities	84,426	19,414
Net Assets		
Without donor restrictions	4,866,917	4,749,640
With donor restrictions	30,085,531	28,708,892
Total Net Assets	34,952,448	33,458,532
Total Liabilities and Net Assets	\$35,036,874	\$33,477,946

Included in this publication are the audited financial statements of the Fairmont State Foundation. Somerville & Company, PLLC issued an unmodified opinion on the Foundation's statements of financial position as of June 30, 2020 and 2019, and the related statements of activity and cash flows for the years then ended. The audited financial statements and the report of independent auditors on such financial statements may be obtained by contacting the Foundation.

Statement of Activities

For the year ended June 30, 2020

	Without Donor Restrictions	With Donor Restrictions	Totals
Support and Revenue			
Support			
Gifts and donations	\$42,894	\$2,996,242	\$3,039,136
Grant revenue	-	-	-
Fundraising activities	-	45,965	45,965
Total Support	42,894	3,042,207	3,085,101
Revenue			
Investment income, net	163,212	680,198	843,410
Change in beneficial interest in perpetual trusts	-	(22,847)	(22,847)
Other revenue	176,729	28,381	205,110
Total Revenue	339,941	685,732	1,025,673
Net assets released from restrictions	1,831,549	(1,831,549)	-
Total Support and Revenue	2,214,384	1,896,390	4,110,774
Expenses			
Program Services			
Scholarships	1,498,108	-	1,498,108
Educational Services	34,234	-	34,234
Other	455,199	-	455,199
Total Program Services	1,987,541	-	1,987,541
Supporting Services			
Management and general	252,689	-	252,689
Fundraising	376,628	-	376,628
Total Supporting Services	629,317	-	629,317
Total Expenses	2,616,858	-	2,616,858
Reclassifications	519,751	(519,751)	-
Change in Net Assets	117,277	1,376,639	1,493,916
Net Assets at Beginning of Year	4,749,640	28,708,892	33,458,532
Net Assets at End of Year	\$4,866,917	\$30,085,531	\$34,952,448

Statement of Activities

For the year ended June 30, 2019

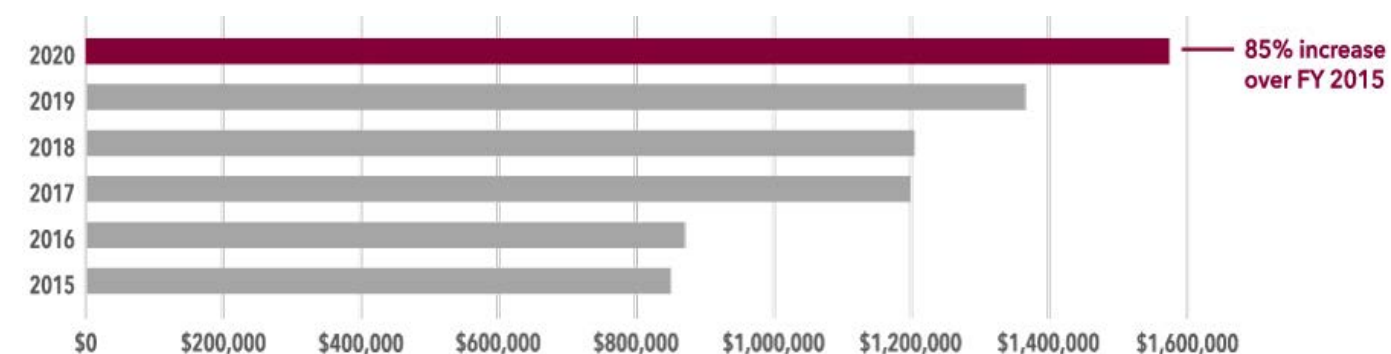
	Without Donor Restrictions	With Donor Restrictions	Totals
Support and Revenue			
Support			
Gifts and donations	\$40,130	\$3,674,680	\$3,714,810
Grant revenue	-	26,785	26,785
Fundraising activities	-	75,545	75,545
Total Support	40,130	3,777,010	3,817,140
Revenue			
Investment income, net	196,060	1,202,312	1,398,372
Change in beneficial interest in perpetual trusts	-	87,440	87,440
Other revenue	136,152	162,163	298,315
Total Revenue	332,212	1,451,915	1,784,127
Net assets released from restrictions	2,075,265	(2,075,265)	-
Total Support and Revenue	2,447,607	3,153,660	5,601,267
Expenses			
Program Services			
Scholarships	1,366,317	-	1,366,317
Educational Services	44,252	-	44,252
Other	823,738	-	823,738
Total Program Services	2,234,307	-	2,234,307
Supporting Services			
Management and general	193,624	-	193,624
Fundraising	273,615	-	273,615
Total Supporting Services	467,239	-	467,239
Total Expenses	2,701,546	-	2,701,546
Reclassifications	(223,343)	223,343	-
Change in Net Assets	(477,282)	3,377,003	2,899,721
Net Assets at Beginning of Year	5,226,922	25,331,889	30,558,811
Net Assets at End of Year	\$4,749,640	\$28,708,892	\$33,458,532

Statement of Cash Flows

For the years ended June 30, 2020 and 2019

	2020	2019
Cash Flows from Operating Activities		
Increase in net assets	\$1,493,916	\$2,899,721
Adjustments to reconcile increase in net assets to net cash provided by operating activities		
Realized and unrealized gains on investments	(265,250)	(773,535)
Change in beneficial interest in perpetual trusts	22,847	(87,440)
Provision for uncollectible promises to give	(20,458)	-
Provision for present value discount of promises to give	(39,237)	12,386
Depreciation expense	8,140	8,496
Donated property included in contributions		
Changes in operating assets and liabilities:		
(Increase) decrease in:		
Unconditional promises to give	(606,691)	(383,613)
Other receivables	(11,051)	7,711
Increase (decrease) in:		
Accounts payable	(2,114)	(1,452)
Charitable gift annuities	(4,174)	(6,307)
Net Cash Provided By (Used In) Operating Activities	<u>575,928</u>	<u>1,675,967</u>
Cash Flows from Investing Activities		
Proceeds from sale of investments	4,627,321	7,549,358
Purchases of investments	(5,363,289)	(8,934,274)
Net Cash Used in Investing Activities	<u>(735,986)</u>	<u>(1,384,916)</u>
Cash Flows from Financing Activities		
Proceeds from issuance of notes payable	71,300	-
Increase (Decrease) in Cash and Cash Equivalents	(88,740)	291,051
Cash and Cash Equivalents, Beginning of Year	1,193,693	902,642
Cash and Cash Equivalents, End of Year	<u>\$1,104,953</u>	<u>\$1,193,693</u>
Supplemental Disclosures		
Noncash investing activities:		
Donation of stock	<u>\$30,326</u>	<u>\$124,016</u>

Scholarships Provided by Foundation Funds



Board of Directors - 2020/2021

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President, Fairmont State Foundation, Inc.

Gary LeDonne '84
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Dr. Mirta M. Martin
President, Fairmont State University



FAIRMONT STATE
FOUNDATION

1300 Locust Avenue
Fairmont, WV 26554

Contact Us

On the web: www.fsufoundation.org

By Phone: 304-534-8786

By E-mail fsf@fsufoundation.org