
BOLDLY ADVANCING K-STATE

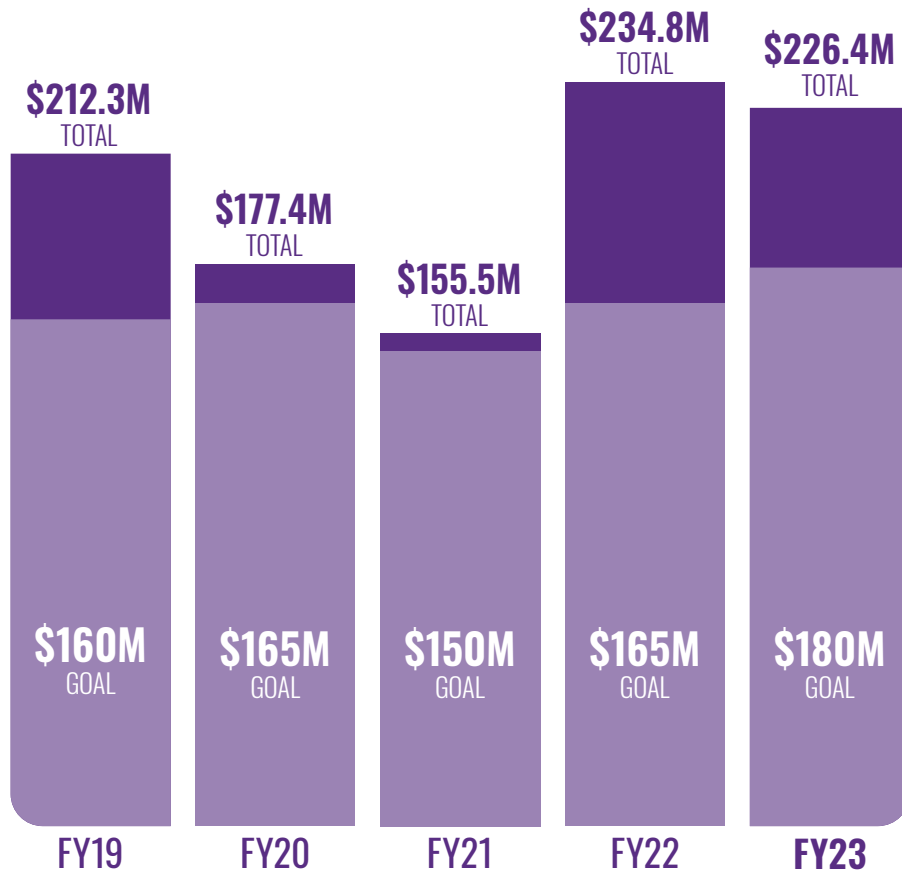
**KANSAS STATE UNIVERSITY
FOUNDATION**

BOLDLY ADVANCING K-STATE

**ANNUAL
REPORT FY23**

THE ACCOMPLISHMENTS

FIVE-YEAR FUNDRAISING RESULTS



\$226.4M
new gifts and commitments.

66%
raised to expendable funds.

34%
raised to endowment.

\$47.8M
in planned gifts.

11
gifts of \$5 million or more (a record).

36
gifts of \$1 million or more.

HOW GIFTS WERE DESIGNATED



Student	\$47,885,511
Faculty	\$11,414,067
Facility	\$80,263,379
Excellence	\$80,954,207
Programs	\$4,480,236
Designation pending	\$1,463,689

THE ACCOMPLISHMENTS

AG INNOVATION CENTER MATCH

One of the truly remarkable highlights of FY23 was securing over \$75 million, in record time, to compete for matching funds from the state of Kansas for the university's Ag Innovation Initiative. In February, K-State President Richard Linton certified the amount — raised through collaboration between the foundation and College of Agriculture in just four months — and the state awarded \$25 million in a 3:1 match to K-State, followed by an additional award of \$25 million. This achievement would not have been possible without the vision and commitment of K-State alumni, friends and corporate partners!

IN JUST 4 MONTHS



**\$125M
RAISED**

\$75M
raised

\$25M
matched by state

\$25M
awarded by state

THE ACCOMPLISHMENTS



\$1,051,199
raised (a new record)



715
gifts



Donors
from all 50 states

GROWING SCHOLARSHIPS

152

new scholarships created in FY23.

\$47.89M

gifts and commitments
raised for scholarships and
student success in FY23.

30%

increase in scholarship dollars
made available since FY20.

K-STATE
FAMILY
SCHOLARSHIP

44

scholarships created in FY23.
304 scholarships have been created
since the program's inception.

\$551,101

in student awards immediately
available to students.

THE ACCOMPLISHMENTS

REAL ESTATE STRENGTHENING K-STATE

THE EDGE DISTRICT AT K-STATE

Developed by the KSU Foundation in partnership with K-State, the Edge District strengthens and advances economic growth in our community and state. It encompasses K-State's masterplanned, 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 the 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 Athletics facilities, Advanced Bio Ag Innovation Hub, Grain Science complex, Student Recreation Center, K-State Office Park, Animal Science Hub and K-State Research Park).



THE ACCOMPLISHMENTS

STRATEGIC REAL ESTATE DEVELOPMENT



K-STATE SALINA AEROSPACE AND TECHNOLOGY CAMPUS RESIDENCE HALL

Construction is complete for Earhart Hall, the new \$9.1M residence hall at K-State Salina. Construction began in April 2022 and was completed in July 2023. This 104-bed facility helps address immediate housing needs for rising student enrollment and is designed to enhance accessibility for prospective students.



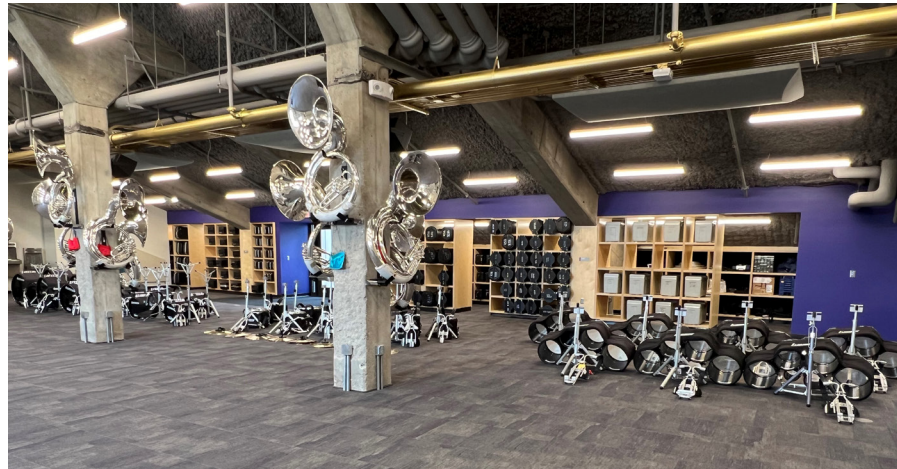
CATS' CUPBOARD

A \$3M gift from David and Tracy Lockton funded a new location for Cats' Cupboard, a collaborative program among students, faculty, staff and community focused on promoting food security at K-State. The former Ecumenical Campus Ministry building at 1021 Denison was renovated for Cats' Cupboard. Construction began in January 2023 and was completed in August 2023. This location provides 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.

THE ACCOMPLISHMENTS

TRACZ FAMILY BAND HALL AT MEMORIAL STADIUM

Construction for the \$5M donor-funded new home for the K-State Marching Band was completed in April 2023. The Tracz Family Band Hall is located in the renovated northwest side of Memorial Stadium and provides a single location where the 400-member marching band can rehearse, store equipment and prepare for performances. The facility is important for recruiting and retaining band members and staff.



K-STATE OFFICE PARK

Construction on the newest office building in the K-State Office Park is under way. Construction began in March 2023 and will be completed in July 2024. Although similar in design to the existing office buildings on Kimball Avenue, this new building will extend to four-stories with 80,000 square feet to house more than 300 employees who will strengthen Kansas State University.



PERFORMANCE

\$952.3M

Market value of K-State’s long-term investment pool in FY23, up \$39.5M from FY22.

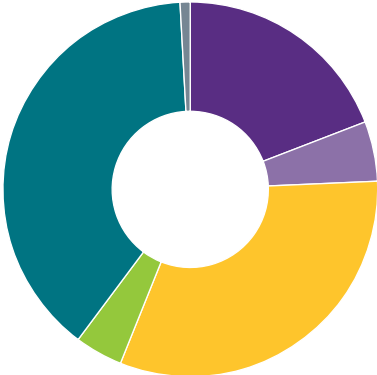
1.8%

Return earned on investments in FY23.

#7

KSU Foundation’s ranking out of more than 600 Bendowments and foundations based on FY22 returns.*

*According to the 2023 NACUBO-TIAA Study of Endowments



DOLLARS MADE AVAILABLE TO CAMPUS FOR:

Student success	\$24.1M
Faculty support	\$6.5M
Facilities	\$40M
Programs	\$5.2M
Excellence	\$49M
Designation pending	\$1.1M
Total	\$126.1M

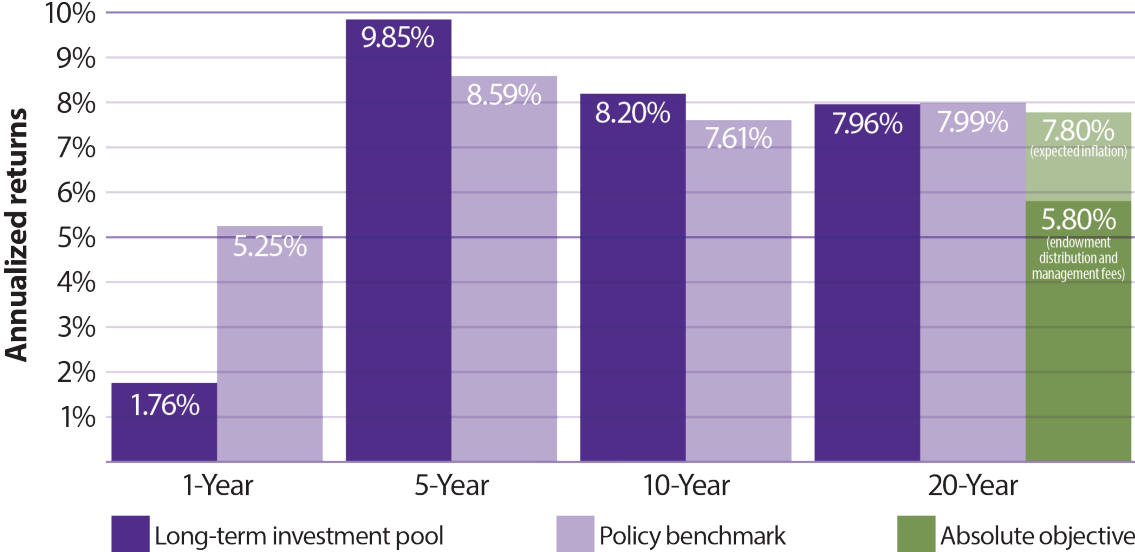
Numbers include endowment distribution and expendable funds made available to campus.

PERFORMANCE

LONG-TERM INVESTMENT POOL MARKET VALUE



INVESTMENT PERFORMANCE for period ending June 30, 2023



PERFORMANCE

WORK WITH A PURPOSE

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

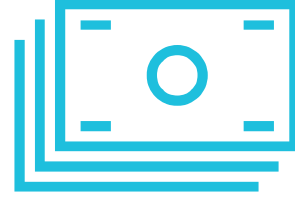


POINTS OF PRIDE



907

Newly qualified **major gift prospects** for K-State in FY23.



\$3.35M

Dollars raised on average per KSU Foundation development officer. The national average is **\$1.08M**.



3.58M

Number of \$25,000+ gifts per alumni of record. The national average is **2.75**.

BOARD OF TRUSTEES



OUR TRUSTEES

346

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

\$56.5M

given by trustees.
That's 25% of dollars
raised in FY23.

STUDENT FOUNDATION



K-STATE'S LARGEST PHILANTHROPICALLY FOCUSED STUDENT ORGANIZATION

Mission: to educate our student body on the role of philanthropy on our campus and to offer the opportunity for students to be philanthropists today.

IMPACT

\$61K

amount raised for
PROUD campaign.

\$57K

awarded to students in
financial distress through
Student Opportunity Awards.

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

June 30, 2023 and 2022

	2023	2022	NET CHANGE
ASSETS			
Cash and cash equivalents	\$61,855,164	\$113,873,207	\$(52,018,043)
Investments	1,306,865,911	1,152,028,939	154,836,972
Pledges receivable – net of allowance and discounts	143,564,038	114,857,617	28,706,421
Receivables from estates	1,271,526	24,005,327	(22,733,801)
Loans receivable	11,321	50,016	(38,695)
Property and equipment, net of accumulated depreciation; 2023 - \$6,123,234, 2022 - \$4,382,901	13,380,860	13,386,616	(5,756)
Golf Course property and equipment, net of accumulated depreciation; 2023 - \$6,055,329, 2022 - \$5,548,657	7,935,114	7,822,858	112,256
Note receivable	10,374,000	10,374,000	
Cash surrender value of life insurance policies	8,865,592	8,889,428	(23,836)
Other assets and accrued investment income	6,538,743	6,095,699	443,044
TOTAL ASSETS	\$1,560,662,269	\$1,451,383,707	\$109,278,562

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts payable, deposits and other liabilities	\$3,551,125	\$4,193,254	\$(642,129)
Accrued liabilities	8,189,719	3,841,856	4,347,863
Assets held for others	20,619,526	19,608,312	1,011,214
Unitrust and annuity liabilities	23,204,218	22,123,434	1,080,784
Long-term debt and lines of credit	87,252,532	56,285,008	30,967,524
TOTAL LIABILITIES	142,817,120	106,051,864	36,765,256

NET ASSETS

Net assets without donor restrictions	121,738,295	120,123,979	1,614,316
Net assets with donor restrictions	1,296,106,854	1,225,207,864	70,898,990
Total net assets	1,417,845,149	1,345,331,843	72,513,306
TOTAL LIABILITIES AND NET ASSETS	\$1,560,662,269	\$1,451,383,707	\$109,278,562

CONSOLIDATED STATEMENT OF ACTIVITIES

	2023	2022	NET CHANGE
REVENUES, GAINS AND OTHER SUPPORT			
Contributions	\$170,632,265	\$173,764,038	\$(3,131,773)
Investment Income (losses), net	(5,748,094)	(11,744,810)	5,996,716
Net realized and unrealized gains on investments	13,823,626	37,621,214	(23,797,588)
Other support			
Operational service charges, management fees and other	23,263,646	23,973,125	(709,479)
Receipts for grants, research, supplies, travel and other			
University departmental activities and funding allotments, etc.	3,188,619	2520944	667,675
Actuarial losses on unitrusts and annuity obligations	(866,358)	(2,978,699)	2,112,341
Total revenues, gains and other support	<u>\$204,293,704</u>	<u>\$223,155,812</u>	<u>\$(18,862,108)</u>

EXPENSES AND SUPPORT

Direct University support			
Scholarships and other student awards	\$22,207,475	\$19,164,538	\$3,042,937
Academic	17,013,342	15,199,821	1,813,521
Administrative - Faculty and student support	54,988,321	58,951,983	(3,963,662)
Capital improvements	9,663,836	3,491,417	6,172,419
Subtotal	<u>103,872,974</u>	<u>96,807,759</u>	<u>7,065,215</u>
Management and general	12,656,753	11,274,245	1,382,508
Fundraising and development	15,250,671	12,936,343	2,314,328
Total expenses and support	<u>131,780,398</u>	<u>121,018,347</u>	<u>10,762,051</u>
CHANGE IN NET ASSETS	72,513,306	102,137,465	(29,624,159)
NET ASSETS, BEGINNING OF YEAR	1,345,331,843	1,243,194,378	102,137,465
NET ASSETS, END OF YEAR	<u>\$1,417,845,149</u>	<u>\$1,345,331,843</u>	<u>\$72,513,306</u>

KANSAS STATE UNIVERSITY
FOUNDATION

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