



CLEMSON UNIVERSITY
CORPORATE AND FOUNDATION RELATIONS
ANNUAL REPORT

2016
2017

JULY 1, 2016 - JUNE 30, 2017



Cover and interior photos courtesy of Clemson University Relations.



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The Corporate and Foundation Relations Team
in Development and Alumni Relations

FISCAL YEAR 2017 | JULY 1, 2016 - JUNE 30, 2017

CORPORATE AND FOUNDATION GIVING BY THE NUMBERS

Corporate and foundation support comprised 37% of Clemson University's total philanthropic dollars in fiscal year 2017, an unprecedented \$151.3M. This is the sixth consecutive year that annual fundraising at Clemson has exceeded \$100 million and that corporate and foundation support has comprised more than 28% of the total.



Programs (\$46.47M)

Other (\$6.5M)

Scholarships & Fellowships (\$3.7M)

Faculty Support (\$1.1M)

Facilities (\$541K)

Projects (\$494K)

TOTAL: \$58.7M

ORGANIZATION GIVING SUMMARY

FISCAL YEAR 2017

(JULY 1, 2016 - JUNE 30, 2017)

Corporate Giving: \$47,397,774



Foundation Giving: \$8,428,397



Other Organization Giving: \$2,868,693





68
new companies
engaged in FY17



15
impact & progress
reports completed



634
corporate employers
participated in
Clemson career fairs



\$3,685,037
donations for scholarships
and fellowships

115 corporate visits hosted



48
blog posts written



15
stewardship events



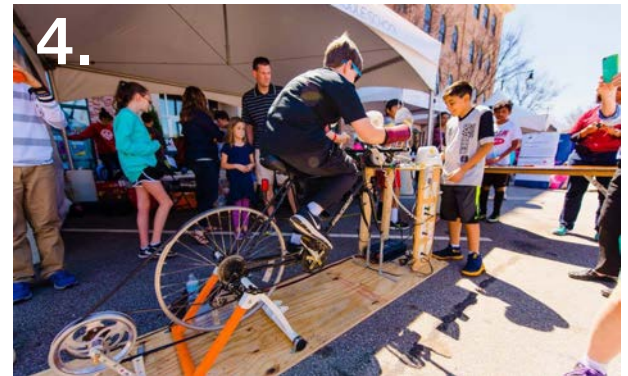
3,057
gifts from corporations



NEW CORPORATE AND FOUNDATION PARTNERS ENGAGED IN FISCAL YEAR 2017

Clemson engaged more than 65 new corporate and foundation partners during the 2017 fiscal year, cultivating support for scholarships, fellowships, programs, facilities, and research. **Highlights from some of these new relationships are featured below.**

- 1. Firestone Fibers & Textiles Automotive Engineering Graduate Assistantship**
Firestone Fibers & Textiles, a manufacturer of standard industry items and unique proprietary materials for specialized applications, supported a Graduate Assistantship in the Department of Automotive Engineering at CU-ICAR.
- 2. HigherGround Emergency Response Center Equipment**
HigherGround, a provider of advanced recording software for incident reconstruction, donated its Capture911™ software to the Watt Center to integrate with dispatching equipment provided by Avtec, Inc. The software enables detailed chronological reconstruction of simulated or real incidents for learning and after-action analysis in both academic and operational settings.
- 3. Morgan Corporation LiDAR Scanner Gift-in-Kind for Engage Dominica**
Morgan Corp., a heavy civil contractor, donated a LiDAR scanner to Clemson students working on the island of Dominica. Students used the LiDAR scanner to collect images and point clouds of the proposed project sites in Dominica, saving time and effort of taking measurements by hand.
- 4. Meyer Tool Support of iMAGINE Upstate STEM Festival**
Meyer Tool supported the iMAGINE Upstate STEM Festival, held annually in Greenville, South Carolina. iMAGINE Upstate is an initiative of South Carolina's Coalition of Math and Science, which creates alliances and partnerships that promote college, career, and citizenship opportunities through STEM education.
- 5. Tremco Architecture & Construction Science and Management Support**
Tremco, a supplier of sealant, weatherproofing, and passive fire control solutions, supported Clemson programs on the main campus and in Charleston, SC, including two lectures in the AIA Charleston + Clemson Design Center (CDC.C) Lecture Series in Charleston, and the new Integrated Project Delivery certification program offered jointly by School of Architecture and Department of Construction Science and Management.



SCHOLARSHIPS AND FELLOWSHIPS

PREPARING THE NEXT GENERATION OF TALENT

Scholarship and fellowship support from corporate and foundation partners not only alleviates financial burdens for Clemson students, but also provides opportunities for students to develop knowledge about the corporate world and network with industry executives. The following scholarships and fellowships were established by corporate and foundation partners during the 2016-2017 academic year.



BRASFIELD & GORRIE ANNUAL SCHOLARSHIP IN CONSTRUCTION SCIENCE & MANAGEMENT

Brasfield & Gorrie, one of the nation's largest privately held construction companies, established the Brasfield & Gorrie Annual Scholarship Fund in March 2017 to award five scholarships to students majoring in Construction Science and Management. Preference will be given to underrepresented students, including women and minorities.



ANNEXSTAD FAMILY FOUNDATION LEADERS FOR TOMORROW SCHOLARSHIP

Clemson joined the Annexstad Family Foundation's Leaders for Tomorrow national scholarship program in 2016, with the scholarship awarded to Xavier Smith '20, a McColl, SC native. The scholarship is guiding the biochemistry major along the path to achieving his dreams of going into the medical field. Smith is currently considering both neurology and pharmacy and is thankful for the opportunity to do so.

"We are delighted that Clemson has chosen to partner with us," noted co-founder Al Annexstad. "Young people like Xavier represent a huge reservoir of future leaders for the country. We wish him well."

"Without the Annexstad Family Foundation Scholarship, I wouldn't be here right now having these moments." - Xavier Smith, Class of 2020

TIMOTION ANNUAL SCHOLARSHIP IN AGRICULTURAL MECHANIZATION AND BUSINESS

TiMOTION, a leading manufacturer of actuators and components for various applications, has committed \$4,000 to support scholarships for undergraduate students majoring in agricultural mechanization and business in Clemson's College of Agriculture, Forestry and Life Sciences. Through these scholarships, TiMOTION seeks to train the next generation of engineers that have the skills and knowledge needed for success in the workforce.



SRNL UNIVERSITY SCHOLARS

Savannah River National Laboratory (SRNL), through its management and operating company Savannah River Nuclear Solutions, is funding scholarships for Clemson students through its University Scholars Program. SRNL's \$144,000 gift will allow qualified students in STEM majors to receive scholarships along with career mentoring and leadership development training.

"The combined efforts of Clemson and SRNL widen the talent pipeline, which is critical to maintaining and improving a competitive workforce." - Dean Anand Gramopadhye

JTEKT ENDOWED FELLOWSHIP IN AUTOMOTIVE ENGINEERING

JTEKT established the JTEKT Endowed Fellowship in Automotive Engineering at Clemson with a \$250,000 gift in November 2016. One student per year enrolled at the Clemson University International Center for Automotive Research (CU-ICAR) will receive the JTKET Endowed Fellowship. JTEKT has helped mentor automotive engineering graduate students and is involved in research projects.

"The collaborative design of Clemson's program is what sets it apart from others in the industry. It is one of the reasons more than 95 percent of alumni are using their degrees in either the automotive industry or academia." - Mike Davidson, JTEKT COO



PROJECT AND FACULTY SUPPORT

POSITIONING CLEMSON FOR NATIONAL PROMINENCE

In order to solve the great challenges facing the world today, Clemson partners with corporations and foundations to conduct cutting-edge and innovative research, as well as provide students with hands-on experience tackling real-world business needs. The following research and faculty projects were supported by corporate and foundation partners during the 2016-2017 academic year.



IBM EXTREME ORANGE PROJECTS IN THE SCHOOL OF COMPUTING

IBM has supported faculty and student projects in computing at Clemson through a unique framework titled “Extreme Orange.” With contributions totaling \$200,000 in 2015 and 2016, IBM has allowed undergraduate and graduate students to work closely with a faculty member from the School of Computing on a problem that is relevant to both the faculty’s member’s research goals and IBM’s business interests. Extreme Orange projects involve students from multiple disciplines and participants gain skills in business writing, market analysis, teamwork, and prototype building.



MICHELIN AND CLEMSON #1SC2SUSTAIN COLLABORATIVE PROJECT WITH USC

In fiscal year 2017, Michelin initiated a partnership with South Carolina’s two major research universities, Clemson and the University of South Carolina, to sponsor a three-semester project at each institution, allowing students from multiple disciplines to gain hands-on experience solving a real-world sustainability business challenge and develop skills in critical thinking, collaboration, and creativity.

Students participating in the course seek to find new ways of using solid waste products associated with tire manufacturing and are exposed to sustainability in industrial systems, specifically manufacturing systems.

“This sustainability collaboration between a corporation and rival universities can be a model for other companies and universities to have a positive impact on their local communities.”

- Brittany VanderBeek, #1SC2Sustain Project Manager

WOOD UTILIZATION + DESIGN INSTITUTE FOUNDING PARTNERS WEYERHAUESER, LENDLEASE, AND SIMPSON STRONG-TIE

Weyerhaeuser, LendLease, and Simpson Strong-Tie became Founding Partners for Clemson's Wood Utilization + Design Institute (WU+D), each committing \$50,000 of support. The Institute bring together foresters, architects, engineers, constructors, and building industry stakeholders to design advances in wood-based products through education and training, product research and development, and development of technical and design solutions.



BMW FACULTY PROJECTS

In fiscal year 2017, BMW supported five faculty research projects in Clemson's College of Engineering, Computing and Applied Sciences. Project topics ranged from scalable machine learning to artificial intelligence logistics to orthopaedics and rehabilitation. Both graduate and undergraduate students participated in the research projects with faculty mentors.

“With the knowledge our research group has in the area of machine learning, we are able to aid BMW in development of the necessary software to begin development on an autonomous system.” - Eddie Weill, PhD Candidate

WALMART FOUNDATION U.S. MANUFACTURING INNOVATION FUND

The Walmart Foundation selected Clemson as one of its 2017 U.S. Manufacturing Innovation Fund grant recipients for its sustainable water and oil repellency fabric technology research project led by Dr. Chris Cole and Dr. Phil Brown. This year's grant of \$422,549 from the Walmart Foundation builds upon a previous \$960,000 grant from the Foundation's 2016 cycle of grants. Clemson University was one of only six universities selected to receive funding in this round of awards.

“As these projects come to fruition over the next few years, we hope the research not only enables cost-effective solutions for manufacturers, but also improves the sustainability of the U.S. textile industry.” - Kathleen McLaughlin, President, Walmart Foundation



GIFTS-IN-KIND

MISSION CRITICAL EQUIPMENT, SOFTWARE, AND SERVICES

Clemson faculty and programs rely on access to the newest advancements in equipment and software to conduct high quality research and support curricula that will prepare students for success in the workforce. Several critical gifts-in-kind were donated to Clemson by corporate and foundation partners during the 2016-2017 academic year.



ADOBE CREATIVE CLOUD SOFTWARE UNIVERSITY-WIDE LICENSE

Adobe renewed Clemson's university-wide software license for its Creative Cloud products, the industry-standard software for photography, video, audio, and design work. Clemson faculty, students, and staff have enjoyed free access to these Adobe products since the Adobe-Clemson partnership was established in 2013. Adobe software has been integrated into curricula across disciplines and the Clemson athletic communications team has received national recognition for its innovative use of the software to train undergraduate student interns, including several student athletes, in video production and graphic design.



SIEMENS PLM SOFTWARE GRANT-IN-KIND

In November 2016, Siemens provided Clemson with a grant-in-kind of its PLM software with a commercial value of \$357,224,294. This was the largest grant-in-kind ever received by Clemson University and supports students in the College of Engineering, Computing and Applied Sciences. Through this in-kind investment, Clemson students now have access to the same Siemens product lifecycle management (PLM) software used by more than 140,000 companies throughout the global manufacturing industry—including 35 in South Carolina—to design, develop, and manufacture some of the world's most sophisticated products in a variety of industries.

“This partnership is rooted in a shared commitment to innovation and collaboration, and will allow Clemson and South Carolina to build a pipeline of skilled talent for the state’s growing manufacturing industry.” - Kevin Yates, Head of Siemens Energy Management

NILPETER FLEXOGRAPHIC PRINTING PRESS FOR CLEMSON GRAPHIC COMMUNICATIONS DEPARTMENT

Global press supplier Nilpeter Inc., provided Clemson with a state-of-the-art flexographic printing press valued at more than \$900,000. The gift has enabled Clemson to build on its reputation as one of the nation's leaders in printing and packaging design education by providing students with this cutting-edge teaching tool. The press is capable of producing promotion labels, folding cartons, and flexible film. Its speed, efficiency, and advanced drive and registration systems provide students with experience using industry-leading technology.



DEEP ORANGE PROJECTS

Deep Orange, Clemson's unique framework that immerses graduate students into the world of a future OEM and/or supplier, allows automotive engineering students, multi-disciplinary faculty, and participating industry partners to produce a new vehicle prototype each year. Recent OEM partners include BMW, GM, Mazda, Toyota, MINI, and Honda. In addition to gifts-in-kind, cash gifts to Deep Orange total more than \$450,000.

Each Deep Orange project incorporates breakthrough product innovations and new processes, providing automotive engineering students with hands-on experience in vehicle design, engineering, prototyping and production from the time they enter into the academic program until graduation.

ESKO EQUIPMENT, SOFTWARE, AND SERVICES FOR THE SONOCO INSTITUTE AT CLEMSON

Esko, a global supplier of integrated solutions for packaging, labels, sign, and display industries, made a five-year commitment of equipment, software, and services valued at \$26,703,750 to Clemson's Sonoco Institute of Packaging and Graphic Design.

The Sonoco Institute, whose curriculum is built around Esko's equipment and software, is currently the only university program in the country with a multidisciplinary approach to packaging as a core competency.



“Esko values the Clemson relationship largely because of the amount of value the printing and packaging industry places on Clemson as a resource for talent and innovation.”- Larry Moore, VP of Partner Programs, NA

PROGRAMMATIC SUPPORT

ENRICHING THE CLEMSON EXPERIENCE

Program support from corporate and foundation partners enriches the Clemson experience for our undergraduate and graduate students, helping them develop creativity, teamwork, critical thinking, and problem-solving skills. Highlights from programs supported by corporate and foundation partners during the 2016-2017 academic year are featured below and at right.



RATHMANN FAMILY FOUNDATION CALL ME MISTER SUPPORT

The Rathmann Family Foundation awarded a grant to Clemson's Call Me MISTER program, which seeks to increase the pool of available teachers from broad, diverse backgrounds, particularly among South Carolina's lowest performing elementary schools. Funds from the Rathmann Family Foundation allowed two Mister students to participate in a study abroad experience to Costa Rica, and an additional two Misters to participate in the Call Me MiSTER Summer Internship at Clemson.



CLEMSON UNIVERSITY FIRST ANNUAL MEN OF COLOR NATIONAL SUMMIT

On April 27-28, 2017, Clemson's Office of Inclusion and Equity hosted its inaugural Men of Color National Summit to help close the achievement gap for young men of color with the promise of new opportunities through higher education.

Over 1,600 students, educators, community leaders, and business professionals came together to discuss the current state of young men of color and to create and ensure best practices for their success. The Summit was sponsored by several corporate partners and featured nationally renowned speakers, including Tavis Smiley, John Quinones, Desmond Howard, and Marc Morial. The Summit also served as the kick-off to Clemson's new Tiger Alliance program, a partnership with several South Carolina school districts.

"The National Summit was an enlightening and empowering experience. It taught me a lot about what it means to be a man and how to overcome challenges faced by minority males." - Notorian Kirksey

COLONIAL LIFE SUPPORT FOR LEAD TO SUCCEED CAMP

Clemson held its Lead to Succeed Camp for Girls in late June 2017, bringing high school girls to campus for a one-week camp focused on women's leadership. Several campers were sponsored by Colonial Life and joined other girls for workshops on leadership strengths and weaknesses, developing effective communication skills, motivating themselves and others, and developing ways to give back to their communities and participate in change locally and globally. On the final day of camp, female employees from Colonial Life shared their experiences as women leaders both inside and outside the workplace with the campers. Several of these women will serve as mentors for the girls who attended the camp once they are back in school.



SOUTH CAROLINA'S COALITION OF MATH AND SCIENCE

South Carolina's Coalition of Math and Science (SCCMS) is an alliance of partnering organizations and initiatives, each reaching the education and business communities in different ways, with a central focus on promoting economic development through improving K-12 education.

SCCMS received increased support from a several corporations in 2017, including Duke Energy, ScanSource, GE, BMW, Bosch, Michelin, Fluor, Boeing, SCANA, Lockheed Martin, 3M, and AFL Telecommunications, among others. Funds from these companies help SCCMS promote STEM education and workforce development across the state.

DUKE ENERGY FOUNDATION SUPPORT OF PEER AND WISE

Duke Energy continued its support for two Clemson programs in 2017 with an \$85,000 grant. Both Project WISE, which brings middle school girls to campus for a STEM summer camp, and PEER/WISE Summer Experience, which gives 50 incoming freshmen a head start on academics and campus life, are aimed at increasing diversity in the pipeline that carries talent from the classroom to the workplace.

“Partnering with great institutions like Clemson University help our communities continue to grow and produce skilled workers who bring new ideas and innovations to our lives.” - Kodwo Ghartey-

Tagoe, SC State President, Duke Energy



FACILITIES AND CONSTRUCTION SUPPORT

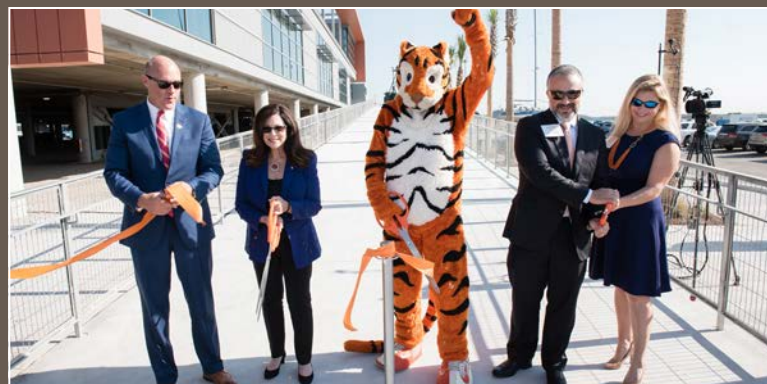
BUILDING FOR THE FUTURE

Clemson has undertaken many new construction projects over the past few years in order to equip our facilities for the 21st century. Support from corporate partners for these building initiatives during the 2016-2017 academic year has helped Clemson create new, cutting-edge spaces in which students, faculty, and staff can learn, grow, and live.



RELIABLE AUTOMATIC SPRINKLER SUPPORT OF CAMPUS CONSTRUCTION

Reliable Automatic Sprinkler, owned by the Fee Family, has donated over \$700,000 of sprinkler heads and valves as gifts-in-kind to several recent on-campus construction projects. Reliable Automatic Sprinkler and the Fee Family have been generous supporters of Clemson since 2005 with cash and in-kind contributions totaling over \$900,000.



CHOATE CONSTRUCTION AND POKITDOK SUPPORT OF THE ZUCKER FAMILY GRADUATE EDUCATION CENTER IN CHARLESTON, SC

Corporate partners Choate Construction and Pokitdok named rooms in Clemson's new Zucker Family Graduate Education Center, a 70,000-square-foot, state-of-the-art facility that will help shape the future of the state's engineering landscape for generations to come. Long-time supporters of Clemson University Anita Zucker and Jonathan Zucker helped fund the center that bears their family's name. The Zucker Family Graduate Education Center offers master's degrees and doctorates in electrical engineering, computer engineering, mechanical engineering; a Ph.D. in computer science; and a Master of Fine Arts in digital production arts.

"Our engineering students are preparing to tackle some of the most pressing challenges facing our country, and this facility will contribute significantly to the world-class Clemson education they are receiving." - President Jim Clements

WATT FAMILY INNOVATION CENTER

NEW FOUNDING, SUSTAINING, AND INNOVATION PARTNERS

The Watt Family Innovation Center celebrated the addition of several new partners during the 2017 fiscal year, including:

- Founding Innovation Partner level
 - SAS Institute - gift-in-kind of analytics research, software, and services
- Sustaining Innovation Partner level
 - Planar, a Leyard company - gift-in-kind of display technology
 - Dell - in-kind technology grant
- Innovation Partner level
 - Brocade - deeply discounted gift-in-kind of network equipment
 - Avtec, Inc. - in-kind and cash gift of dispatching software, products and services.
- The Clemson University alumni employees of GE pledged \$200,000 in FY17 to name the GE Interactive Learning Center classroom in the Watt.

The Watt Center serves as a hub of innovation, research, and academic activity for the Clemson campus, and corporate support is key to the Center's ability to provide a space for students, faculty, and staff to learn, create, and collaborate.



“We want to create an intellectual center that will prepare a new generation of scholars who can take ideas from concept to the marketplace. This will be a place to demonstrate and enable education, discovery, and innovation.” - Charles Watt, Founding Director

HOPEWELL PLANTATION RESTORATION GRANT - NSDAR

The National Society Daughters of the American Revolution (DAR) donated \$10,000 to Clemson for the Hopewell Plantation front porch restoration project.

Funding for this project was made possible through the sponsorship of the Andrew Pickens Chapter, National Society Daughters of the American Revolution, located in Clemson.

Hopewell Plantation, located on the picturesque Cherry Farm, is the circa 1785 home of Gen. Andrew Pickens and includes some of the land he received for his service as a brigadier general in the American Revolution. The grant helped fund the restoration of the home's front porch, which was in need of repairs to make it safe for public use.

Clemson celebrated the re-opening of the Hopewell Plantation home in May 2017 and many representatives from the NSDAR were able to join this celebration of one of Clemson and South Carolina's unique historical landmarks.



INTRODUCTION TO THE CLEMSON UNIVERSITY CORPORATE AND FOUNDATION RELATIONS TEAM

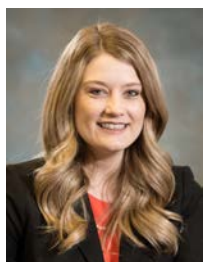
The Clemson University Corporate and Foundation Relations (CFR) team, part of the Development and Alumni Relations division, is dedicated to establishing and maintaining long-term partnerships with corporations and foundations that result in philanthropic support for the mission and priorities of Clemson University. The CFR team works closely with units, divisions, and leadership across campus to build comprehensive and strategic partnerships with corporations and foundations.



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