**KSU FOUNDATION + KANSAS STATE UNIVERSITY** EPORT

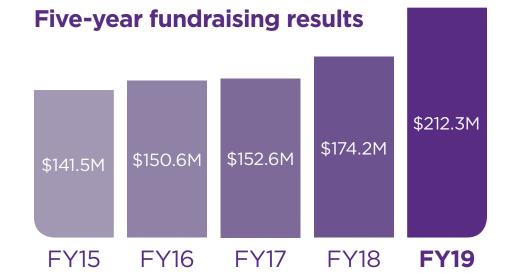
FOUNDATION

**BOLDLY** ADVANCING **K-STATE** FAMILY

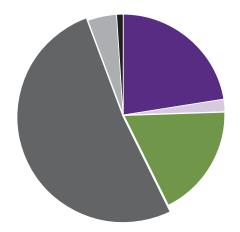
#### THE ACCOMPLISHMENTS



the most successful fundraising year ever



\$212.3M new gifts and commitments



How gifts were designated

Student	\$47,749,501
Faculty	\$4,262,017
Facility	\$38,767,095
Excellence	\$109,566,897
Programs	\$9,786,073
Designation pending	\$2,241,409

**53%** of giving to endowment

\$72.2M

in planned gifts

39

a record of 39 gifts of \$1M or more

\$1.42 billion

Cash, pledges and commitments raised toward the \$1.4 billion Innovation and Inspiration Campaign, as of June 30, 2019.

Fundraising for the Innovation & Inspiration campaign exceeded its fundraising target of \$1.4B in FY19.





\$650K
Initial investment
(one donor)

\$5M 6 donor matches in new scholarship matches

\$368K supporting
185 students in 2018–19

# **Growing scholarships**

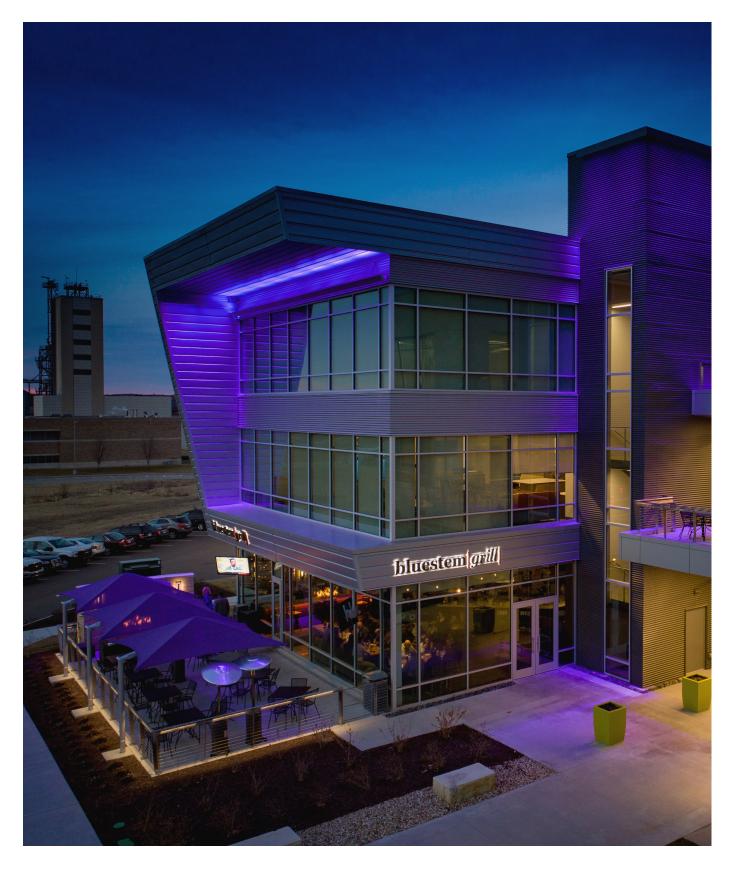


208
New scholarships created, up from 170 in FY18.

\$47.8M

Total gifts and commitments for scholarships and student success in FY19.

# THE ACCOMPLISHMENTS



## **Real estate strengthening K-State**



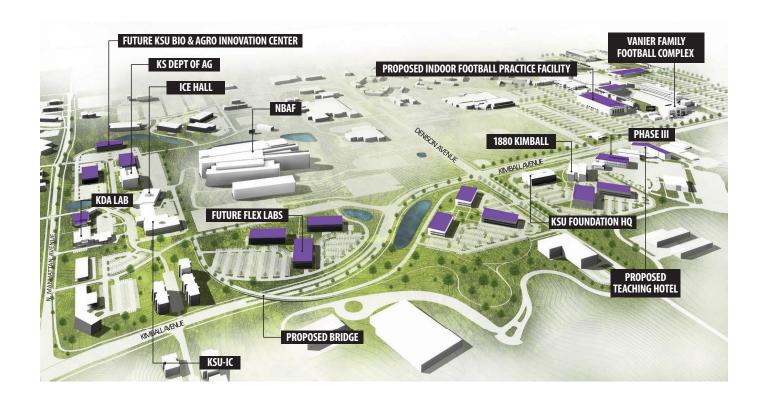
Opened Phase II of K-State Office Park, with 81% of space leased



Finalized lease and started construction on Kansas Department of Agriculture lab



Finalized a commercial master plan including K-State Athletics



#### **PERFORMANCE**

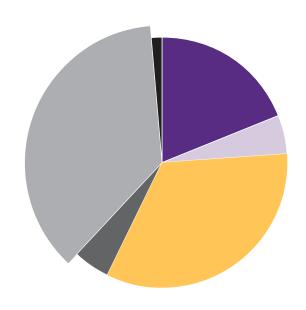


# \$613.4M

Market value of the K-State's long-term investment pool, up from \$539 million in FY18.

# Dollars made available to campus for

S	Student Success	\$18,110,019
F	aculty Support	\$4,903,021
F	-acilities	\$34,268,639
F	Programs	\$4,870,362
E	Excellence	\$33,436,967
	Designation pending	\$733,371
	Total	\$96,322,379

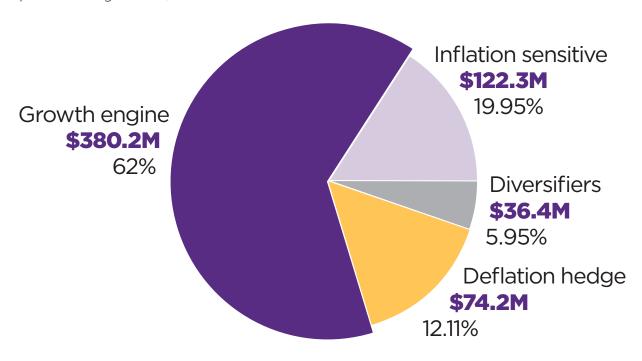


## Long-term investment pool market value



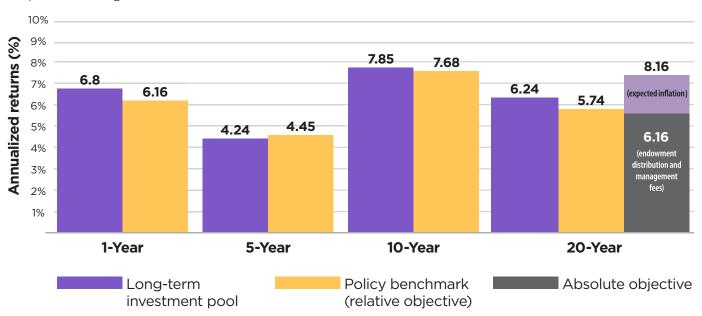
## Long-term investment pool asset allocation

for period ending June 30, 2019



#### **Investment performance**

for period ending June 30, 2019



## **CONSOLIDATED STATEMENT OF FINANCIAL POSITION**

#### JUNE 30, 2019 AND 2018

	2019	2018	Net Change
Assets			
Cash and cash equivalents	\$67,753,514	\$94,377,144	\$(26,623,630)
Investments	810,273,653	725,912,881	84,360,772
Pledges receivable – net of allowance and discounts	70,919,273	45,514,990	25,404,283
Receivables from estates	1,776,585	352,003	1,424,582
Loans receivable	6,053,946	227,432	5,826,514
Property and equipment, net of accumulated depreciation; 2019 — \$2,388,478 2018 — \$1,720,027 Assets held for sale	14,613,347 —	14,662,312 12,086,993	(48,965) (12,086,993)
Golf course property and equipment, net of accumulated depreciation; 2019 — \$4,194,179, 2018 — \$3,957,587	7,290,004	7,719,520	(429,516)
Note receivable	10,374,000	10,374,000	_
Cash surrender value of life insurance policies	7,456,209	7,047,725	408,484
Other assets and accrued investment income	6,249,894	8,361,267	(2,111,373)
TOTAL ASSETS	\$1,002,760,425	\$926,636,267	\$76,124,158
Liabilities and Net Assets			
Liabilities			
Accounts payable, deposits and other liabilities	\$3,117,491	\$2,531,114	\$586,377
Accrued liabilities	2,996,533	4,615,902	(1,619,369)
Assets held for others	13,161,228	12,602,339	558,889
Unitrust and annuity liabilities	19,913,227	19,518,068	395,159
Long-term debt and lines of credit	37,546,689	41,990,466	(4,443,777)
TOTAL LIABILITIES	76,735,168	81,257,889	(4,522,721)
Net Assets			
Net assets without donor restrictions	93,473,152	87,352,639	6,120,513
Net assets with donor restrictions	832,552,105	758,025,739	74,526,366
Total net assets	926,025,257	845,378,378	80,646,879
TOTAL LIABILITIES AND NET ASSETS	\$1,002,760,425	\$926,636,267	\$76,124,158

# **CONSOLIDATED STATEMENT OF ACTIVITIES**

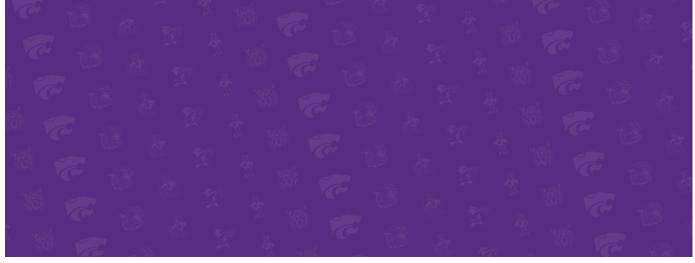
#### FOR THE YEAR ENDED JUNE 30, 2019 AND 2018

	2019 Total	2018 Total	Net Change
Revenues, Gains and Other Support			
Contributions	\$136,698,033	\$100,334,454	\$36,363,579
Investment income (losses), net	(5,571,126)	(6,325,455)	754,329
Net realized and unrealized gains on investments	44,511,103	33,341,941	11,169,162
Other support			
Operational service charges, management fees and other	17,410,661	16,082,095	1,328,566
Receipts for grants, research, supplies, travel and other University departmental activities and funding allotments, etc.	3,147,298	2,962,261	185,037
Actuarial gains (losses) on unitrusts and annuity obligations	(372,358)	776,337	(1,148,695)
Total revenues, gains and other support	195,823,611	147,171,633	48,651,978
<b>Expenses and Support</b> Direct university support			
Scholarships and other student awards	18,376,634	17,860,603	516,031
Academic	12,855,268	14,113,649	(1,258,381)
Administrative — faculty and student support	60,523,898	48,708,938	11,814,960
Capital improvements	3,156,904	16,353,394	(13,196,490)
Subtotal	94,912,704	97,036,584	(2,123,880)
Management and general	8,364,806	7,756,811	607,995
Fundraising and development	11,899,222	10,927,727	971,495
Total expenses and support	115,176,732	115,721,122	(544,390)
Change in Net Assets	80,646,879	31,450,511	49,196,368
Net Assets, Beginning of Year	845,378,378	813,927,866	31,450,512
Net Assets, End of Year	\$926,025,257	\$845,378,378	\$80,646,879

The Consolidated Statement of Financial Position and the Consolidated Statement of Activities are excerpted from the Kansas State University Foundation's 2019 financial statements, which were audited by BKD, LLC. For a complete copy, please view online at <u>ksufoundation.org</u> or send a request to the Controller, KSU Foundation, 1800 Kimball Ave. Ste. 200, Manhattan, KS 66502-3373.

# **EFFICIENT AND EFFECTIVE**





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

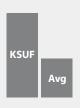
#### **TOP-QUARTILE PERFORMANCE**

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



11¢

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



\$4.1M

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



154

Average number of visits per KSU Foundation development officer. The national average is **83**.



**15%** 

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

#### **POINTS OF PRIDE**

FOUNDATION

**BOLDLY** ADVANCING **K-STATE** FAMILY

\$93M

in real estate holdings as of June 30, 2019.

5

National and regional strategic events held in FY18, engaging **282** K-Staters.

348 trustees

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

**40+ students** 

are members of the K-State Student Foundation.

3,200+

Thank-you notes written by students to donors.

66

Total events supported by KSU Foundation, with **4,893** total attendees.

107%

increase in KSU Foundation social media engagement in FY19.



#### **OUR TRUSTEES**









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

inspire.k-state.edu #KStateInspires