Dear Alumni and Friends,

Here are some helpful tips for year-end giving. We invite you to take advantage of this opportunity to make an additional gift before the end of 2012.

**CREDIT CARDS**
You can quickly and easily make your year-end gift online. Gifts by credit card must be submitted no later than 11:59 p.m. eastern standard time on Monday, December 31, 2012. You can also make credit card gifts over the phone by contacting Ruth Martin, development assistant, at 757-823-8639 prior to the close of business on Wednesday, December 19, 2012.

**CHECKS**
Checks must be dated and postmarked by Monday, December 31, 2012 to be counted in the 2012 tax year. Please make checks payable to the NSU Foundation and mail to the NSU Foundation at 700 Park Avenue, Ste. 410, Norfolk, VA 23504.

**PLANNED GIVING**
Planned gifts can be a significant benefit to you, your family, and NSU. Bequests, charitable gift annuities, and charitable remainder trusts offer donors a variety of ways to support the University. For more information, contact Kelvin Arthur, executive manager of the NSU Foundation, at 757-823-2928.

**GIFTS IN KIND**
A gift of personal property includes equipment, inventory, books, works of art, or other tangible property. Gifts of personal property are accepted by NSU. Gifts in kind can be used to benefit the university, an academic department, or program as designated by the donor. If you are interested in pursuing this type of gift, please call Kelvin Arthur, executive manager of the NSU Foundation, at 757-823-2928.

**GIFTS OF SECURITIES**
Giving appreciated stock can be beneficial to NSU and you. You may be eligible to take a charitable deduction for the market value of the securities, and could potentially benefit by avoiding capital gains tax and reducing your tax estate. You can request additional information about donating securities from Kelvin Arthur, executive manager of the NSU Foundation, at 757-823-2928.

**NSU EMPLOYEE PAYROLL DEDUCTION**
Faculty and Staff support provides immediate help to underwrite the unmet financial needs of students and enhances the student experience on campus. When faculty and staff invest in the life of the University, the contributions send a strong endorsement message to alumni, friends, corporations, and foundations that Norfolk State University is an institution worthy of support and that support starts at home. Please contact the NSU Foundation Office at 757-823-2928 to set up your payroll gift to the I AM NSU Annual Fund.

Thank you for your generous support of NSU!

All contributions are administered by the NSU Foundation for the benefit of Norfolk State University.

Please note: Norfolk State University will have limited business hours and mail delivery December 20, 2012 — January 2, 2013. If you would like this donation to count as a charitable deduction for tax year 2012, check payments must be dated and postmarked by Monday, December 31, 2012. If you would like to pay by credit card, we encourage you to utilize our secure website. Just go to http://alumni.nsu.edu/donations/ and choose “Donate Online” where you will have until 11:59 p.m. Eastern Standard Time on Monday, December 31, 2012.