

KSU FOUNDATION + KANSAS STATE UNIVERSITY

PARTNERSHIP REPORT FY 2018

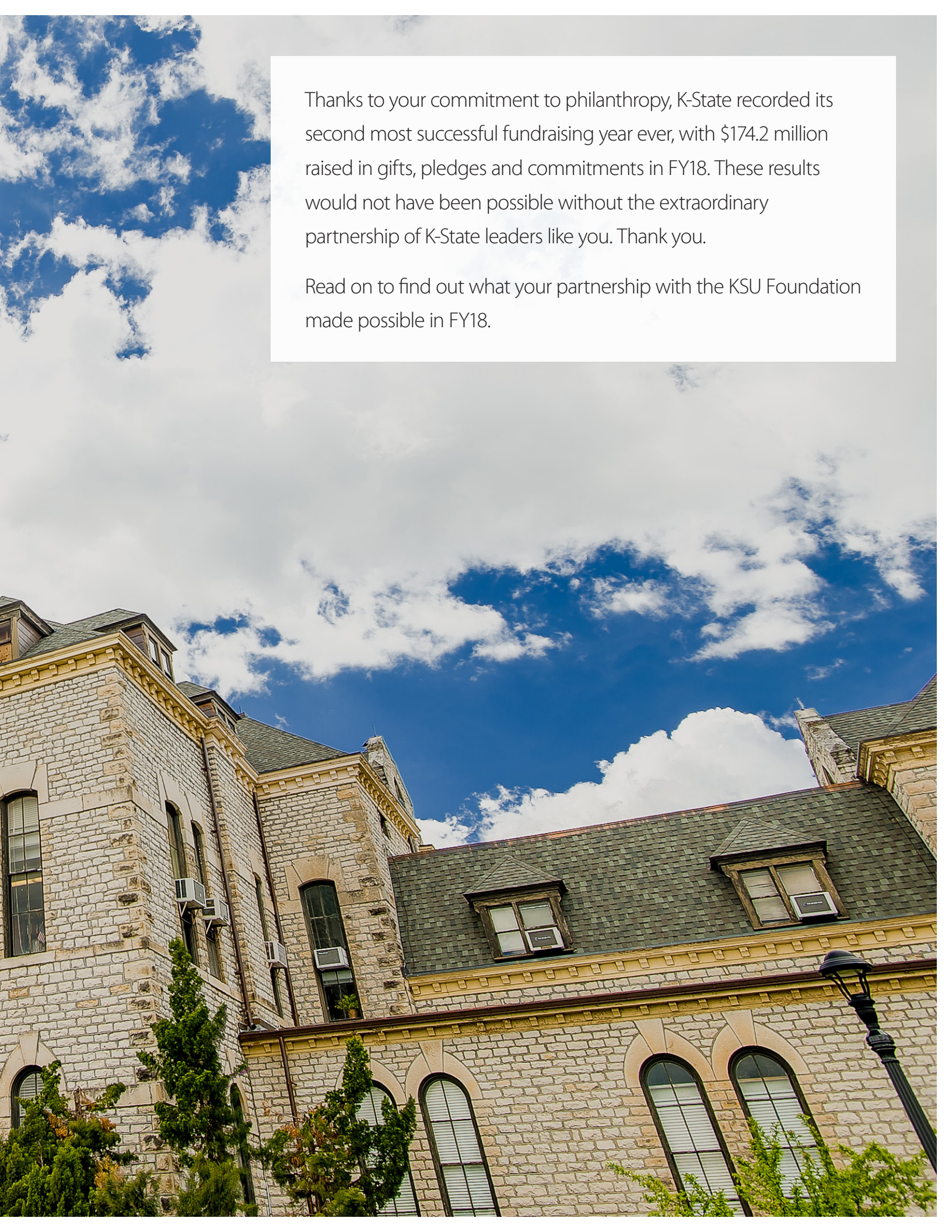


**KANSAS STATE UNIVERSITY
FOUNDATION**

BOLDLY ADVANCING **K-STATE** FAMILY

THANKS TO YOUR PARTNERSHIP...





Thanks to your commitment to philanthropy, K-State recorded its second most successful fundraising year ever, with \$174.2 million raised in gifts, pledges and commitments in FY18. These results would not have been possible without the extraordinary partnership of K-State leaders like you. Thank you.

Read on to find out what your partnership with the KSU Foundation made possible in FY18.

FUNDRAISING SUCCESS

KANSAS STATE UNIVERSITY
FOUNDATION

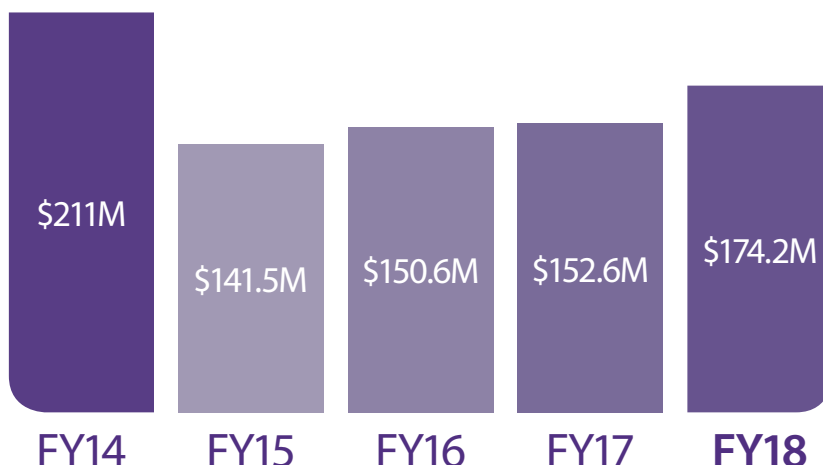
BOLDLY ADVANCING K-STATE FAMILY



#2

the second most
successful fundraising
year ever

Five-year fundraising results

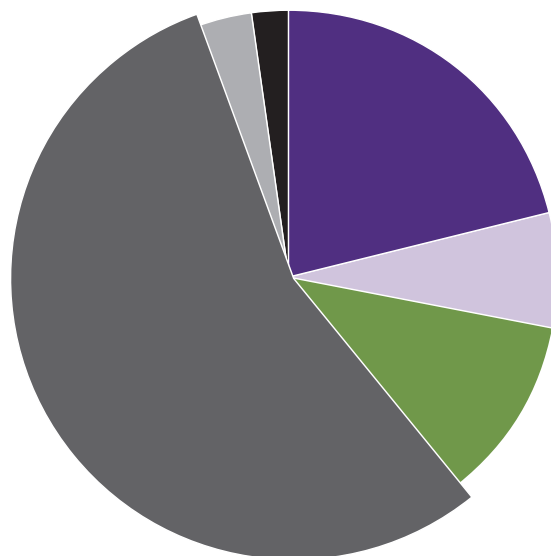


\$174.2M

New gifts and commitments

How gifts were designated

● Student	.....	\$36,946,015
● Faculty	.....	\$12,242,607
● Facility	.....	\$19,553,451
● Excellence	.....	\$95,939,262
● Programs	.....	\$5,916,325
● Designation pending	.....	\$3,650,909



61%

of giving to endowment

\$61.2M

in planned gifts

\$550M

documented planned gifts
committed for the future

\$1.2 billion

Cash, pledges and
commitments raised
toward the \$1.4 billion
Innovation and
Inspiration Campaign,
as of June 30, 2018.

INNOVATION
&
INSPIRATION



\$650K

Initial investment
(one donor)

+

\$2M

Two donor matches

=

\$5.2M

in new scholarship matches

\$170,000 supporting

85 students in 2018–19

Growing scholarships



170

New scholarships
created, up from
124 in FY17.

\$37M

Total gifts and commitments
for scholarships and
student success in FY18.



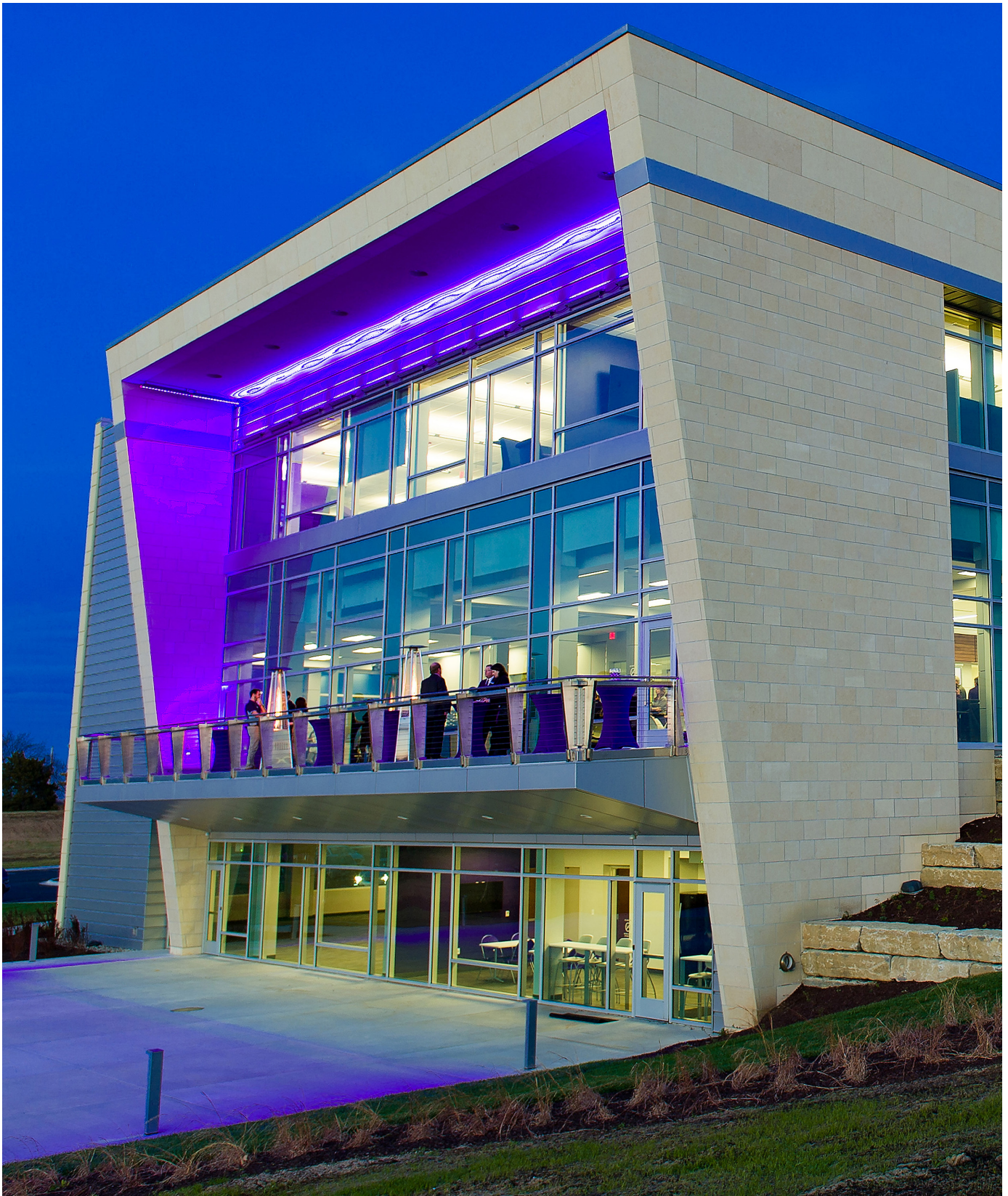
13%

increase in
endowment
dollars supporting
scholarships.

THE ACCOMPLISHMENTS

KANSAS STATE UNIVERSITY
FOUNDATION

BOLDLY ADVANCING **K-STATE** FAMILY

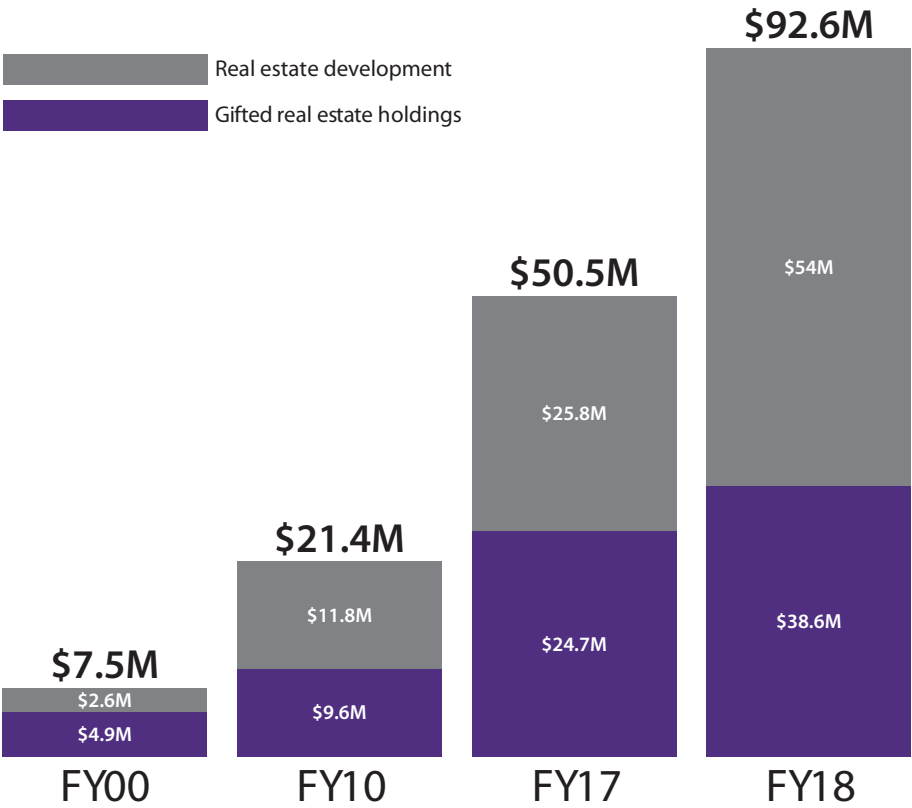




Total real estate holdings strengthening K-State

In the last 17 years, KSU Foundation has seen growth in total real estate holdings, both in gifted holdings and real estate development projects. This is due to our enhanced focus on the development of real estate projects that strengthen K-State, such as the K-State Research Park and K-State Office Park Phase I, and the modernization of our real estate holding policy, which broadened our ability to hold real estate gifts.

Current and future projects, including the K-State Office Park Phase II, are projected to exceed \$106.7 million by the end of FY19.



INVESTMENTS

KANSAS STATE UNIVERSITY
FOUNDATION

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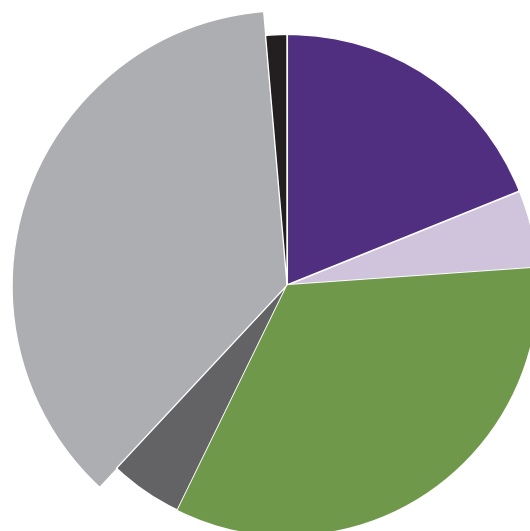


\$539M

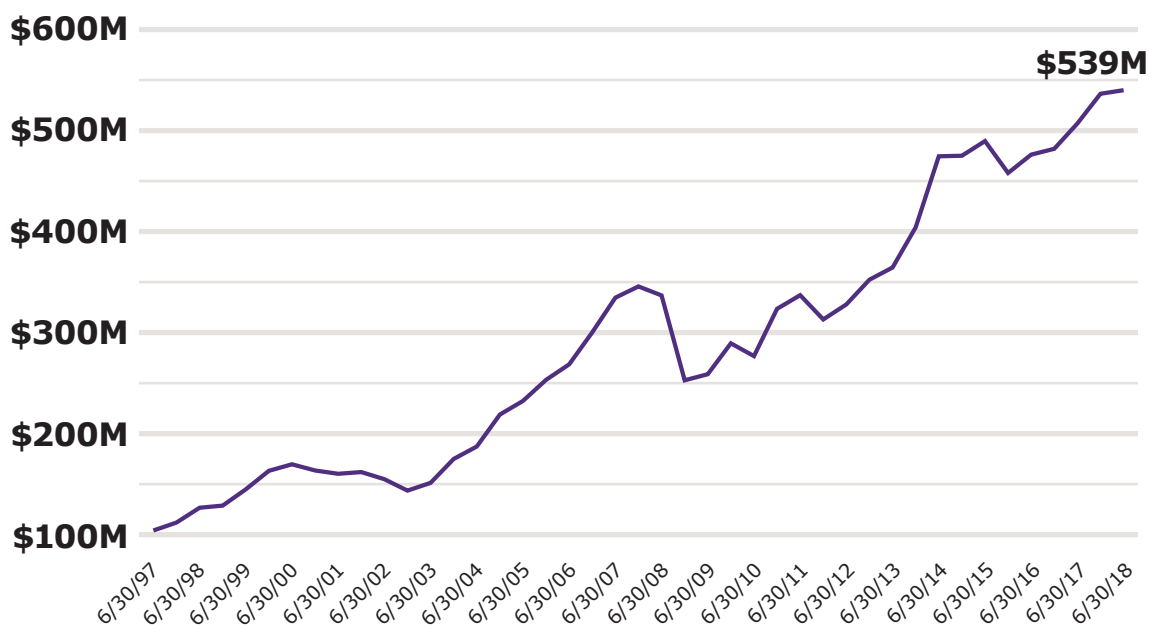
Market value of the K-State's long-term investment pool, up from \$506 million in FY17.

Dollars made available to campus for

● Student Success	\$17,420,620
● Faculty Support	\$4,793,398
● Facilities	\$30,762,647
● Programs	\$4,444,211
● Excellence	\$33,606,199
● Designation pending	\$1,182,784
Total	\$92,209,860

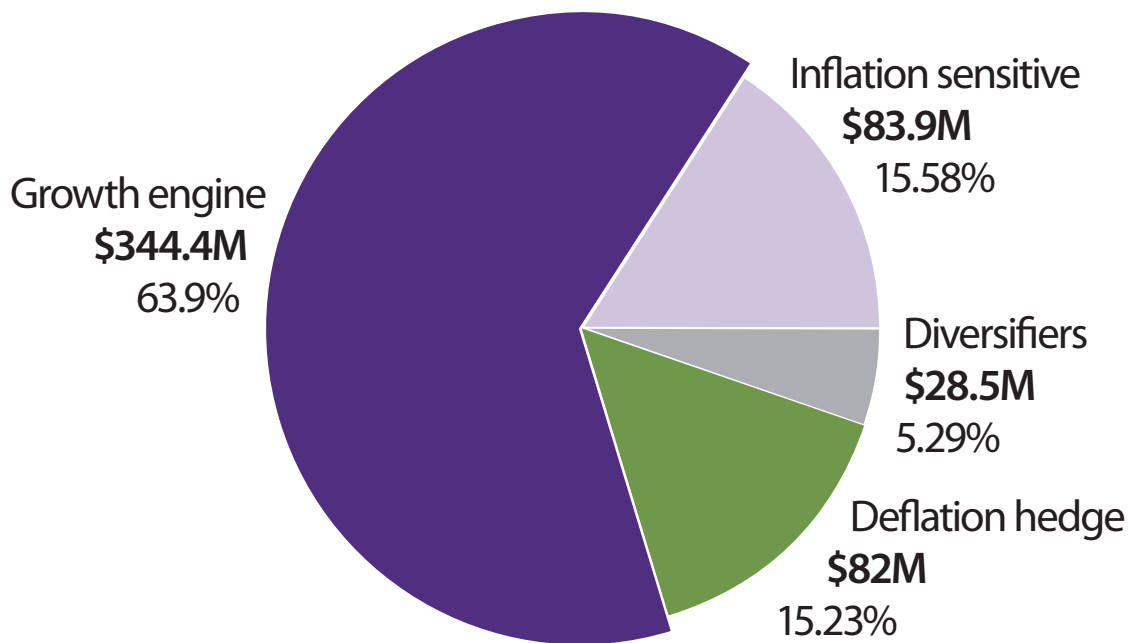


Long-term investment pool market value



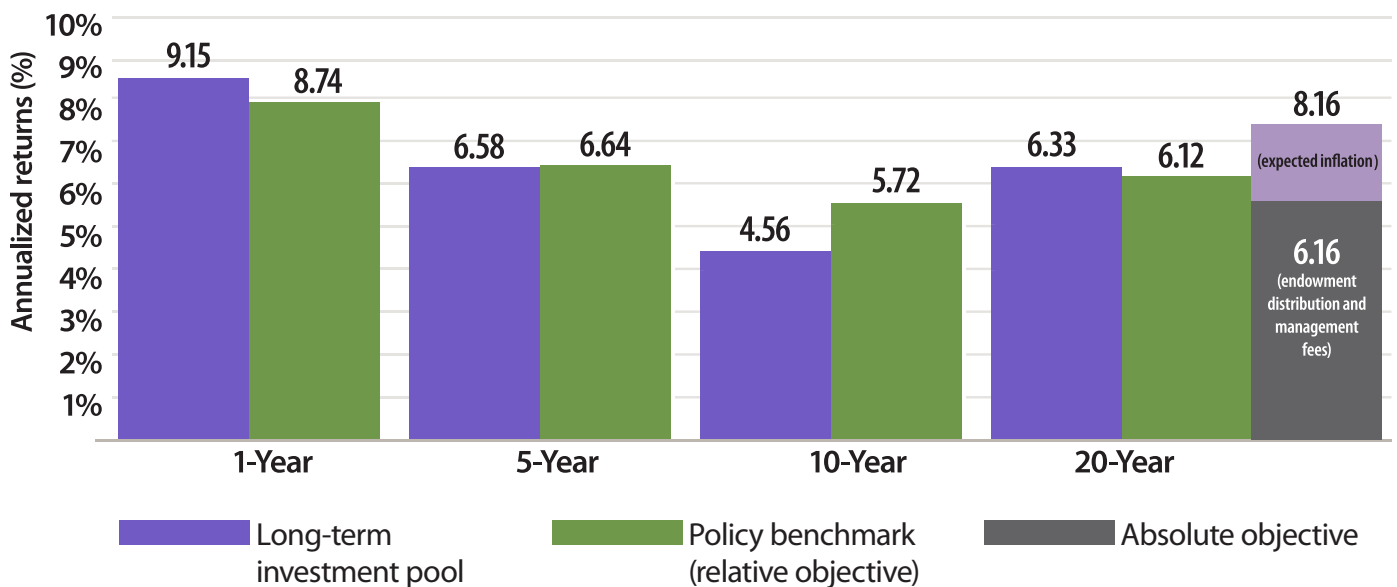
Long-term investment pool asset allocation

for period ending June 30, 2018



Investment performance

for period ending June 30, 2018



POINTS OF PRIDE

KANSAS STATE UNIVERSITY
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At KSU Foundation, our objective is to be, pound for pound, the best development shop in the country.

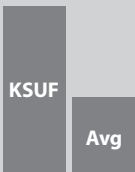
TOP-QUARTILE PERFORMANCE

(Based on a national study of 130 colleges and universities)



11¢

Cost to raise a dollar through KSU Foundation. National average is **25¢**.



\$3.9M

dollars raised on average per KSU Foundation development officer. The national average is **\$1.8M**.



20.5%

K-State alumni gave in FY18. The national average is **5 percent**.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

KANSAS STATE UNIVERSITY
FOUNDATION

BOLDLY ADVANCING K-STATE FAMILY

JUNE 30, 2018 AND 2017

	2018	2017	Net Change
Assets			
Cash and cash equivalents	\$94,377,144	\$40,750,425	\$53,626,719
Investments	725,912,881	736,877,668	(10,964,787)
Pledges receivable – net of allowance and discounts	45,514,990	52,837,994	(7,323,004)
Receivables from estates	352,003	803,500	(451,497)
Loans receivable	227,432	251,711	(24,279)
Property and equipment, net of accumulated depreciation; 2018 — \$1,720,027, 2017 — \$1,111,083	14,662,312	14,727,869	(65,557)
Assets held for sale	12,086,993	—	12,086,993
Golf course property and equipment, net of accumulated depreciation; 2018 — \$3,957,587, 2017 — \$3,402,527	7,719,520	7,950,635	(231,115)
Note receivable	10,374,000	—	10,374,000
Cash surrender value of life insurance policies	7,047,725	6,266,590	781,135
Other assets and accrued investment income	8,361,267	7,972,012	389,255
TOTAL ASSETS	\$926,636,267	\$868,438,404	\$58,197,863
Liabilities and Net Assets			
Liabilities			
Accounts payable, deposits and other liabilities	\$2,531,114	\$1,847,477	\$683,637
Accrued liabilities	4,615,902	2,622,611	1,993,291
Assets held for others	12,602,339	12,291,179	311,160
Unitrust and annuity liabilities	19,518,068	19,845,203	(327,135)
Long-term debt and lines of credit	41,990,466	17,904,068	24,086,398
TOTAL LIABILITIES	81,257,889	54,510,538	26,747,351
Net Assets			
Unrestricted net assets	81,741,895	78,039,635	3,702,260
Temporarily restricted net assets	349,837,551	354,308,659	(4,471,108)
Permanently restricted net assets	413,798,932	381,579,572	32,219,360
Total net assets	845,378,378	813,927,866	31,450,512
TOTAL LIABILITIES AND NET ASSETS	\$926,636,267	\$868,438,404	\$58,197,863

FOR THE YEAR ENDED JUNE 30, 2018 AND 2017

	2018 Total	2017 Total	Net Change
Revenues, Gains and Other Support			
Contributions	\$100,334,454	\$82,282,559	\$18,051,895
Investment income (losses), net	(5,476,076)	(3,891,544)	(1,584,532)
Net realized and unrealized gains on investments	33,341,941	44,241,901	(10,899,960)
Other support			
Operational service charges, management fees and other	16,082,095	15,386,603	695,492
Receipts for grants, research, supplies, travel and other			
University departmental activities and funding allotments, etc.	2,962,261	3,416,462	(454,201)
Actuarial gains (losses) on unitrusts and annuity obligations	776,337	54,755	721,582
Total revenues, gains and other support	148,021,012	141,490,736	6,530,276
Expenses and Support			
Direct university support			
Scholarships and other student awards	17,860,603	18,437,592	(576,989)
Academic	14,111,148	13,230,069	881,079
Administrative — faculty and student support	48,708,938	43,005,731	5,703,207
Capital improvements	16,238,785	13,612,562	2,626,223
Subtotal	96,919,474	88,285,954	8,633,520
Investment — loan interest expense and write-off	1,099,937	562,458	537,479
Foundation administration and fundraising expenses	18,551,089	18,137,172	413,917
Total expenses and support	116,570,500	106,985,584	9,584,916
Change in Net Assets	31,450,512	34,505,152	(3,054,640)
Net Assets, Beginning of Year	813,927,866	779,422,714	34,505,152
Net Assets, End of Year	\$845,378,378	\$813,927,866	\$31,450,512

The Consolidated Statement of Financial Position and the Consolidated Statement of Activities are excerpted from the Kansas State University Foundation's 2018 financial statements, which were audited by BKD, LLC. For a complete copy, please view online at ksufoundation.org or send a request to the Controller, KSU Foundation, 1800 Kimball Ave. Ste. 200, Manhattan, KS 66502-3373.

POINTS OF PRIDE

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\$93M

in real estate holdings as of June 30, 2018.

7

National and regional strategic events held in FY18, engaging **409** K-Staters and resulting in **\$1.1M** in gifts to date.

315 trustees

serving as K-State's premier advocates, ambassadors and investors.

40+ students

are members of the K-State Student Foundation.

3,000+

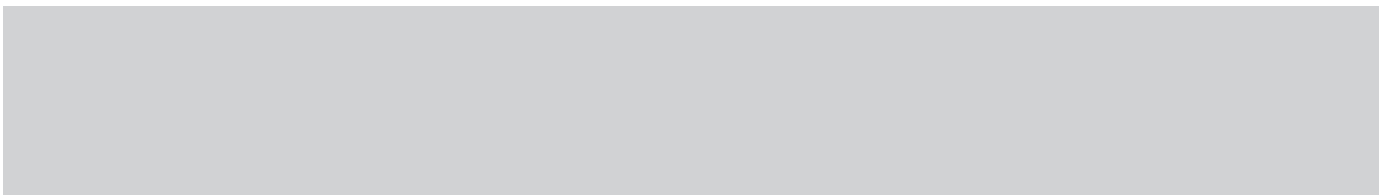
Thank-you notes written by students to donors.

70

Total events supported by KSU Foundation, with **6,285** total attendees.

28%

increase in KSU Foundation social media engagement in FY18.





The Innovation and Inspiration Campaign will raise \$1.4 billion to advance the initiatives of K-State 2025.

inspire.k-state.edu
#KStateInspires

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