

KANSAS STATE UNIVERSITY
FOUNDATION



ANNUAL REPORT FY22



THE ACCOMPLISHMENTS

A RECORD FUNDRAISING YEAR

\$234.8M

new gifts and commitments.

51%

of giving to endowment.

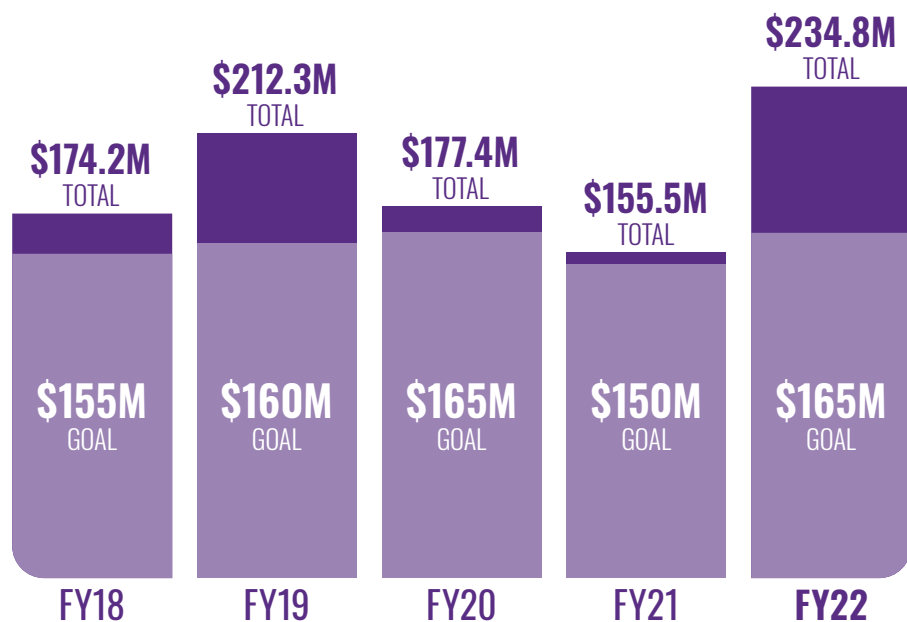
\$77.5M

in planned gifts.

42

A record 42 gifts of
\$1 million or more.

FIVE-YEAR FUNDRAISING RESULTS



HOW GIFTS WERE DESIGNATED



Student	\$93,640,481
Faculty	\$19,085,324
Facility	\$32,987,080
Excellence	\$83,178,718
Programs	\$4,603,415
Designation pending	\$1,386,774

THE ACCOMPLISHMENTS




\$600,389
raised


1,202
gifts


Donors
from all 50 states

GROWING SCHOLARSHIPS

144
new scholarships created in FY22.

\$93.6M
gifts and commitments raised for
scholarships and student success in FY22.

24%
increase in scholarship dollars
made available since FY20.



19
scholarships created in FY22.
260 scholarships have been created
since the program's inception.

\$540,673
in student awards immediately
available to students.

THE ACCOMPLISHMENTS



REAL ESTATE STRENGTHENING K-STATE

THE EDGE DISTRICT AT K-STATE

Led by the KSU Foundation, the Edge District has one mission: to strengthen and advance Kansas State University. It encompasses K-State's master-planned, commercial office and research developments adjacent to main campus and the National Bio- and Agro-defense Facility (NBAF) in Manhattan, Kansas.

The goal for the Edge District is to provide state-of-the-art co-location opportunities for partners who enhance academics and research on campus, contribute industry expertise, promote regional and international collaborations, access student talent, and align with the university's land-grant mission.

In partnership with KSU Foundation, university partners and an architectural master planning team worked to bring to life a new 500-acre Edge District Master Plan (including K-State Athletic facilities, Advanced Bio Ag Innovation Hub, Grain Science complex, Student Recreation Center, K-State Office Park, Animal Science Hub and the K-State Research Park). Details on this new master plan will launch in November.



THE ACCOMPLISHMENTS

STRATEGIC REAL ESTATE DEVELOPMENT

K-STATE SALINA AEROSPACE AND TECHNOLOGY CAMPUS RESIDENCE HALL

Construction is underway for a new \$9.1M residence hall at K-State Salina with 104 beds. Construction began in April 2022 and is scheduled to be completed in July 2023. This facility will address immediate housing needs for rising student enrollment and enhances accessibility for prospective students.



CATS' CUPBOARD

A \$3M gift from David and Tracy Lockton will fund a new location for Cats' Cupboard's program to provide access to nutritious food and support through initiatives that promote health, success and well-being. The building at 1021 Denison will be renovated for Cats' Cupboard, a collaborative effort among students, faculty, staff and community focused on promoting food security at K-State. This location will provide better visibility and adequate space for food and essential items, as well as education and engagement opportunities. Cats' Cupboard is a service available to all K-State students and employees. Construction began January 2023 with plans to be completed in August 2023.



THE ACCOMPLISHMENTS

TRACZ FAMILY BAND HALL AT MEMORIAL STADIUM

Construction for a \$5M donor-funded new home for the K-State Marching Band began in September 2022.

This space in Memorial Stadium will provide a single location where the 400-member marching band can rehearse, store equipment and prepare for performances. The facility will be important for recruiting and retaining band members and staff. Construction is scheduled to be completed in April 2023.



K-STATE OFFICE PARK

Plans to design the next office building in the K-State Office Park are underway. Although similar in design to the existing office buildings on Kimball Avenue, this new building will extend to a four-story building with 80,000 square feet to house more than 300 employees who will strengthen Kansas State University. The overall cost is currently estimated at \$27.4M.



PERFORMANCE

\$912.8M

Market value of K-State's long-term investment pool in FY22, a \$52M increase from FY21.

5.7%

Return earned on investments in FY22.

#7

KSU Foundation's FY22 return ranked 7th out of more than 600 endowments and foundations.*

*According to the 2022 NACUBO-TIAA Study of Endowments



DOLLARS MADE AVAILABLE TO CAMPUS FOR:

Student success	\$21.6M
Faculty support	\$5.5M
Facilities	\$31M
Programs	\$4.2M
Excellence	\$44.8M
Designation pending	\$1.4M
Total	\$108.5M

Numbers include endowment distribution and expendable funds made available to campus.

INVESTMENT PERFORMANCE IN FY22

The KSU Foundation investment team is committed to diligently managing investments in Kansas State University, its students and faculty, and its land-grant mission.

The Long-term Investment Pool (LTIP) increased to more than \$912 million as of June 30, 2022. Year-over-year growth of more than \$50 million was a result of your generous contributions and a 5.72% return earned on investments. More than 4,000 endowed funds distributed more than \$26 million to campus in support of each fund's purpose.

Following a strong upswing in the markets last year, fiscal year 2022 was a turbulent year that saw negative returns in most investable asset classes. Global public equity markets and the U.S. bond market were down during this period. On the other hand, real assets like real estate and commodities like oil saw positive price spikes as global inflationary pressure took hold.

The LTIP's diversified portfolio showed resilience by having parts of the portfolio in assets and strategies with uncorrelated returns to the broader market. Solid investment performance over the long-term has allowed endowed funds to distribute to their intended purpose, cover management fees and expenses, and allow for growth of the funds to help meet the ultimate objective of intergenerational equity — creating sustainable and relevant value across generations.

Please visit: ksufoundation.org/assetmanagement.

Thank you for your continued partnership in boldly advancing K-State family!

With Wildcat Pride,

Lois Cox, CFA, CFP®

'88 College of Business Administration

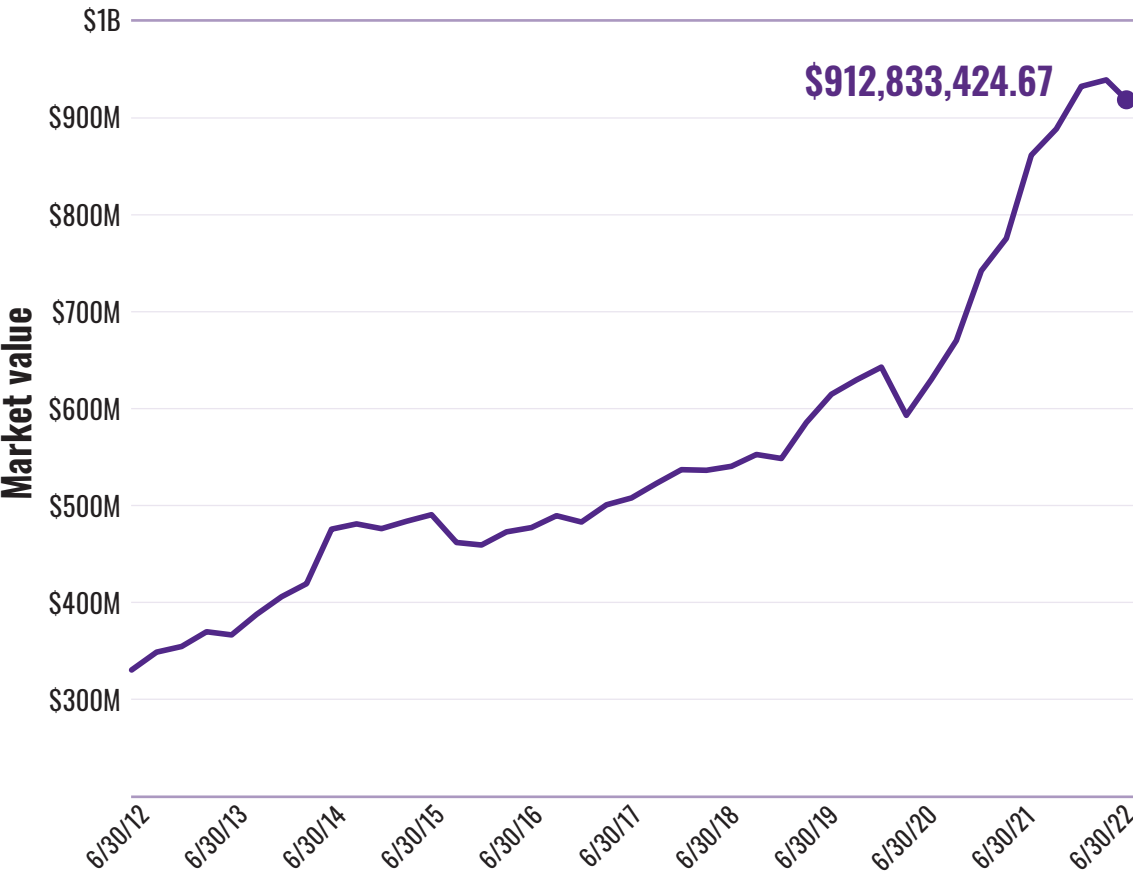
Senor Vice President of Investments

Chief Investment Officer

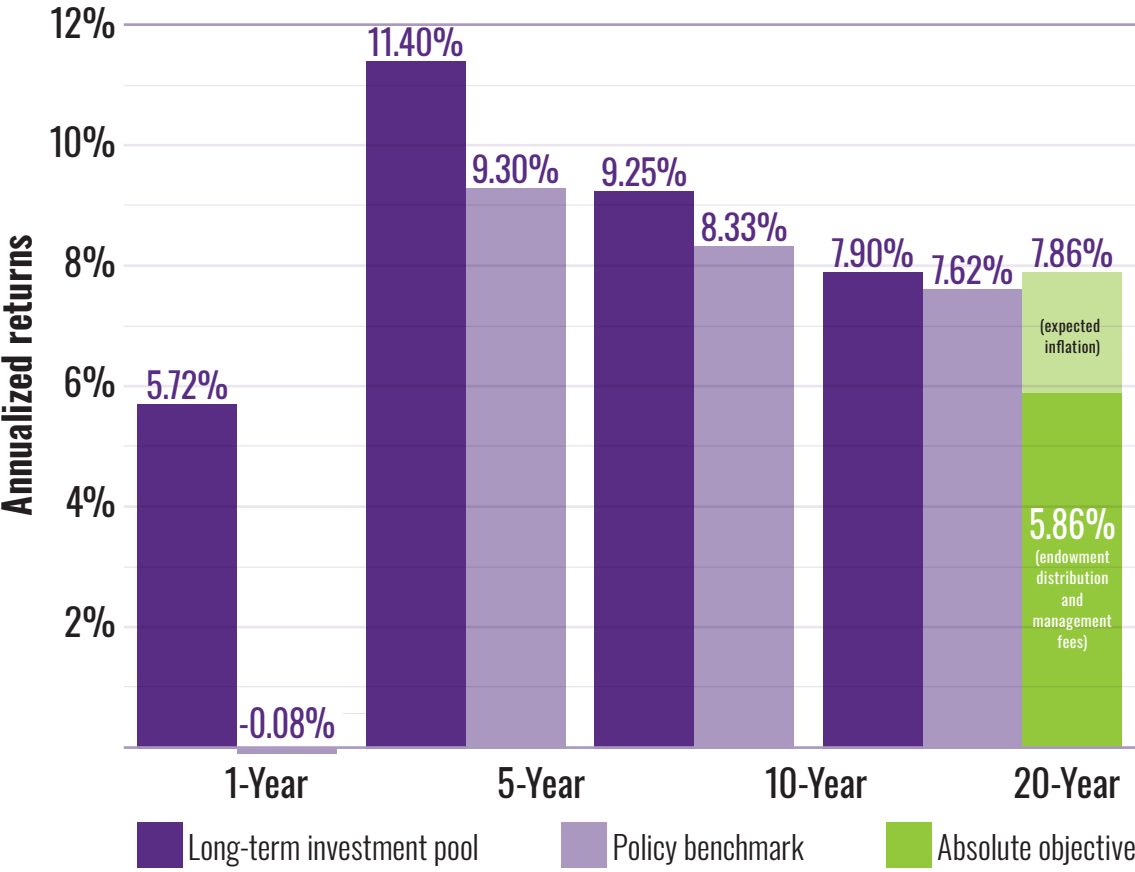
PERFORMANCE



LONG-TERM INVESTMENT POOL MARKET VALUE



INVESTMENT PERFORMANCE for period ending June 30, 2022



PERFORMANCE



At the KSU Foundation, we strive to deliver each team member's pinnacle career experience.



POINTS OF PRIDE



9¢

Cost to raise a dollar through
KSU Foundation in FY22.
The national average is **13¢**.

Based on a 2022 survey by EAB.



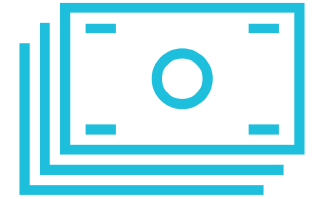
14%

of K-State alumni gave in FY22.
The national average is **5%**.



702

Newly qualified **major gift**
prospects for K-State in FY22.



\$4.3M

Dollars raised on average per
KSU Foundation development officer.
The national average is **\$1.14M**.

Excluding funds raised for K-State Athletics
and K-State Alumni Association.

BOARD OF TRUSTEES



OUR TRUSTEES

331

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

\$35.8M

given by trustees.
That's 15% of dollars
raised in FY22.

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION



June 30, 2022 and 2021

	2022	2021
ASSETS		
Cash and cash equivalents	\$113,873,207	\$29,511,589
Investments	1,152,028,939	1,153,016,819
Pledges receivable – net of allowance and discounts	114,857,617	83,235,816
Receivables from estates	24,005,327	26,255,240
Loans receivable	50,016	31,389
Property and equipment, net of accumulated depreciation; 2022 - \$4,382,901, 2021 - \$3,789,866	13,386,616	13,754,662
Golf Course property and equipment, net of accumulated depreciation; 2022 - \$5,548,657, 2021 - \$5,091,450	7,822,858	6,991,578
Note receivable	10,374,000	10,374,000
Cash surrender value of life insurance policies	8,889,428	8,668,045
Other assets and accrued investment income	6,095,699	7,271,257
TOTAL ASSETS	\$1,451,383,707	\$1,339,110,395

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts payable, deposits and other liabilities	\$4,193,254	\$1,852,172
Accrued liabilities	3,841,856	3,958,267
Assets held for others	19,608,312	18,489,758
Unitrust and annuity liabilities	22,123,434	24,699,065
Long-term debt and lines of credit	56,285,008	46,916,755

TOTAL LIABILITIES

106,051,864 **95,916,017**

NET ASSETS

Net assets without donor restrictions	120,123,979	136,748,821
Net assets with donor restrictions	1,225,207,864	1,106,445,557

Total net assets

1,345,331,843 **1,243,194,378**

TOTAL LIABILITIES AND NET ASSETS

\$1,451,383,707 **\$1,339,110,395**

CONSOLIDATED STATEMENT OF ACTIVITIES

	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICTIONS	TOTAL	EXPENSES AND SUPPORT			
REVENUES, GAINS AND OTHER SUPPORT				Direct University support			
Contributions	\$4,961,363	\$168,827,060	\$173,788,423	Scholarships and other student awards	19,164,538	-	19,164,538
Recovery for bad debts	-	(24,385)	(24,385)	Academic support	15,199,821	-	15,199,821
Net contribution revenue, less provision for bad debts	4,961,363	168,802,675	173,764,038	Administrative support	58,951,983	-	58,951,983
Investment loss, net	(11,648,242)	(96,568)	(11,744,810)	Capital improvements	3,491,417	-	3,491,417
Net realized and unrealized gains (losses) on investments	(5,282,836)	42,904,050	37,621,214	Subtotal	96,807,759	-	96,807,759
Other support				Management and general	11,274,245	-	11,274,245
Operational service charges, management fees and other	24,010,203	(37,078)	23,973,125	Fundraising and development	12,936,343	-	12,936,343
Receipts for grants, research, supplies, travel and other				Total expenses and support	121,018,347	-	121,018,347
University departmental activities and funding allotments, etc.	674,654	1,846,290	2,520,944	CHANGE IN NET ASSETS	(16,624,842)	118,762,307	102,137,465
Actuarial losses on unitrusts and annuity obligations	-	(2,978,699)	(2,978,699)	NET ASSETS, BEGINNING OF YEAR	136,748,821	1,106,445,557	1,243,194,378
Net assets released from restrictions and change in donor designation	91,678,363	(91,678,363)	-	NET ASSETS, END OF YEAR	\$120,123,979	\$1,225,207,864	\$1,345,331,843
Total revenues, gains and other support	104,393,505	118,762,307	223,155,812				



KANSAS STATE UNIVERSITY
FOUNDATION

BOLDLY ADVANCING K-STATE

1800 Kimball Avenue, Suite 200
Manhattan, Kansas 66502-3373
785-775-2000 • ksufoundation.org