



UNIVERSITY of FLORIDA

OFFICE OF DONOR RELATIONS

352-392-1691

psell@uff.ufl.edu

www.uff.ufl.edu/endowment

UF UNIVERSITY of FLORIDA

FISCAL YEAR 2018

Annual Endowment Report





IT IS MY PRIVILEGE TO SEND YOU THE ENCLOSED ENDOWMENT REPORT, which highlights all you make possible through your generous contributions to the University of Florida.

Since the public launch of the Go Greater campaign just over one year ago, we have made tremendous strides on our path to advancing the university. As we build on the momentum of reaching new levels of impact and influence, I want to express my deepest appreciation for your role in sustaining UF's excellence in scholarship, discovery and service.

The enclosed materials detail the current financial status, overall performance and benefits derived from your endowment. We hope this report demonstrates our stewardship of your philanthropic vision and illustrates how your commitment is shaping the future across the university, in communities, and beyond.

If you have questions about any of the information in your report, Chief Financial Officer David Christie is glad to discuss those with you. He may be reached at 352-392-5475 or dchristie@uff.ufl.edu.

Thank you for your partnership as we pursue a greater tomorrow.

Sincerely,

A handwritten signature in blue ink that reads 'Tom'.

Thomas J. Mitchell
Executive Vice President
University of Florida Foundation

A large, glowing globe of the Earth is the central focus, with a person's hands clasped in prayer or contemplation in the foreground on the right. The scene is set against a dark blue sky with stars, suggesting a global or future-oriented theme.

“Endowments offer promise to the faculty and students of today, tomorrow and the generations that follow. My wife, Pamela, and I take deep satisfaction in knowing that our legacy, along with yours, will forever support UF’s positive impact on our world.”

ANDREW BANKS
CO-CHAIR GO GREATER CAMPAIGN

The logo consists of the letters 'UF' in white, bold, sans-serif font, centered within a dark blue square.

COLLEGE OF MEDICINE

Message from the Dean

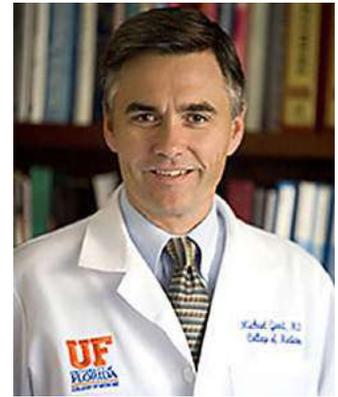
Thank you for your enduring support for the UF College of Medicine. This report reflects our work during UF's fiscal year, which runs from July 1, 2017 through June 30, 2018. The College of Medicine had an exceptional year, with your support playing an important role in our ability to thrive in the years ahead. As UF kicked off the public phase of its \$3 billion Go Greater campaign, the most ambitious fundraiser in its history, generous donors such as you continued to move the philanthropic needle, making a positive and lasting impact on our people and programs.

We recruited prominent faculty to important leadership positions, including Dr. Gilbert Upchurch as chair of the department of surgery, Dr. Nina Multak as director of the School of Physician Assistant Studies, and Dr. Abel Torres as chair of the department of dermatology.

Research funding from the NIH hit a historic high — more than \$100 million in awards. The impact of our faculty's work was truly remarkable with achievements such as first-in-human clinical trials in immunotherapy for brain cancer and identifying new techniques for earlier diagnosis for muscular dystrophy. We finished the calendar year by opening of the UF Health Heart & Vascular and Neuromedicine hospitals, offering patients the most advanced care available today.

With a growing demand for specialized medical services, the 2018-2019 fiscal year finds us poised for continued momentum. We recently opened a new multispecialty office at UF Health Springhill, which co-locates primary care specialties with pain management and mental health services. We will soon begin construction of our clinical and research facility for neuromedicine that will accommodate a broader array of specialties.

As always, I am grateful for the thousands of alumni and friends who play such a critical role in our ongoing success. Together, we are equipping our thinkers, leaders and innovators with the tools to seek fresh approaches, create new solutions and develop healthy communities. Your support has and will touch countless lives — not just at the College of Medicine, but around the world. Thank you for your steadfast commitment.



Michael L. Good, MD
*Dean, College of Medicine
Folke H. Peterson Dean's
Distinguished Professor*

UF

COLLEGE OF MEDICINE

Your generous endowed support has enabled the college to create and sustain tomorrow's teaching, research and service programs.

TOTAL ENDOWMENT
END OF FISCAL YEAR 2018

\$395M



\$365M

ENDOWED PROGRAMS
& RESEARCH FUNDS



104

ENDOWED
FACULTY



39

ENDOWED
SCHOLARSHIPS

TOTAL COMMITTED IN FY '18

\$86.3M

FISCAL YEAR 2018 HIGHLIGHTS

- **88%** of our medical school graduates entered residency training programs at top 50 medical schools
- **24%** of our medical school graduates were selected for residency training at programs associated with top 10 medical schools
- Our physician assistant graduates achieved a **100% PASS RATE** on their national examination
- The UF School of Physician Assistant Studies received its **FIRST-EVER 10-YEAR RE-ACCREDITATION**

COLLEGE FACTS

- **16 NATIONALLY RECOGNIZED PROGRAMS**, ranging from addiction medicine and diabetes to movement disorders and proton therapy
- **1,700+** learners
- **29** departments
- **1,425** faculty
- **70** general, specialty and subspecialty medical practices

FINANCIAL REPORT

Albert and Alberta Gator Research and Education Fund

Life of Endowment

 CONTRIBUTIONS	\$250,000
 ENDOWMENT PAYOUT	\$16,930

Fiscal Year 2018 Performance

Balance as of July 1, 2017	\$202,265
Contributions	\$50,000
Net Investment Return	\$15,472
Endowment Payout	(\$7,589)
<hr/>	
Balance as of June 30, 2018	\$260,148

GLOSSARY OF TERMS



CONTRIBUTIONS

The cumulative amount including state matching funds where applicable.



NET INVESTMENT RETURN

Net investment return is presented before the endowment payout, and includes investment returns less the endowment fee and all investment management fees.



BALANCE

The amount for which the investments can be sold in an open and competitive market.



ENDOWMENT PAYOUT

The cumulative amount includes fiscal year 1990 to present. Fiscal year impact is 4% of the spending base annually and is made available to impact endowment purpose through quarterly distributions.



INVESTMENT POOL

The consolidated pool of endowment funds established by the university for the long-term investment of the endowment.



TRANSFERS AND ADJUSTMENTS

Transfers and adjustments to and from the fund include reinvestment of endowment payout, matching funds or other revenues or expenses.

2018 ANNUAL ENDOWMENT REPORT - SURVEY

Your generous endowment support at the University of Florida is truly appreciated. We would be pleased to receive your feedback on the report contents. To share your thoughts, please complete this form and return it in the enclosed envelope or visit www.uff.ufl.edu/aer-feedback to answer online.

OVERALL ENDOWMENT PACKET

Your name _____

How satisfied are you with the endowment packet?

Very Satisfied Satisfied Neutral Dissatisfied Very Dissatisfied

Does the information in this packet deepen your understanding of how the university is putting your gift to work?

Yes Somewhat No

Does this information make you proud of the impact you have through UF?

Yes Somewhat No

ENDOWMENT FINANCIAL REPORT

We strive to report the growth of your investment and magnitude of your impact year-to-year and over the life of the endowment. Was the Endowment Financial Report:

Presented clearly? Yes Somewhat No

Meaningful to you? Yes Somewhat No

Comprehensive? Yes Somewhat No

Does it help you see the significant impact you have through this endowment?

Yes Somewhat No

Would you like to continue receiving the endowment packet? Yes No

CONTACT INFORMATION

Is there someone other than you, or in addition to you, who should receive this information? Yes No

Full Name _____

Address _____

Email _____ Phone _____

Thank you

for your support through UF and for taking the time to provide feedback!

GO GATORS GO GREATER

UF

«MAILNAME1»

«MAILNAME2»



«STREET1»

«STREET2»

«STREET3»

«CITY», «STATE» «ZIP»

Dear «SALUTATION»,

We are grateful for the opportunities you provide through your support to the University of Florida. Your generosity helps students in need, fuels innovative research and programs, provides critical infrastructure, and creates a brighter future on campus and far beyond.

Without donors like you, students would not have the same rewarding UF experience. The enclosure highlights just a few of the ways your contributions have transformed the university and the lives it touches.

You are shaping the future of public higher education, and in doing so, creating positive change in communities around the world. Thank you for helping the University of Florida raise its level of discovery and service to even greater heights. Thank you for helping UF go greater.

Sincerely,

A handwritten signature in black ink that reads "Matthew Hodge".

Matthew M. Hodge
Associate Vice President for Alumni Relations &
Executive Director of the UF Alumni Association



GO GATORS GO GREATER

**YOU'RE
GREAT.
WE'RE
GRATEFUL.**

We know you have a lot of options when it comes to giving.

We think you'll be pleased with what your gift has accomplished here at the University of Florida.

Please look inside for just a few of the ways your generosity has made UF — and the wider world — a better place to be.

You gave ... THE GIFT OF POSSIBILITY

Last year, private support allowed UF to award scholarships to **4,827** undergraduate and graduate students and offer **\$30 million** in student financial aid.

One of those programs, the Machen Florida Opportunity Scholars program, has since 2006 provided full tuition, books, living expenses and support services for almost 2,000 low-income, first-generation college students.

Here are messages of gratitude from just a few of the scholars:

"I'm thriving. I'm pushing myself to the limit every day. There are no words for me to express how thankful I am."



DAYANA FALCON OF HIALEAH, A 2011 JOURNALISM AND COMMUNICATIONS GRADUATE, NOW A SALES MARKETING LEADER AT THE WALT DISNEY COMPANY IN LOS ANGELES.

You gave ... THE PROMISE OF A BRIGHTER FUTURE

**\$55
MILLION**

AMOUNT PRIVATE
DONORS GAVE LAST
YEAR FOR RESEARCH.

**\$10
MILLION**

AMOUNT PRIVATE
DONORS GAVE LAST YEAR
FOR FACULTY SUPPORT.

190

NUMBER OF STARTUPS
UF HAS HELPED LAUNCH
IN THE LAST 15 YEARS.

In 2017, UF was home to 10,750 active research projects, many of which would not have been possible without private support. Researchers, buoyed by the generosity and vision of people like you, are working on discoveries to improve and enrich our lives. Here's a sampling of some of the research Gators have inspired:



TREATING DIABETES MORE THAN 30 MILLION AMERICANS HAVE DIABETES, INCLUDING 200,000 CHILDREN. GATORS LIKE YOU HAVE ADVANCED DIABETES RESEARCH, WITH A FOCUS ON THE COLLECTION AND CHARACTERIZATION OF WARNING MARKERS OF THE DISEASE FOR INFANTS.



PROTECTING HONEYBEES FINDING WAYS TO CARE FOR ONE OF NATURE'S GREATEST POLLINATORS IS THE GOAL OF UF'S HONEYBEE RESEARCH LAB. GIFTS FROM GATORS LIKE YOU HELP KEEP THE BEES HEALTHY AND ENHANCE THEIR PRODUCTIVITY.



CARING FOR ANIMALS TIKE'S FUND WAS ESTABLISHED IN MEMORY OF A 7-YEAR-OLD SCOTTISH TERRIER WHO DEVELOPED A RARE DISEASE AND WAS TREATED AT UF'S COLLEGE OF VETERINARY MEDICINE. TIKE'S FUND SUPPORTS RESEARCH TO DEVELOP NEW MEDICAL TREATMENTS FOR DOGS AND CATS.

At UF, students have the opportunity to work closely with outstanding researchers in some of the most advanced facilities in the world. Gators like you provide lab equipment, stipends for student researchers, and professional development opportunities to advance knowledge and expertise.

You gave ... THE TOOLS FOR TRANSFORMATION

For many who give, the depth of need at UF can be surprising. There are students on campus who can't afford food. For some, professional clothing for job interviews is out of reach.

There are also times when students can use a caring ear, camaraderie, or advice on how to manage a job search.

When you give to UF's programs, you are doing what you can to ensure that food, clothing, care and a success roadmap are available to all students, regardless of income level.

Here are just a few of the programs gifts like yours supported:



10% OF UF STUDENTS NEED OCCASIONAL HELP PAYING FOR MEALS. SINCE ITS OPENING IN SEPTEMBER 2015, THE **ALAN & CATHY HITCHCOCK FOOD PANTRY** HAS RECEIVED 24,548 VISITORS AND DISTRIBUTED OVER 160,000 POUNDS OF FOOD.



AT THE **MOLM FAMILY GATOR CAREER CLOSET**, MORE THAN 1,000 DONATED CLOTHING ITEMS PROVIDE PROFESSIONAL DRESS OPTIONS FOR STUDENTS HEADING TO JOB INTERVIEWS.



THE **CAREER CONNECTIONS CENTER** PROVIDES CAREER EXPLORATION, JOB FAIRS, THE GATOR PROFESSIONAL SERIES OF SKILL-BUILDING WORKSHOPS AND OTHER SERVICES.



THE **COUNSELING AND WELLNESS CENTER** SAW 5,008 CLIENTS IN 2017. OPTIONS FOR CARE INCLUDE GROUP AND INDIVIDUAL COUNSELING, WORKSHOPS, CRISIS AND EMERGENCY COUNSELING, AND ALCOHOL AND DRUG SERVICES.

"You're supporting people who really need your help, and you're giving them opportunities they wouldn't have had if you weren't reaching out to them."



ANDREW VORAKRAJANGTHITI OF WEST PALM BEACH, A 2015 COMPUTER SCIENCE AND ENGINEERING GRADUATE, NOW A DEVELOPER FOR OPENTABLE IN SAN FRANCISCO.

"It gives us hope so that we can break the cycle and change the future...change our children's futures."



CANDI BASTIEN OF REDDICK, A 2013 AGRICULTURE AND LIFE SCIENCES GRADUATE WHO, ALONG WITH HER TWIN SISTER, SANDI, NOW WORKS AS A REGISTERED NURSE AT UF HEALTH SHANDS CANCER HOSPITAL.

When Gators give to other Gators, barriers to higher education are breached, cycles of poverty are broken, lives are launched and untapped talent is harnessed for both a stronger workforce and the greater good.

GO GATORS GO GREATER

UF

«MAILNAME1»

«MAILNAME2»



«STREET1»

«STREET2»

«STREET3»

«CITY», «STATE» «ZIP»

Dear «SALUTATION»:

As a Life Member of the UF Alumni Association, your imprint on the University of Florida cannot be overstated. Your generosity directly supports alumni programs like Gator Clubs® and Affiliate Groups, the Florida Cicerones, Gator100 and the inaugural 40 under 40.

Without loyal donors like you, the University of Florida Alumni Association would not be able to provide over \$500,000 in scholarships to more than 300 students annually. The enclosure highlights just a few of the ways your contributions have transformed the university and changed lives.

You are shaping the future of public higher education, and in doing so, creating positive change in communities around the world. Thank you for helping the University of Florida to continue to lead the way in discovery, scholarship, academics and athletics. Thank you for helping UF *Go Greater*.

Sincerely,

A handwritten signature in black ink that reads "Matthew Hodge".

Matthew M. Hodge ('94)
Associate Vice President for Alumni Relations &
Executive Director of the UF Alumni Association



GO GATORS GO GREATER

**YOU'RE
GREAT.
WE'RE
GRATEFUL.**

We know you have a lot of options when it comes to giving.

We think you'll be pleased with what you and your fellow Life Members have accomplished through the University of Florida Alumni Association.

Please look inside for just a few of the ways your generosity has strengthened UF — and the entire Gator Nation.

You gave ... THE GIFT OF POSSIBILITY

Last year, private support allowed UF to award scholarships to **4,827** undergraduate and graduate students and offer **\$30 million** in student financial aid—ensuring that students from all walks of life have the opportunity to succeed.

Your UFAA contributions directly support Gator Clubs® and Affiliate Groups, which have a long-standing commitment to growing scholarship endowments through annual fundraising efforts. Because of your support, Gator Club Scholarships have raised nearly \$4 million, creating a lasting legacy at UF and changing the lives of countless students.

Here are messages of gratitude from just a few of the scholars:

"I cannot thank the University of Florida's alumni enough for contributing to my success here. Knowing that fellow Gators believe in my future motivates me to continue making strides to accomplish my goals."



ALLISON RUSSAKIS, JOURNALISM AND COMMUNICATIONS STUDENT, 2021, TREASURE COAST GATOR CLUB SCHOLARSHIP RECIPIENT.

You gave ... THE PROMISE OF A BRIGHTER FUTURE

**\$1.5
BILLION**

TOTAL LIFETIME GIVING TO
UF FROM LIFE MEMBERS

**\$19
MILLION**

TOTAL GIVING LAST YEAR TO
UF FROM LIFE MEMBERS

**\$11
MILLION**

UFAA LIFE MEMBER
ENDOWMENT FUND

UFAA Life Members are generous Gators. Additional contributions beyond dues from these 23,000 most loyal alumni help students in need, fuel innovative research and programs, provide critical infrastructure, and create a brighter future on campus far and beyond.

Here are just a few of the programs and research projects gifts like yours supported:



10% OF UF STUDENTS NEED OCCASIONAL HELP PAYING FOR MEALS. SINCE ITS OPENING IN SEPTEMBER 2015, **THE ALAN AND CATHY HITCHCOCK FIELD & FORK FOOD PANTRY** HAS RECEIVED 24,548 VISITORS AND DISTRIBUTED OVER 160,000 POUNDS OF FOOD.



MORE THAN 30 MILLION AMERICANS HAVE DIABETES, INCLUDING 200,000 CHILDREN. GATORS LIKE YOU HAVE ADVANCED **DIABETES RESEARCH** AT UF, WHERE THE FOCUS IS ON WARNING MARKERS OF THE DISEASE IN INFANTS.



AT THE **GATOR CAREER CLOSET**, MORE THAN 1,000 DONATED CLOTHING ITEMS PROVIDE PROFESSIONAL DRESS OPTIONS FOR STUDENTS HEADING TO JOB INTERVIEWS.



TIKE'S FUND WAS ESTABLISHED IN MEMORY OF A 7-YEAR-OLD SCOTTISH TERRIER WHO DEVELOPED A RARE DISEASE AND WAS TREATED AT UF'S COLLEGE OF VETERINARY MEDICINE. TIKE'S FUND SUPPORTS RESEARCH TO DEVELOP NEW **MEDICAL TREATMENTS FOR DOGS AND CATS.**

You gave ... THE TOOLS FOR TRANSFORMATION

The University of Florida Alumni Association is committed to strengthening The Gator Nation®. Dues from Life Memberships have created an endowment to maintain and enhance UFAA programs. Your generosity allows us to bring alumni back to Gainesville, host outreach programs sending faculty and administrators on the road to carry the University's message, and create networking opportunities between current students and alumni.

Here, just a few programs that your Life Member dues have provided:



THE UFAA HOSTS THE **GRAND GUARD SOCIETY**, WHICH HONORS 50 YEAR GRADUATES OF UF. EACH YEAR A NEW CLASS IS WELCOMED BACK TO CAMPUS, SOME OF WHOM HAVE NOT STEPPED FOOT IN GAINESVILLE SINCE GRADUATION.



WITH MORE THAN 6,000 MEMBERS, **STUDENTS TODAY ALUMNI TOMORROW** WAS DEVELOPED TO HELP CREATE NETWORKING OPPORTUNITIES BETWEEN CURRENT STUDENTS AND ALUMNI.



THE UFAA HAS OVER 80 **GATOR CLUBS® AND AFFILIATE GROUPS** ACROSS THE COUNTRY AND ABROAD. THESE GROUPS RAISE MONEY FOR SCHOLARSHIPS, VOLUNTEER FOR A VARIETY OF PHILANTHROPIC ORGANIZATIONS AND HOST GATOR GATHERINGS EACH YEAR.



IN PARTNERSHIP WITH THE UF ENTREPRENEURSHIP & INNOVATION CENTER, THE **GATOR100** HONORS THE 100 FASTEST-GROWING, GATOR-OWNED OR -LED BUSINESSES IN THE WORLD. THIS EVENT GIVES UF'S ELITE ENTREPRENEURS THE OPPORTUNITY TO GATHER AND SHARE THEIR TALENTS AND WISDOM — AND TO INSPIRE FELLOW GATORS.



TODAY, **LIVING ALUMNI TOTAL OVER 431,000** AND RESIDE IN EVERY STATE AND IN MORE THAN 150 COUNTRIES. THE GATOR NATION IS EVERYWHERE. YOUR SUPPORT GOES ABOVE AND BEYOND IN HELPING US BRING THE GATOR NATION TOGETHER.

"The scholarship has given me the flexibility to focus my time to helping my fellow Gators Go Greater as the 2018-2019 Student Body President."



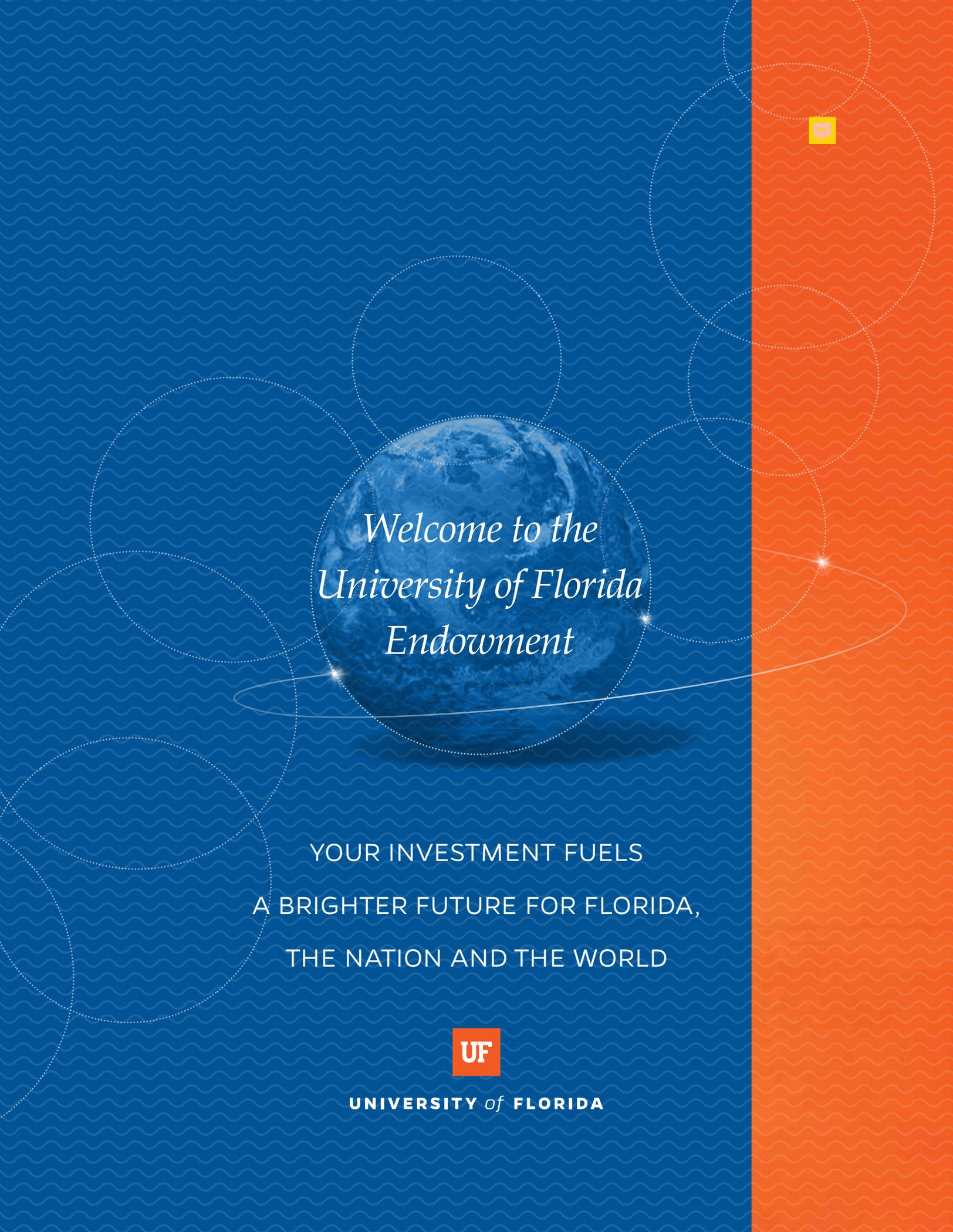
IAN GREEN, 2018 BUSINESS ADMINISTRATION GRADUATE, CURRENT MBA STUDENT, ATLANTA GATOR CLUB SCHOLARSHIP RECIPIENT.

"Your continued support for UF students like me doesn't simply provide one-time opportunities; it alters the trajectory of our lives."



JASMINE HADDAWAY, 2018 LIBERAL ARTS AND SCIENCES GRADUATE, DC GATOR CLUB SCHOLARSHIP RECIPIENT.

When Gators give to other Gators, barriers to higher education are breached, cycles of poverty are broken, lives are launched and untapped talent is harnessed for both a stronger workforce and the greater good.

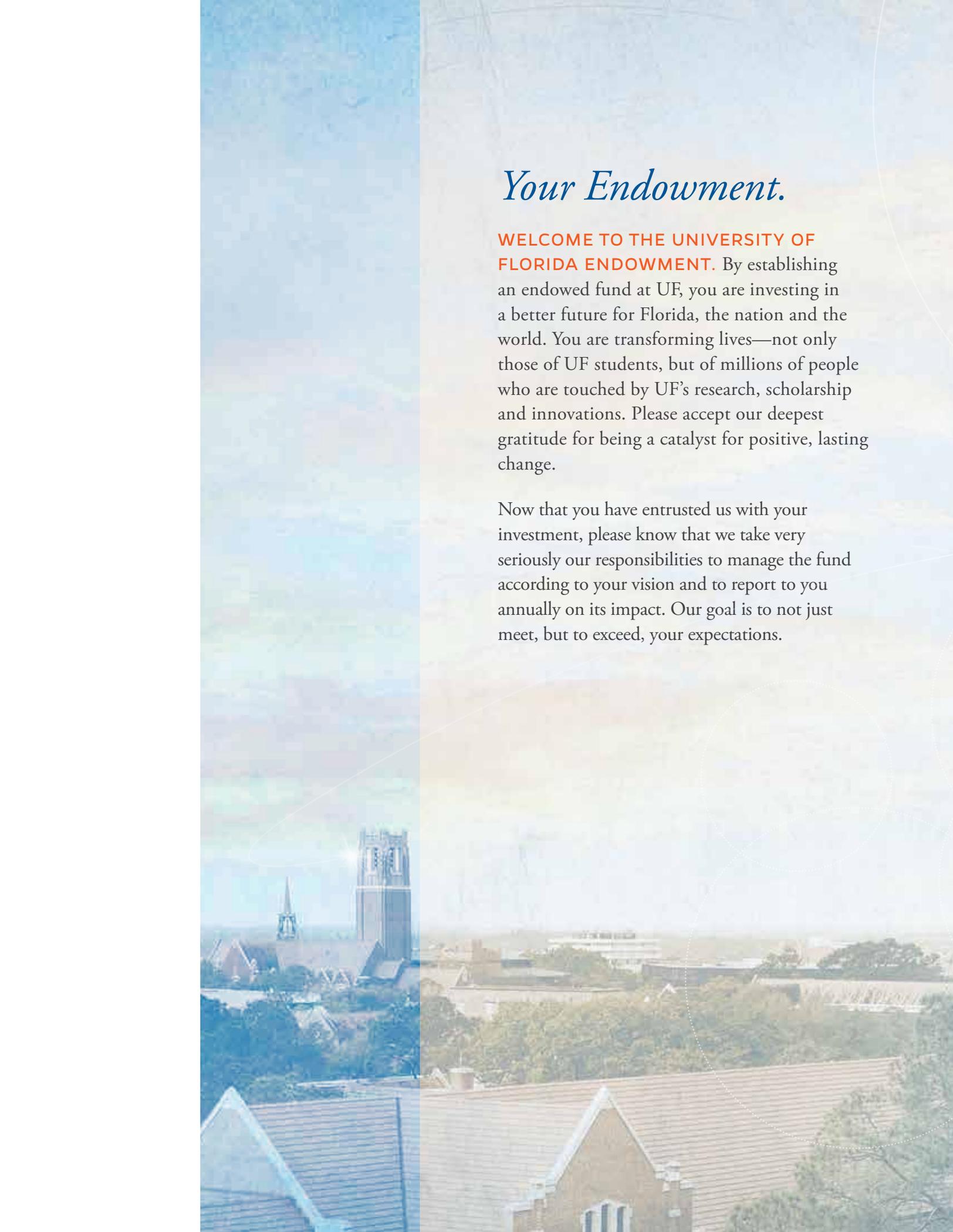


*Welcome to the
University of Florida
Endowment*

YOUR INVESTMENT FUELS
A BRIGHTER FUTURE FOR FLORIDA,
THE NATION AND THE WORLD

UF

UNIVERSITY of FLORIDA



Your Endowment.

WELCOME TO THE UNIVERSITY OF FLORIDA ENDOWMENT. By establishing an endowed fund at UF, you are investing in a better future for Florida, the nation and the world. You are transforming lives—not only those of UF students, but of millions of people who are touched by UF’s research, scholarship and innovations. Please accept our deepest gratitude for being a catalyst for positive, lasting change.

Now that you have entrusted us with your investment, please know that we take very seriously our responsibilities to manage the fund according to your vision and to report to you annually on its impact. Our goal is to not just meet, but to exceed, your expectations.



Funding Your Philanthropic Passion.

CREATING AN ENDOWMENT DEMONSTRATES YOUR COMMITMENT TO MAKING A LASTING IMPACT. In return, UF promises to be a good steward of your investment and to spend the funds in a transparent manner that aligns with your philanthropic intentions.

To better understand how we distribute funds to support your goals, it is helpful to know our payout structure. Following guidelines established by the UF Foundation Board, each endowment generates an annual payout based on the spending rate. The annual spending rate is 4 percent of the principal fund's spending base, distributed quarterly (1 percent). Transfers are made directly from the principal fund on the last day of the quarter, with spendable monies available the following day. The endowment will last forever.

» For more information about the endowment's fees and investment structure, please visit the UF Foundation website: www.uff.ufl.edu/documents/policies

FOR EXAMPLE

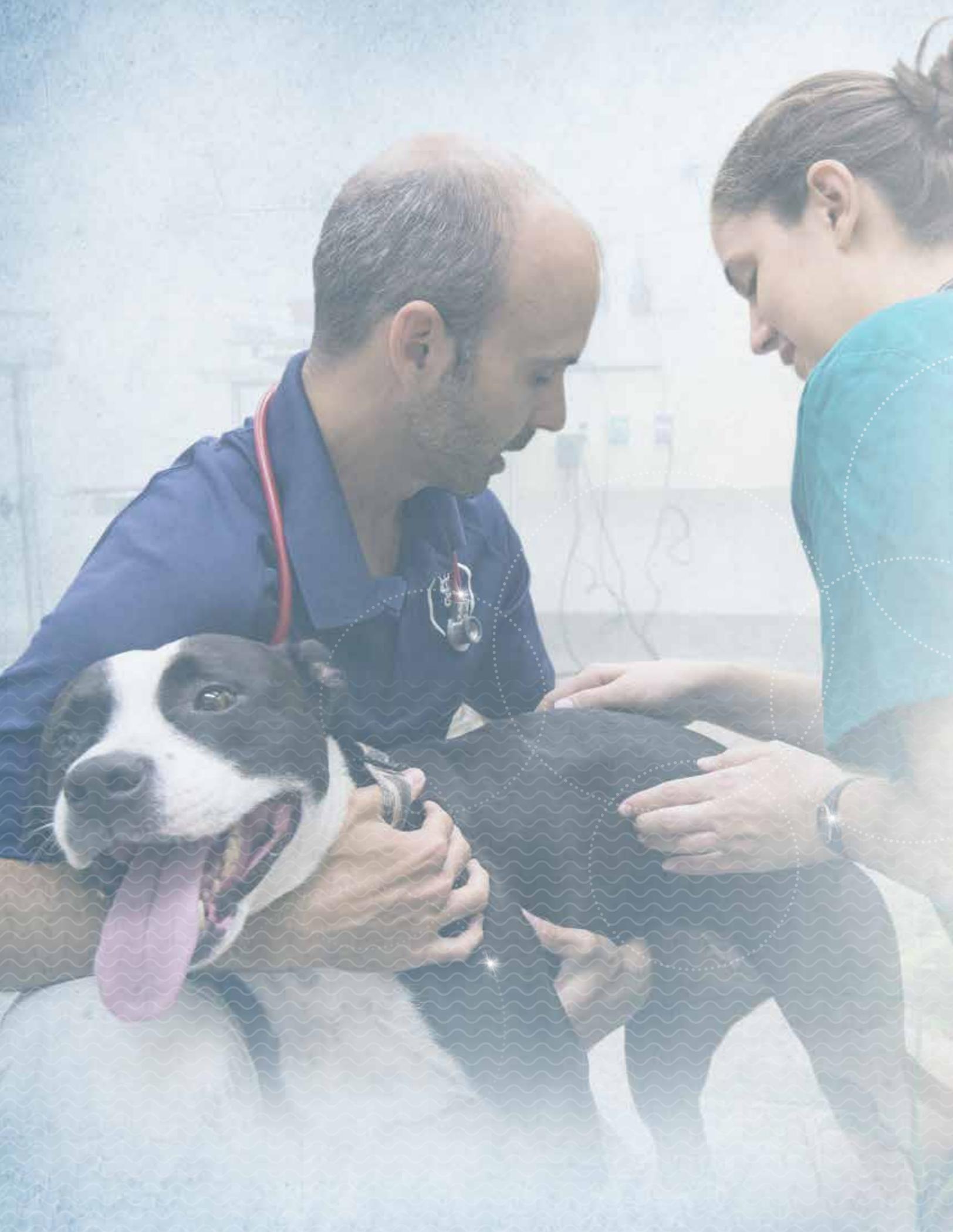
IF A FUND'S SPENDING BASE IS \$100,000, then the fund's annual payment would be \$4,000, paid out on a quarterly basis of \$1,000 per quarter.

The principal amount would remain and continue to grow, funding the designated purpose forever.



ENDOWMENTS AT WORK.

ENDOWMENTS REFLECT YOUR PRIORITIES AND GOALS AND STAND AS AN ENDURING TRIBUTE TO YOUR GENEROSITY. They provide a permanent source of financial stability, while enhancing UF's prestige. These investments support the university in four major areas of need: student scholarships and fellowships, faculty endowments, research and programs, and



A young girl with blonde hair is looking through a magnifying glass at a branch of blueberries. The background is a soft-focus outdoor scene with trees and a person in a teal shirt. The text is overlaid on the image.

Our Responsibility to You.

TO DEMONSTRATE FISCAL RESPONSIBILITY AND ACCOUNTABILITY, the UF Foundation team generates more than 3,400 annual endowment reports (AERs) for the individuals who establish and support these critical funds. Donors receive an annual report packet containing:

- » *Financial report*
- » *Dean/Director message*
- » *College highlights*
- » *Endowment overview*
- » *Endowment survey*

Annual endowment reports are mailed in October and November. Donors with new endowments can expect to receive their first AER packet 12 to 18 months after establishing the fund, depending on the month when the investment is made.

Frequently Asked Questions

WHEN WILL I RECEIVE MY ANNUAL ENDOWMENT REPORT?

12 to 18 months after establishing the fund, for the first report. Every following year, donors can expect their annual endowment reports to arrive in the mail in late fall.

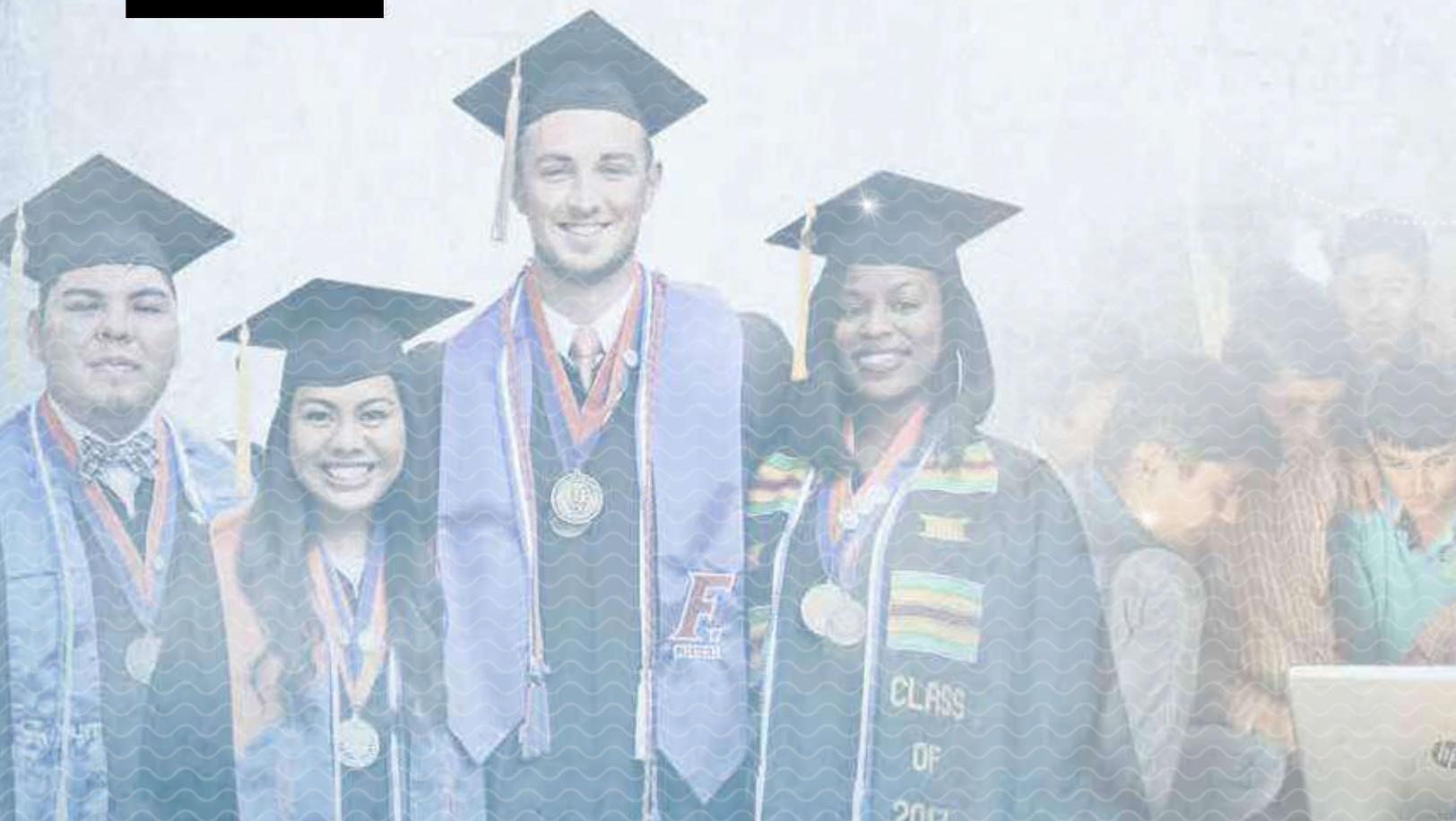
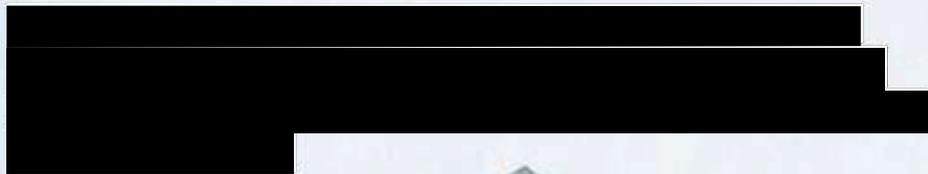
WHO CAN I CONTACT IF I HAVE QUESTIONS ABOUT MY FUND?

The UF Foundation Finance & Accounting Office is available to discuss information in your report. They may be reached at **352-392-9503** or **finance-accounting@uff.ufl.edu**.

WHO MANAGES THE INVESTMENT OF THE FUNDS?

The endowment is invested by the **University of Florida Investment Corporation (UFICO)**, a separate entity from UF and the UF Foundation. UFICO is governed by a volunteer board of experienced investment professionals. The UF Foundation Board provides oversight and approval of the investment strategy executed by UFICO.

WHAT IS THE ENDOWMENT INVESTMENT STRATEGY?



I ESTABLISHED A SCHOLARSHIP. MAY I PICK THE RECIPIENT?

Scholarship recipients are determined by a university or college selection committee. Per UF Foundation policy, “the donor may advise but may not participate in the selection or evaluation of students or faculty members who would benefit from the gift.” Donors are informed about the recipient(s), but are not involved in the selection process. More information on the policy can be found here: <https://www.uff.ufl.edu/docview/?docid=2009>

MY ENDOWMENT FUNDS THE WORK OF A FACULTY MEMBER. HOW DO I CONTACT THE RECIPIENT OF MY ENDOWMENT?

Your college representative can provide the contact information for your endowed faculty member. UF encourages regular communication between faculty and donors, depending on the wishes of the donor.

HOW DO I KNOW THE FUNDS ARE BEING SPENT IN ACCORDANCE WITH MY INTENTIONS AND OBJECTIVES?

Compliance with donor intent is one of the UF Foundation’s fundamental responsibilities, and many areas of the foundation are dedicated to safeguarding our donors’ objectives. The legal department helps to establish gift purpose at the outset, through a gift agreement, estate documentation, or other evidence clearly documenting donor intent, and ensuring your gift is held in a fund for that purpose. Finance & Accounting oversees spending for compliance with the fund purpose. Internal auditors review endowment expenditures each year; the results are reported to the audit committee of the UF Foundation Board.

IS IT POSSIBLE TO SEND ENDOWMENT REPORTS TO OTHERS?

Yes, **the UF Foundation is happy to send annual endowment reports to individuals of the donor’s choosing.** Please complete the survey at the end of your endowment report to indicate the name, address and phone number of the individual(s) who should also receive future reports



Our Pledge to You: The Donor Bill of Rights

PHILANTHROPY IS BASED ON VOLUNTARY ACTION FOR THE COMMON GOOD.

It is a tradition of giving and sharing that is primary to the quality of life. To assure that philanthropy merits the respect and trust of the general public, and that donors and prospective donors can have full confidence in the not-for-profit organizations and causes they are asked to support, we declare that all donors have these rights:

- To be informed of the organization's mission, of the way the organization intends to use donated resources, and of its capacity to use donations effectively for their intended purposes.
- To be informed of the identity of those serving on the organization's governing board, and to expect the board to exercise prudent judgment in its stewardship responsibilities.
- To have access to the organization's most recent financial statements.
- To be assured their gifts will be used for the purposes for which they were given.
- To receive appropriate acknowledgment and recognition.
- To be assured that information about donations are handled with respect and with confidentiality to the extent provided by law.
- To expect that all relationships with individuals representing organizations of interest to the donor will be professional in nature.
- To be informed whether those seeking donations are volunteers, employees of the organization or hired solicitors.
- To have the opportunity for their names to be deleted from mailing lists that an organization may intend to share.
- To feel free to ask questions when making a donation and to receive prompt, truthful and forthright answers.

The text of this statement in its entirety was developed by the American Association of Fundraising Counsel (AAFRC), Association for Healthcare Philanthropy (AHP), Council for Advancement and Support of Education (CASE), and the Association of Fundraising Professionals (AFP), and has been adopted by the UF Foundation Board of Directors.

Thank You

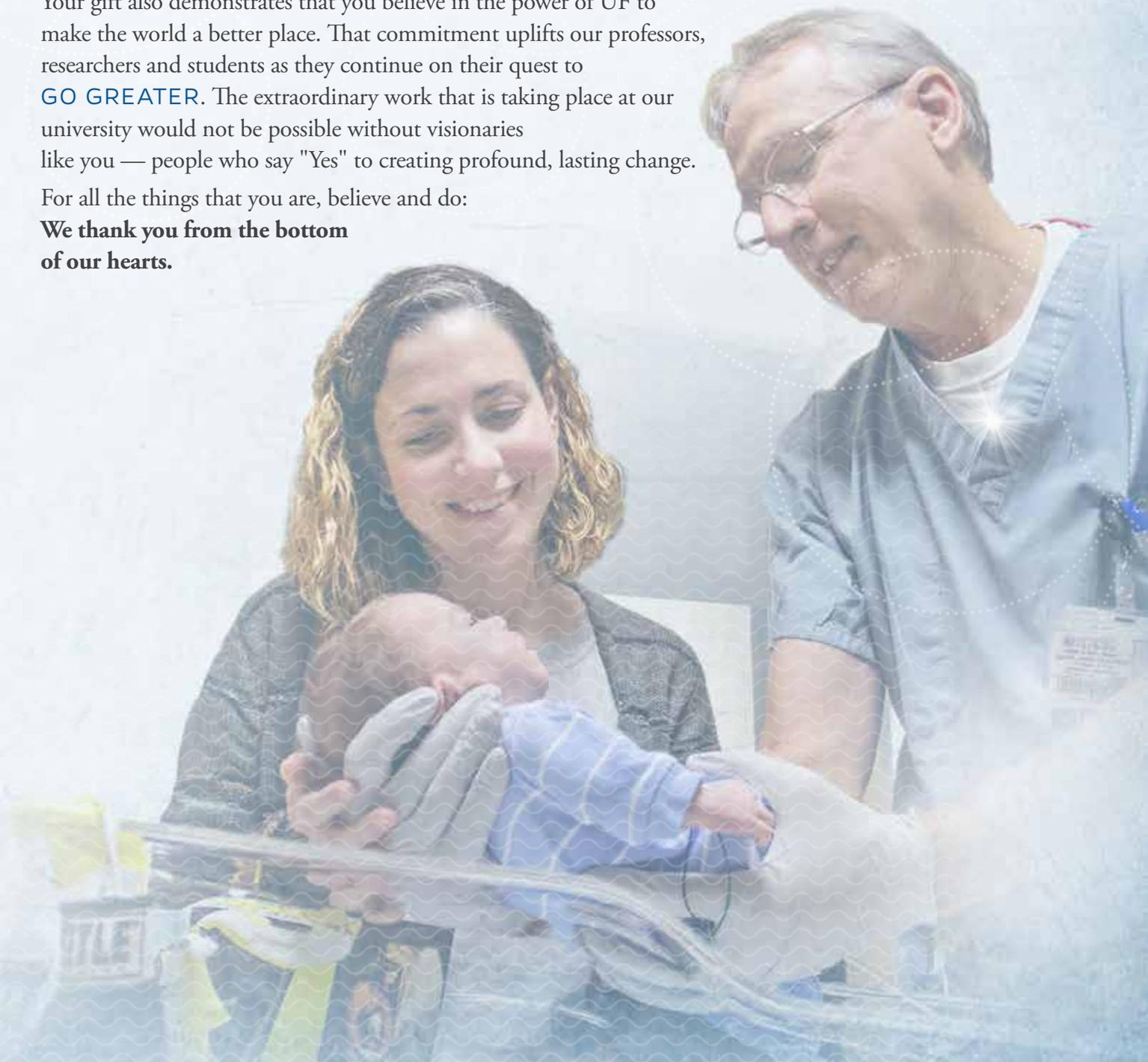
WE ARE PROFOUNDLY GRATEFUL FOR YOUR GENEROSITY, YOUR SPIRIT AND YOUR PASSION TO MAKE UF THE BEST THAT IT CAN BE.

Your recent endowment gift shows that you understand the value of financial stability for a research university. Your generosity enables us to cover essential costs, fund vital research and honor the traditions of excellence and integrity that have always been at the heart of the UF experience.

Your gift also demonstrates that you believe in the power of UF to make the world a better place. That commitment uplifts our professors, researchers and students as they continue on their quest to **GO GREATER**. The extraordinary work that is taking place at our university would not be possible without visionaries like you — people who say "Yes" to creating profound, lasting change.

For all the things that you are, believe and do:

We thank you from the bottom of our hearts.





GO GREATER

UNIVERSITY *of* FLORIDA
FOUNDATION

OFFICE OF DONOR RELATIONS

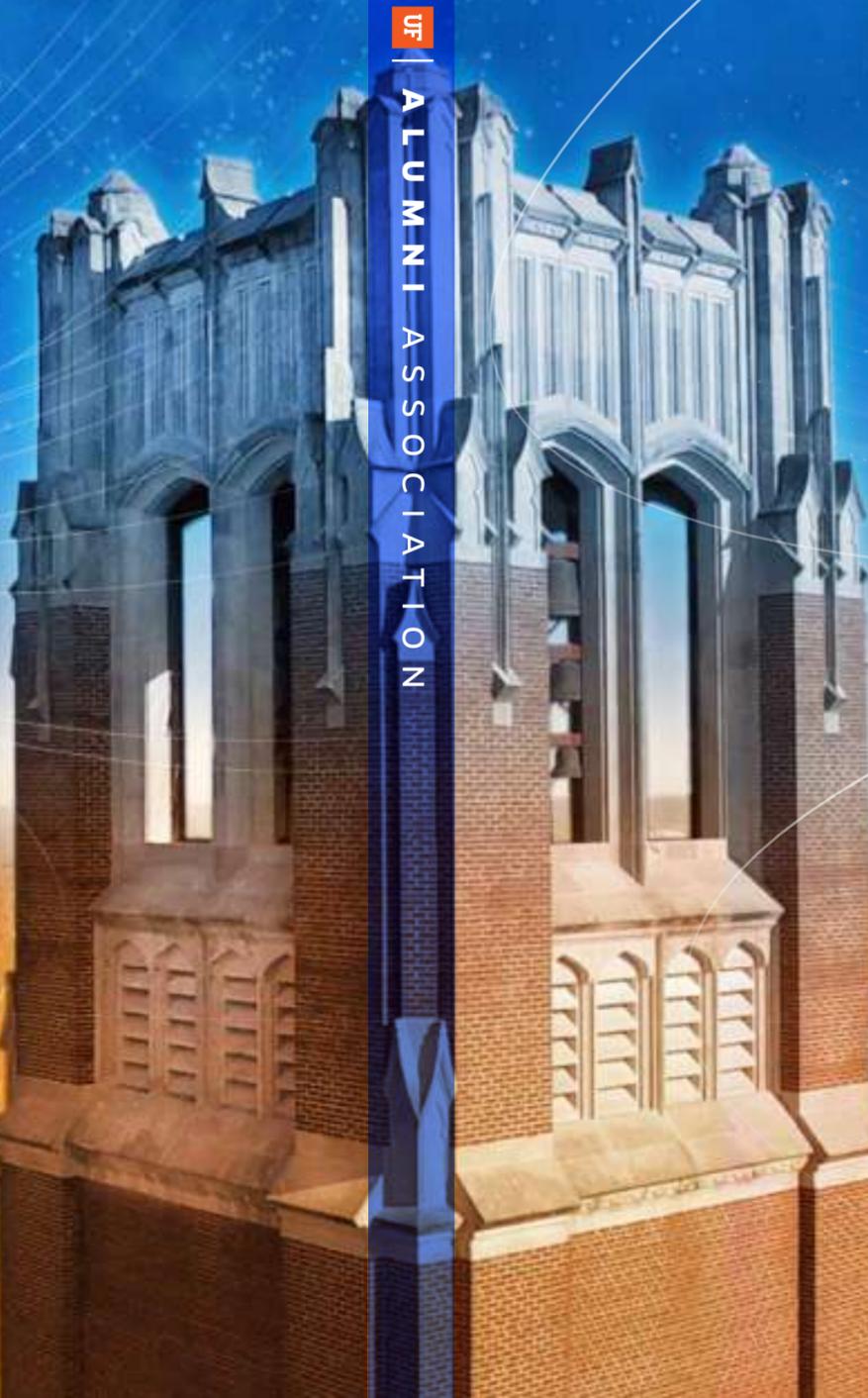
352-392-1691

contact@uff.ufl.edu

www.uff.ufl.edu/endowment



GO GREATER

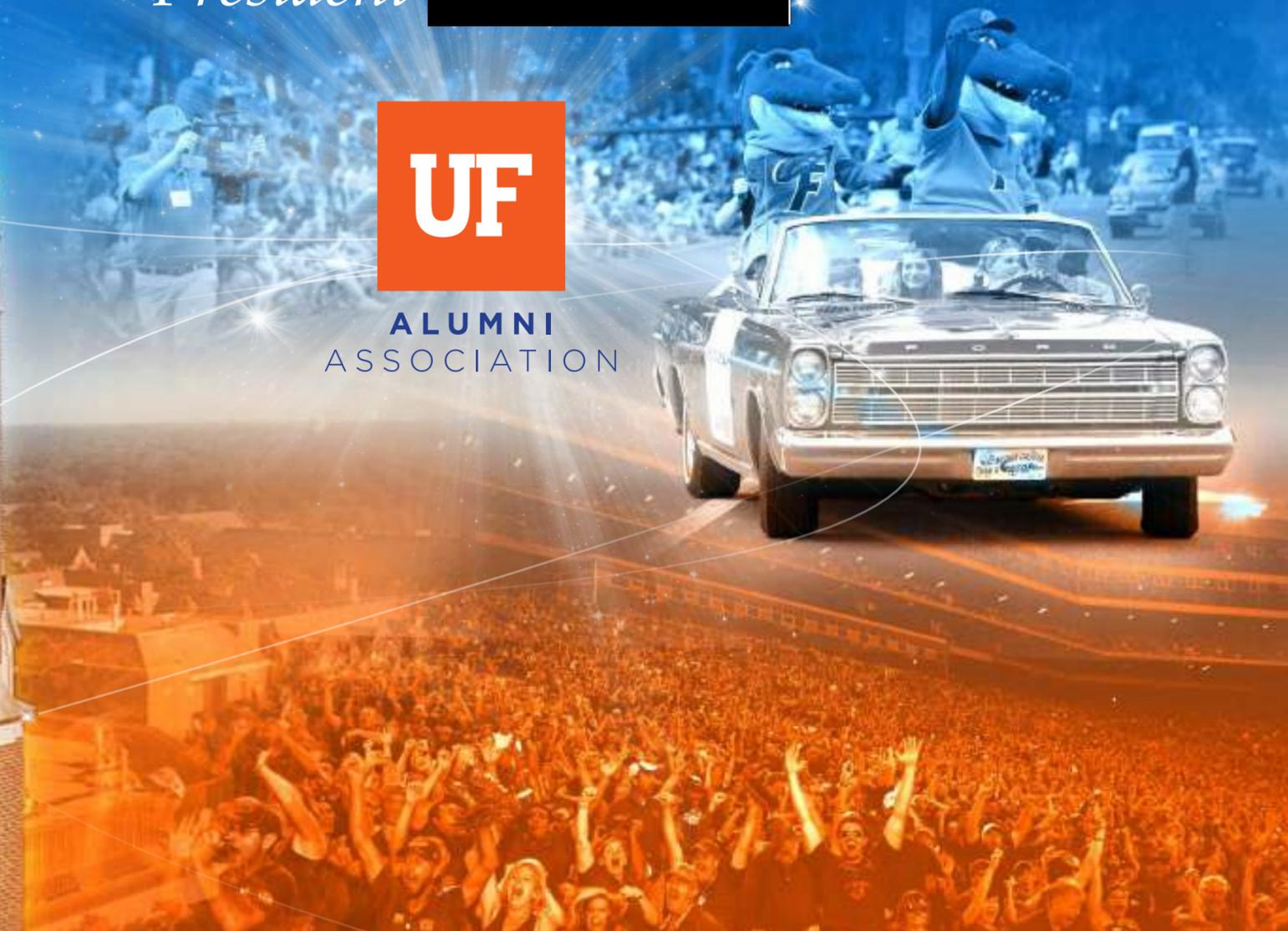


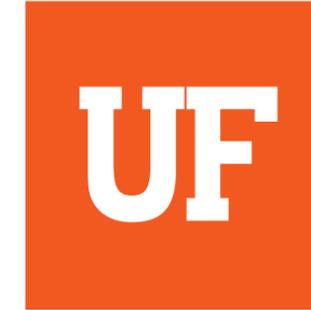
UF ALUMNI ASSOCIATION

IN APPRECIATION OF
UF Alumni Association
President [Redacted]



ALUMNI
ASSOCIATION

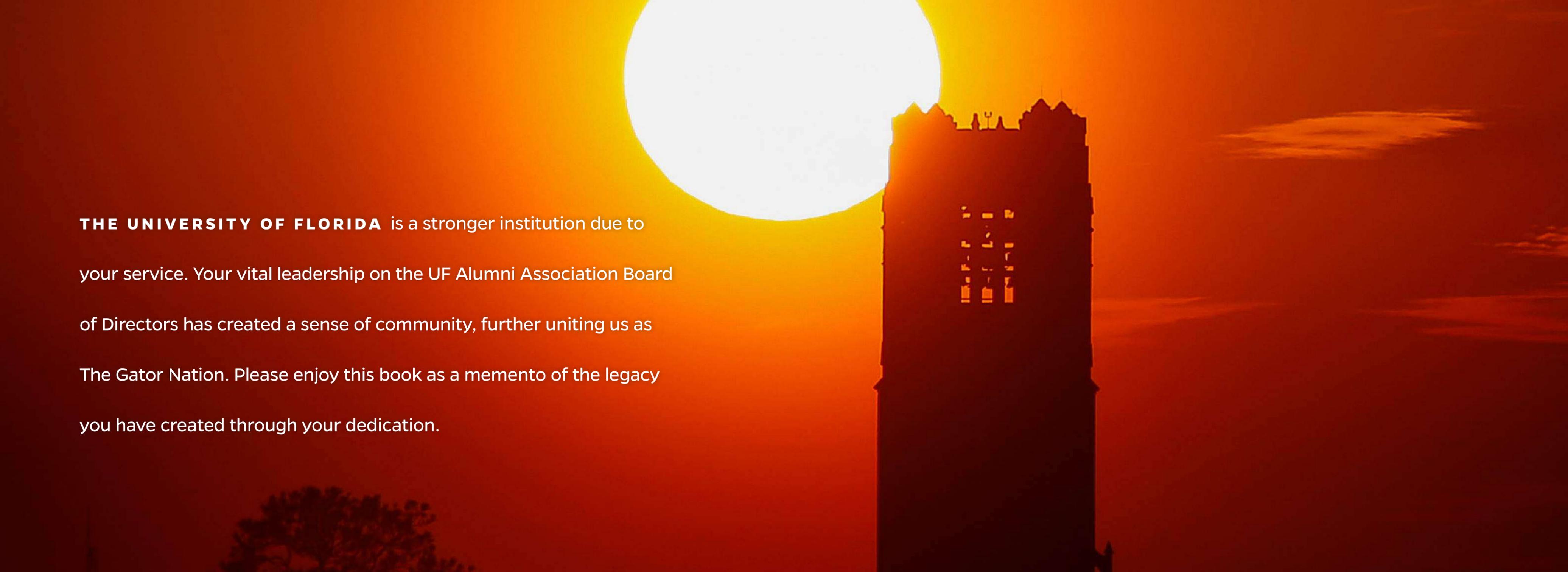




ALUMNI
ASSOCIATION

In Appreciation of





THE UNIVERSITY OF FLORIDA is a stronger institution due to your service. Your vital leadership on the UF Alumni Association Board of Directors has created a sense of community, further uniting us as The Gator Nation. Please enjoy this book as a memento of the legacy you have created through your dedication.



*You have strengthened
the university through
excellence, tradition,
innovation and leadership.*



ALUMNI
ASSOCIATION

“ [REDACTED], thank you for all you have done for our University of Florida. Your passion and commitment have stayed true over the decades I have known you. Your leadership this year was so needed and exemplary. Thank you for your friendship and improving our Board through your Presidency.”

**- MIKE BROWNE
UFAA IMMEDIATE PAST PRESIDENT**



“ [redacted] epitomizes what it is to be a servant leader at the University of Florida. She gives of her time, her talent and her treasure for the betterment of our alma mater. She encourages others to do the same. Through her words and her deeds she makes all of us want to be better Gators. The Alumni Association has soared to new heights under her leadership with an even brighter future ahead.”

**- JASON ROSENBERG
UF BOARD OF TRUSTEES**



*You have shaped a
greater tomorrow.*





“To my friend of so many years, it has been awesome serving with you! You are an incredible leader, and have really raised the bar. Thank you for all that you have done for UF. Go Gators!”

**- BRIAN BURGOON
UFAA PRESIDENT-ELECT**



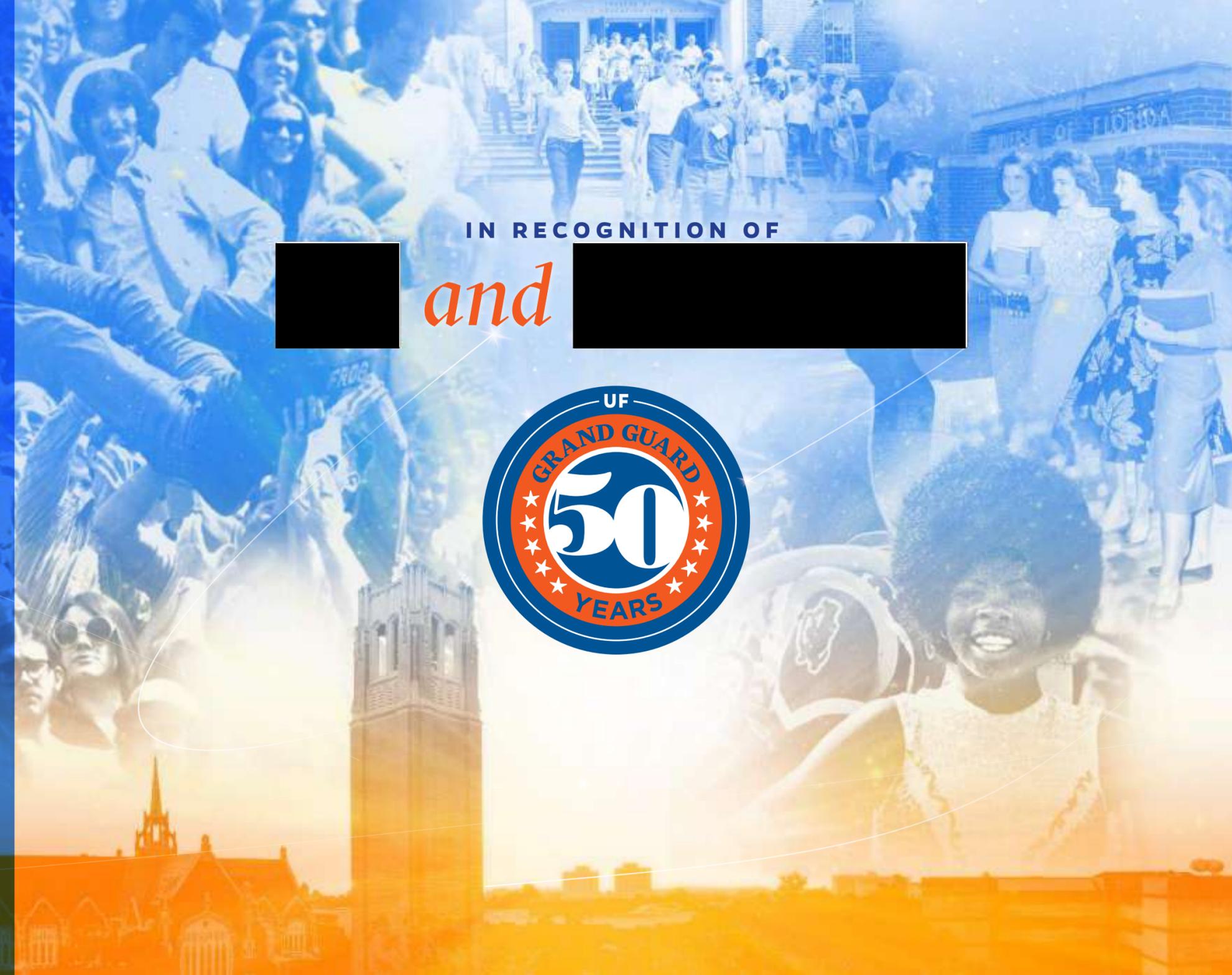
UNIVERSITY
OF
FLORIDA
ENTRANCE
INFORMATION



UF | [redacted] AND [redacted]

IN RECOGNITION OF

and





UNIVERSITY of FLORIDA



*In co-chairing the Grand Guard Class of 1968
Committee, you have enhanced our sense of
community, further uniting the Gator Nation.
Thank you!*

The background of the image is a sunset sky with a large, bright sun on the left side. The sun is partially obscured by the silhouette of a tall, multi-story building with a crenellated top. The building's windows are visible as small, dark rectangles. The sky transitions from a bright yellow near the sun to a deep orange and red towards the horizon. In the foreground, there are dark silhouettes of trees and a smaller building on the left side.

THE GRAND GUARD SOCIETY celebrates the rich history of the Gator Nation and its alumni. Each year, a new class is welcomed into the Grand Guard Society in honor of the 50th anniversary of their first graduation from the University of Florida.



“We are grateful to [REDACTED] and [REDACTED] for co-chairing the Class of 1968’s Grand Guard Reunion. Their leadership and commitment to the University of Florida is an inspiration to fellow alumni and proves how great it is to be a Florida Gator.”

**- MATTHEW HODGE, ASSOCIATE VICE PRESIDENT
FOR ALUMNI RELATIONS
EXECUTIVE DIRECTOR, ALUMNI ASSOCIATION
UNIVERSITY OF FLORIDA ADVANCEMENT**



“ [REDACTED] and I became instant friends when we were both freshman here at the University of Florida. We spent a lot of time together as roommates and playing for the Gators. I don’t think we ever dropped a single snap to tell you the truth! He was a very good ball player, a good friend, and we’ve remained friends ever since. I wish him all the best.”

**- STEVE SPURRIER, FORMER FLORIDA GATORS
QUARTERBACK AND HEAD COACH**



“Nobody has been better prepared or positioned to chair the UF Grand Guard Committee than [REDACTED] and [REDACTED]. On behalf of the UFAA Board of Directors and your fellow alumni, thank you most sincerely for your sacrifices and efforts. You did a terrific job.”

- LARRY W. TYREE, CLASS OF 1966 GRAND GUARD REUNION COMMITTEE CHAIR (2016)





“██████ embodies what it means to be a Florida Gator – his dedication to the University of Florida inspires his fellow alumni to Go Greater.”

**- DAVE RICHARDSON, DEAN
COLLEGE OF LIBERAL ARTS AND SCIENCES**



“Throughout our many years of friendship, [REDACTED] and [REDACTED] have demonstrated strong leadership skills, whether it involved athletics, school, raising a family, work or caring for family members. It was very emotional for me to share the Grand Guard reunion activities with [REDACTED]. They are truly special people.”

**- SAM BLOCK, GRAND GUARD REUNION
COMMITTEE MEMBER (2018)**





“Thank you, [REDACTED]. I enjoyed getting to know you and am grateful for your service to the University as well as your leadership with this year’s Grand Guard Reunion.”

**- GLENN E. GOOD, DEAN
COLLEGE OF EDUCATION**



“ [REDACTED], other than my family members and perhaps [REDACTED], you are my all-time favorite Gator alum! And to think that our history dates back to our formative years together in Pensacola makes that bond all the stronger. Thank you for being such a positive role model for me and so many others and such a dear friend all these years.”

- LARRY W. TYREE, CLASS OF 1966 GRAND GUARD REUNION COMMITTEE CHAIR (2016)



IMPACT

OF PHILANTHROPY



“Our planet must be studied to be better understood and preserved, and with your support, I hope to be able to help make the world a better place for us and future generations. The University of Miami is fortunate to have people like you who are willing to help the youth of today have the opportunity to receive a college education and create progress in our world.”

Nathan Rogers

Class of 2019, Marine Science and Chemistry

The University of Miami is grateful to donors who have established endowed funds and is pleased to share the progress made possible through these generous gifts.

At this time, you are listed as a contact for the fund(s) described in this report. If you wish to make any changes to that information, please inform us by email or phone. Thank you.

FROM THE PRESIDENT

It is a pleasure to present the enclosed 2018 Endowment Report and highlight the importance and impact of your giving. As of May 31, 2018, the University of Miami's total endowment was \$1,021,508,292—the first time in our history that we have passed the \$1 billion mark and a significant increase over the previous fiscal year.

At this extraordinary moment in the University's history, the support of our endowment donors is at the heart of the vital work we are accomplishing across our campuses and beyond. Endowed gifts make a profound and lasting impact on the institution, ensuring the continued excellence of the education, research, programming, and services we deliver. They bolster our stability and enhance prestige, helping us to attract and retain talent and additional resources.



Every area of the University of Miami is strengthened by endowments, and by the visionary philanthropists who make them possible. Our donors create legacies whose influence extends far beyond boundaries to make a difference in the community, the region, the nation, and the world. As always, the University honors your investment in our future and strives continually to grow our endowment through responsible stewardship.

We are deeply grateful for your generosity. It is the foundation upon which we are building as we move toward the centennial of the University and our next 100 years. On behalf of the U, thank you for your foresight and commitment to our future.

A handwritten signature in black ink, appearing to read 'Julio Frenk', written in a cursive style. The signature is positioned above the printed name.

Julio Frenk



Every aspect of our institution is stronger today because of the endowments provided by donors like you.

IMPACT OF PHILANTHROPY



Your generosity bolsters the University's mission to transform lives through education, research, innovation, and service. It helps to ensure that the most talented and deserving students from all backgrounds can join our academic community. Your support also enables us to attract, retain, and recognize outstanding faculty; provide resources for physician-scientists on the front lines of medicine; promote well-being in families, schools, and communities; foster interdisciplinary research and discovery; and enhance existing programs and create new ones.

Ultimately, your endowed gift transcends the borders of our community. Whether it be when our graduates go on to excel as educators, nurses, doctors, engineers, lawyers, marine biologists, artists, and in a host of other professions, or when our researchers discover new knowledge with the potential to cure disease, make businesses more efficient, and help protect and restore our natural environment, an endowment is indeed the gift that keeps on giving for generations to come.



No. 47

out of more than 1,000 national public and private institutions on the *Wall Street Journal/Times Higher Education* ranking of U.S. colleges and universities 2019.

15%

of new freshmen are the first in their families to attend a four-year college



“Every day, I remember that the opportunity to study at a prestigious university like the U is a privilege bestowed on me by people like you, who donate to ensure that bright minds can afford an education. Thank you for helping me achieve one of my lifelong dreams: graduating from college.”

Jose Mota Lebron

Class of 2019, Business Analytics

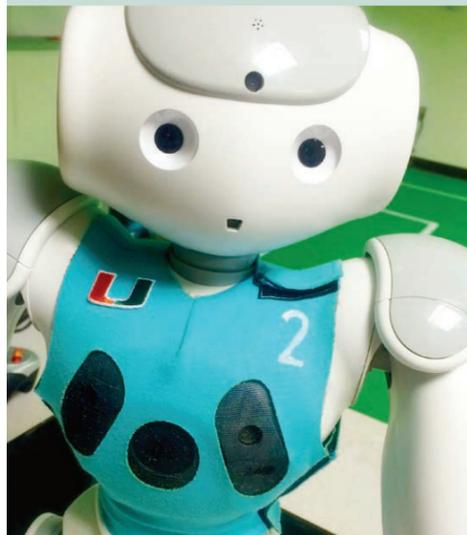
IMPACT OF PHILANTHROPY



Current Degree Programs

115	BACHELOR'S
114	MASTER'S
63	DOCTORAL

46%
of new freshmen graduated in the top 10% of their high school class; 30% graduated in the top 5%



IMPACT OF ENDOWMENTS

Endowments help strengthen the University of Miami's future by providing ongoing support to various initiatives.

\$23.2 million
in new endowment commitments

Total endowment exceeds
\$1 billion

Endowed gifts are invested in the University of Miami's growth pool, and a portion of the annual investment return is used according to purposes specified by the donor.



The powerful impact of your endowed gifts to the University of Miami includes:

Faculty

Endowed chairs, directorships, and fellowships attract and retain gifted educators and researchers, enabling them to pursue their professional goals and make lasting contributions to our students and community. By supporting academic, scientific, and clinical research, endowments foster the pursuit of new knowledge and innovative approaches that can lead to significant breakthroughs.

Scholarships and Student Support

Thanks to our donors, we are able to offer endowed scholarships and fellowships to undergraduate, graduate, and postgraduate students from a wide range of backgrounds, opening doors to new learning, research, and career opportunities. Your support also makes it possible to provide students with special enriching experiences, such as study abroad, internships, and entrepreneurship activities.

Programs

The University's programmatic offerings are enhanced by endowed gifts that make it possible to expand existing programs and curricula and to create new ones. These endowments also support our libraries, centers, and museum, as well as lectures, faculty and student awards, and other initiatives that benefit students, professors, alumni, and members of the community.

“Your generosity has enabled me to study abroad and explore the world in a way I never thought would be possible. You have given me a chance to learn beyond the classroom, an amazing opportunity to gain a new perspective on the world. I will be forever grateful.”

Lauren Seaton

Class of 2019, International Finance and Marketing

Endowment Growth Pool Tops \$1 Billion with Strong Returns and Generous Philanthropy

Building on the shift in strategy implemented in fiscal year 2017, the University of Miami Endowment Growth Pool (GP) posted another year of strong results. The portfolio is managed with the goal of maximizing long-term global risk-adjusted returns, while maintaining a streamlined fee profile. Highlights for the year include:

- The endowment crossed the \$1 billion mark for the first time in its history, thanks to generous philanthropic support and investment returns
- 9.40 percent Net Investment Return
- Continued momentum in domestic equities and tactical overweight in international equities fueled outperformance

On a relative basis, the GP exceeded the 60 percent equity/40 percent fixed income benchmark by 2.51 percent, the second largest outperformance in the past five years. The portfolio's tilt toward equities helped drive excess returns given strong performance across strategies. The Total Portfolio benchmark only narrowly eluded the GP, yielding 9.65 percent. We continue to invest in asset classes and managers where there is conviction that the long-term results will be optimal for the University.

The preceding two fiscal years were marked by high levels of manager turnover and reallocation among asset classes. As a result of these efforts, the GP was able to enjoy a full year of reduced fees and increased liquidity. New and existing managers are continually screened based on their ability to improve portfolio positioning, considering not only fees and liquidity, but also total portfolio and sub asset class risk and return efficiency.

The University's GP strategy is to ensure that current and future spending requirements are supported while preserving purchasing power through asset growth. Under the guidance of the Board of Trustees, portfolio construction is cognizant of the importance of asset allocation in driving returns, while utilizing selective active management where an opportunity is definable and probable. We remain confident that our current investment framework will prove fruitful in enabling the GP to have the maximum possible impact.

Charmel Maynard, Associate Vice President and University Treasurer



	One Year	Five Years	Ten Years	Fifteen Years
Beginning Balance	\$ 948.6	\$ 777.9	\$ 736.2	\$ 413.7
Return, Including Unrealized Appreciation (Depreciation)	87.3	280.2	377.1	646.4
Distributions to Operations, etc. ¹	(44.3)	(200.8)	(362.0)	(489.8)
Gifts and Other Net Additions	29.9	164.2	270.2	451.2
Net Increase (Decrease)	72.9	243.6	285.3	607.8
Ending Balance	\$1,021.5	\$1,021.5	\$1,021.5	\$1,021.5

¹For most endowments, this is pursuant to the University's Endowment Spending Policy.

	Range	Target	May 31, 2018
Public Equity	50-70%	60%	66%
Absolute Return	5-20%	13%	16%
Private Equity	5-10%	8%	2%
Real Assets	0-15%	4%	1%
Fixed Income	5-15%	13%	14%
Cash	0-5%	2%	1%

	Actual ¹	Benchmarks	
		Total Portfolio	60/40
2014	12.92%	14.43%	11.29%
2015	3.42%	5.00%	4.36%
2016	-4.40%	-2.71%	-1.87%
2017	13.52%	13.75%	10.93%
2018	9.40%	9.65%	6.89%

¹ Net of Fees

Definition of Terms in Your Endowment Report

Endowed gifts are critical to the ongoing financial stability of the University. They make it possible to sustain and maintain scholarships, fellowships, faculty positions, and programs in perpetuity. The University is grateful for your ongoing support.

Time Frame

Your report contains data about the fund from the University's most recently closed fiscal year (June 1 to May 31).

Prepared For

This indicates the individual for whom the endowment report was prepared.

Endowment Name

The endowment name is the official name of the endowed fund.

History and Purpose

This section explains why the fund was created and the criteria by which the fund is used. These criteria were established at the time the gift was made, usually through a gift agreement or bequest.

Total Contributed Value

This figure represents the total amount of gifts to the fund since its creation through the end of the most recently closed fiscal year, and includes donations made by you, your family, friends, associated businesses, and any other contributors.

Market Value

The market value includes contributions, gains, and losses attributed to the fund as of May 31 of the most recently closed fiscal year.

Donations to Fund in Fiscal Year

This category indicates the total amount of gifts given to the fund during the reported fiscal year. This includes all gifts, including those given by you, your family, friends, associated businesses, and any other contributors.

Spending Distribution for Fiscal Year

This is the amount distributed for spending, according to the University's Endowment Spending Policy, that is used to support the fund's purpose during the fiscal year.

For endowments that are not yet fully funded, spending distributions are reinvested back into the endowment, thus are not available for spending. This is done to help new endowments build an initial reserve and hedge against any market downturns.

Endowment Highlights / Scholarship Recipients

This section outlines how the spending distribution from the fund was used during the reporting time frame and the individuals, programs, or facilities that benefited from the endowment.





Prepared for Dave and Debbie Donor



President's Message

Philanthropy is about changing lives for the better. By supporting endowed funds at the University of Vermont — funds intended to last in perpetuity — you help change lives for the better over and over, year after year, decade upon decade. It's a remarkable way to have a lasting impact and ensure an investment in the future of this special place.

Gifts to endowed funds enrich the student experience, enhance teaching and mentoring, and accelerate innovation and discovery.

Your contributions truly are gifts that "keep on giving."

When we launched *Move Mountains: The Campaign for The University of Vermont*, we set a goal of raising \$500 million. Thanks to the support of over 70,000 alumni, students, parents, and friends, we have surpassed that goal and are building momentum for an outstanding conclusion to the campaign. We are grateful to you for your support and encouragement.

My colleagues and I at the UVM Foundation are proud to share with you the fundraising and endowment performance results for the fiscal year that ended on June 30, 2018. Commitments to UVM and the UVM Medical Center totaled \$68,278,992. Of this, \$31,850,308 was committed to endowed funds that will have a major impact on the University's long-term financial health.

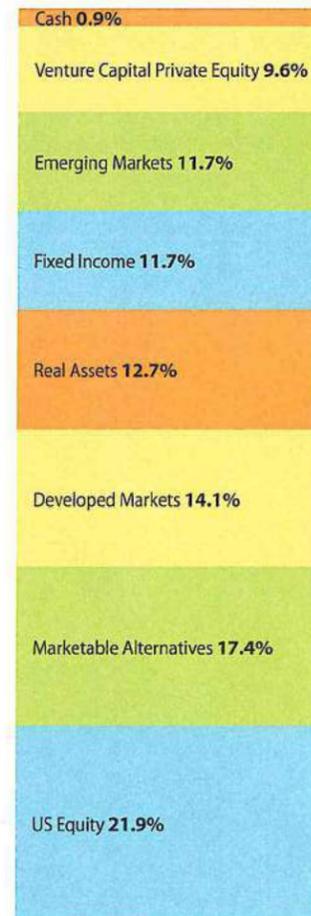
As of June 30, 2018, the total market value of the endowed resources supporting the University of Vermont was \$554,984,579. This figure includes \$103,915,814 in endowment assets managed by the UVM Foundation.

The UVM Foundation's Long-Term Pool (our primary endowment investment pool) experienced a market gain of 7.2 percent during fiscal year 2018. Domestic and global equities investments were our highest performers, with gains of approximately 13.0 percent. Investments in venture capital and private equity returned 10.8 percent, and all other asset classes posted gains in the single digits. The fiscal year 2018 gains were comparable with those seen by endowments of similar size at other colleges and universities. The historical market gain since inception of the Foundation's Long-Term Pool is a robust 7.9 percent. Our investment strategies continue to focus on long-term growth while protecting your treasured resources.

Here at UVM, a diverse community of researchers, teachers, and learners has worked together to expand humankind's horizons since 1791. And, thanks to the generosity of endowment donors like you, the view will keep getting better. Thank you.

Shane Jacobson
Sincerely,
Shane Jacobson, President and CEO

Consolidated Endowment Asset Allocation

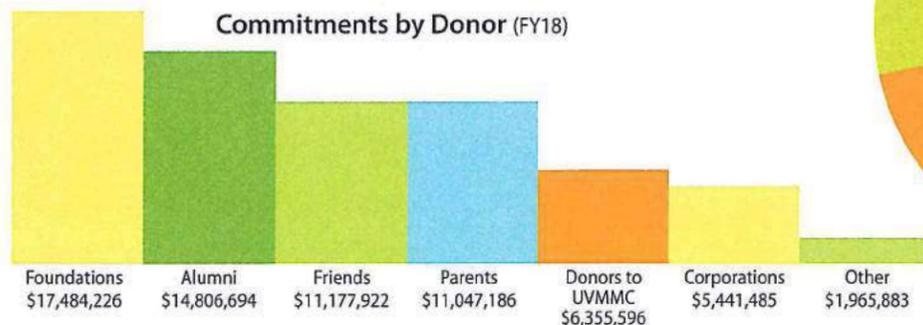


June 30, 2018



Commitments by Designation (FY18)

Commitments by Donor (FY18)



Financial Summary | July 1, 2017 – June 30, 2018

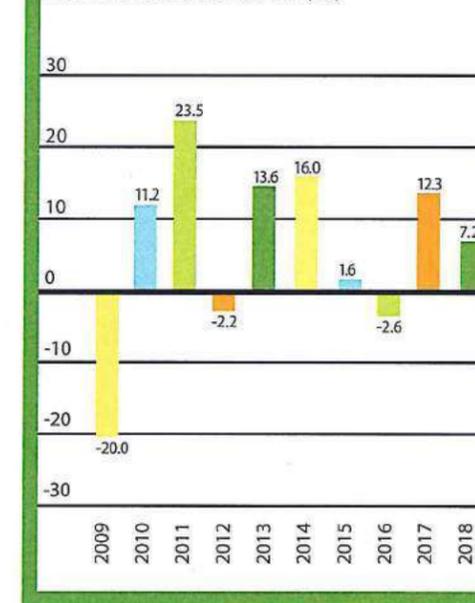
	FY 17	FY 18
ENDOWMENT ACCOUNT		
Beginning Market Value	\$ 922,839.69	\$ 980,353.39
New Gifts	0.00	0.00
Investment Returns	104,837.06	64,471.58
Distributions to Spending Account	-47,323.36	-48,175.16
Gift Fees	0.00	0.00
Other Activity	0.00	0.00
Ending Balance	\$ 980,353.39	\$ 996,649.81
SPENDING ACCOUNT		
Beginning Balance	\$ 20,100.00	\$ 4,615.36
Distributions from Endowment	47,323.36	48,175.16
New Current Operating Gifts	0.00	0.00
Spending	-62,808.00	-45,000.00
Other Activity	0.00	0.00
Ending Balance	\$ 4,615.36	\$ 7,790.52

*The endowment return is net of costs for investment management, legal, compliance, and fund management. For more details, visit uvmfoundation.org/endowment.

FUND PURPOSE

The David B. and Deborah R. Donor Scholarship provides annual assistance to Honors College students, with preference for those students whose financial need is greatest and who, in the judgment of the dean of the Honors College, show a great drive to succeed.

Consolidated Endowment Investment Returns (%)



June 30, 2018

FY19 SCHOLARSHIP RECIPIENTS

Kieran Edwards
Sophomore
Computer Science
Burlington, VT

Samuel Hale Stein
First-Year
Environmental Sciences
Williams, MA

Katherine Hanks
First-Year
Physics
Lebanon, NH

Emerson Jefferson
First-Year
Environmental Studies
Bar Harbor, ME

Jasmine Kim
First-Year
English
Fairfield, CT

Gordon McCallister
Senior
Computer Science
Woodstock, VT

Anderson Naccarato
Sophomore
Wildlife & Fisheries Biology
Northfield, VT

Jennifer Ren-Sun
Senior
Biological Sciences
Hartford, CT

Mary Ross
Junior
History
Worcester, VT

DONOR BILL OF RIGHTS

Philanthropy is based on voluntary action for the common good. It is a tradition of giving and sharing that is primary to the quality of life. To assure that philanthropy merits the respect and trust of the general public, and that donors and prospective donors can have full confidence in the not-for-profit organizations and causes they are asked to support, we declare that all donors have these rights:

To be informed of the organization's mission, of the way the organization intends to use donated resources, and of its capacity to use donations effectively for their intended purposes.

To be informed of the identity of those serving on the organization's governing board, and to expect the board to exercise prudent judgment in its stewardship responsibilities.

To have access to the organization's most recent financial statements.

To be assured their gifts will be used for the purposes for which they were given.

To receive appropriate acknowledgment and recognition.

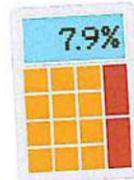
To be assured that information about their donations is handled with respect and with confidentiality to the extent provided by law.

To expect that all relationships with individuals representing organizations of interest to the donor will be professional in nature.

To be informed whether those seeking donations are volunteers, employees of the organization, or hired solicitors.

To have the opportunity for their names to be deleted from mailing lists that an organization may intend to share.

To feel free to ask questions when making a donation and to receive prompt, truthful, and forthright answers.



ENDOWMENT RETURN
SINCE INCEPTION **7.9%**

ENDOWED FUNDS SUPPORT:

Scholarships
PROFESSORSHIPS
Student-Faculty Collaborative
Research Projects
FACILITIES
ACADEMIC PROGRAMS
and more.



1,064
INDIVIDUAL FUNDS
make up the
UVM endowment.
The designation of
each fund reflects the
passions, concerns, and
interests of a generous
donor or group
of donors.

UVM's endowment as of June 30, 2018: \$451,068,765
The UVM Foundation's endowment: \$103,915,814
Total market value: \$554,984,579

199 ENDOWED SCHOLARSHIPS
HAVE BEEN CREATED DURING THE
MOVE MOUNTAINS CAMPAIGN.



THIS IS YOUR STORY



**THE IMPACT
OF YOUR GIVING**



Alumni Association
Victors for Michigan
Impact Report





MESSAGE FROM STEVE GRAFTON

When I think of every great and successful thing we've ever accomplished at the Alumni Association, I so clearly remember the story behind it and, of course, the people who helped write it.

As the historic Victors for Michigan campaign comes to an end, we have so much to celebrate. Your gift, combined with the generosity of others, broke records, making this the most successful and remarkable campaign of U-M's history. Now, as I look back and reflect on all it took to get us here, I think of our donors and everything you did to make this happen.

It was a collective effort that helped us reach these new heights—every gift of any size made an impact. Together, you and other donors made gifts directly to the Alumni Association in support of our major giving initiatives. You dedicated your gift to the future of the alumni community.

That is our story—we wrote it together, simply by joining our efforts to support the Alumni Association throughout this campaign. As that story ends, we begin a new one. Now, we begin the story of the things your giving did, the places it went, and the people it reached.

This is your story.

This is the story of the impact you've made—the moments you've created, and the lives you've touched. Your giving efforts are transforming lives, shaping the world, and making great things happen. You are a Victor for the greater good, and we want to show you how your support has influenced our story and vision for the future.

There aren't enough words to properly thank you. Your support has an immeasurable influence on our alumni community. Now, I invite you to read this story—the story of your giving.

Go Blue!

Steve Grafton
President & CEO, Alumni Association of the University of Michigan

The Alumni Association's
IMPACT BY THE NUMBERS

CAMPAIGN TOTAL:
\$66,211,205



SURPASSED
OVERALL GOAL BY
32 PERCENT

NUMBER OF INTERNATIONAL DONORS
HAS GROWN BY **MORE THAN 10%**
EACH YEAR OF THE CAMPAIGN

3,458 CLUB SCHOLARSHIPS
SUPPORTED BY ALUMNI
ACROSS THE WORLD



91 **NEW LEAD**
SCHOLARSHIPS
CREATED



A MOTT FAMILY EXPERIENCES THE MICHIGANIA MAGIC

The Camp Michigan Mott Family program started 13 years ago through a partnership with C.S. Mott Children's Hospital. Thanks to you, families with chronically ill children get to attend Camp for a week of respite — a week away, filled with worry-free family fun. You are the reason these families get to experience the Michigan Magic.

Kathy Prout has a deep passion for Camp Michigan and will never forget her experience. She shared her story with us:

"I truly believe that things in life happen for a reason. That's how my husband, Larry, and I feel about our family's Camp Michigan experience. This past summer, we had the opportunity to take our son, Larry Jr., for the first time as part of the Camp Michigan Mott Family program. Oh, did we have an unforgettable time! We are all so grateful to have been included, especially after we had to cancel our Summer 2017 trip due to Larry's health — a blood infection that kept us homebound.

Nearly all of Larry Jr.'s life has been defined by his long list of diagnoses, hospital stays, procedures, and visits to specialists. That's why this was such an incredible experience for Larry Jr. and our family.

Going to Camp this year allowed us to meet and bond with new Mott families as well as spend quality time with those dear friends we already knew from the Mott program. Our whole family fell in love with the staff and our daughter, Molly, was in heaven with all the things she got to do, like pottery, horseback riding, archery, and sailboating. Most importantly, Larry Jr. got to do things he has never done before, like fly through the air on the zipline, something we never imagined he would experience. I have been a mom for 31 years — it is all I have ever wanted to be. But, I have been wiping butts, noses, vomit, cleaning toilets and doing laundry, helping with school projects at 3 a.m., and



Of course, the purpose of going to Camp was for Larry Jr.. It was all for him. But so help me God, that was the best week of my life, and I truly still cry when I think about it being over. I am still going through Camp withdrawal!

every other imaginable mom thing, for what feels like my entire life. It's rewarding, and it's truly what I've always wanted. But, I swear to you, never in my life have I ever had a week like the one I had at Camp Michigan. I saw my whole family light up, and we got to see Larry enjoy some of life's most wonderful experiences while surrounded by so many other great families and staffers.

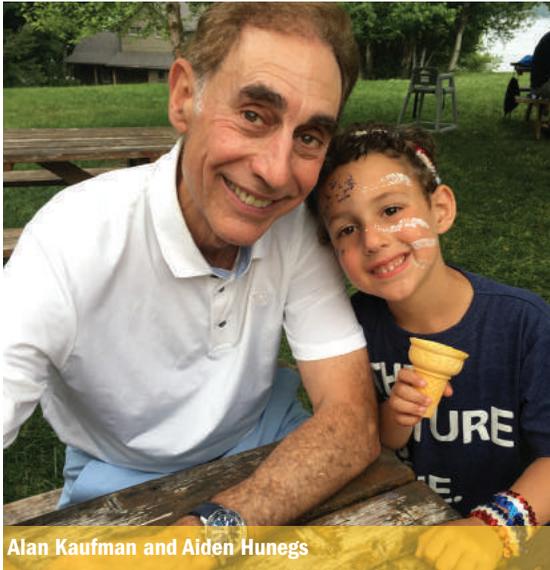
I want to work there, volunteer there, sneak in there. There truly is no other place like Camp Michigan. We cannot be more thankful for our opportunity — I can't even explain how it feels in our hearts. It was just the best, the absolute best.



Larry Prout ziplining at Camp Michigan

KEEPING THE MICHIGANIA MAGIC ALIVE

The Kaufman Family is just one of the many who give to Camp Michigania so generations of Wolverine families can enjoy its beauty and magic for years to come.



Alan Kaufman and Aiden Hunegs

Camp Michigania is a place many Wolverines call a second home – a place where generations of families come together for a true Michigan experience.

Sue, 73, and Alan Kaufman's first visit to Camp was in 1987, when their three young children were all under the age of five. They continued their summer trips to Michigania for 10 more years, when life eventually got hectic with three teenagers. Their visit in 2018, however, was a very special one – it was their first time back in 20 years, and a big reunion with their kids and six young grandkids. Not only did Alan and Sue get to experience Camp with their kids once again, but they also got to relive

the magic of the experience through the eyes of their family's newest generation.

"The grandkids loved every single minute of Camp," Sue said. "They were singing the same campfire songs my kids sang, and heard the same story of the Unicorn. Plus, the staff was tremendous—they engaged the kids and were so enthusiastic."

The Kaufmans also marveled at the improvements that have been made since their last trip more than two decades ago.



Camp is miles ahead of where it was when it began," Alan said. "And it will only continue to get better if we support it.

"The bones of the camp still remain, but the areas that needed improvements have been improved, or are being improved," Alan said. "The lakefront is beautifully maintained, the grounds are pristine, they've added all these activities and resources for kids and adults of all ages. It's amazing to see the transformation, but to still feel the traditions of the 'old' Michigania."

Your generosity and support keeps Camp thriving; you are already creating future memories for Wolverine families.

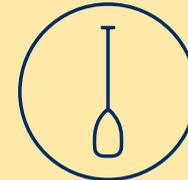
YOUR GIFTS REACH EVERY CORNER OF CAMP. DURING THE VICTORS FOR MICHIGAN CAMPAIGN, YOUR SUPPORT ENRICHED EXPERIENCES WITH:



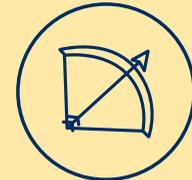
NEW SAILBOATS



NEW AND UPDATED CABINS



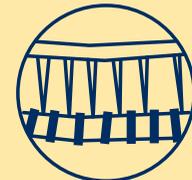
NEW PADDLEBOARDS



NEW ARCHERY AND RIFLERY EQUIPMENT

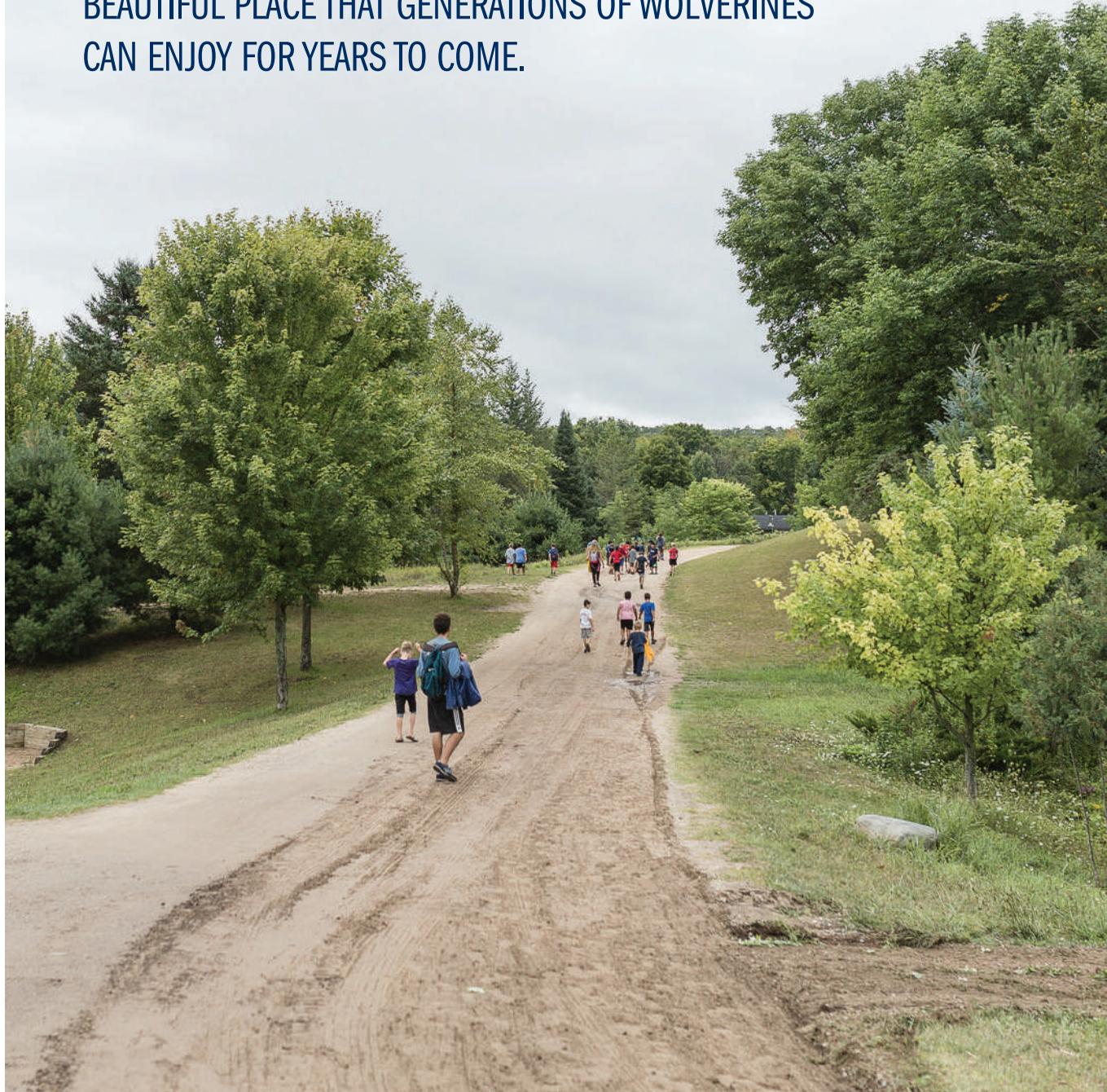


NEW PICKLEBALL PROGRAM



NEW ROPES COURSE AND ZIPLINE

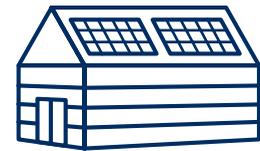
YOUR SUPPORT IS PAVING THE PATH TO CONSERVING
A SUSTAINABLE CAMP MICHIGANIA, KEEPING IT A
BEAUTIFUL PLACE THAT GENERATIONS OF WOLVERINES
CAN ENJOY FOR YEARS TO COME.



**YOU PROVIDE THE RESOURCES,
PEOPLE, AND IDEAS WE NEED TO
IMPROVE SUSTAINABLE LIVING
FOR CAMPERS AND STAFF.**



A forest management initiative is helping preserve Michigan's more than 400 acres of land, leaving more than 90 percent in its natural state.



Through a partnership with the School for Environment and Sustainability (SEAS), thousands of hours of renewable energy research resulted in the installation of solar panels, which supply 21 percent of the energy needed to run the dining hall.



A two-year project with a class of undergraduate students brought us the Sustainabilaroom – an area dedicated to educating campers about conservation at home and in the world.

GIVE LIKE A VICTOR

Your gifts to the Give Like a Victor Fund expand our programs and strategic initiatives geared toward helping our alumni and students connect back to the University and navigate success in their careers.

A Network More Than Half a Million Strong

You are a Wolverine, and you know that the foundation of the alumni community is made up of the lifelong relationships and resources it fosters. Because of your support, the alumni experience never ends; it continues throughout each phase of life by keeping alumni connected and headed toward success.

Education Gateway

The recently launched Alumni Education Gateway is a one-stop, online resource with more than 3,000 pieces of curated content from U-M schools, colleges, and units. You are putting a whole new world of knowledge at alumni fingertips.

CONTENT CATEGORIES

ARTS

BUSINESS

ENVIRONMENT

HEALTH

POLITICS

SCIENCE & TECHNOLOGY

CAREER

SOCIETY

Online Communities

Your support helped create Alumni Online Communities — a platform where connections and what alumni get out of them, are endless.

More than 150,000 alumni from across the globe engage by joining discussions through the Wolverine Forum. They talk about topics of common interest, upcoming events, all things U-M, and more.



After reaching out to the Washington, D.C. alumni network, fate took over, and I got an offer from Michael Torrey Associates. This networking opportunity was essential to landing the job.

-Oscar Chapa

Even future alumni are benefiting from the connections made through our online communities. Oscar Chapa, junior and current LEAD Scholar, shares how these resources have helped him begin the next chapter of his career.

We also launched the Alumni Directory, a database for alumni to search for old connections: friends, classmates, roommates, and any other fellow Wolverine they've met along the way.



October 2018 Thriving as an Entrepreneur event

Paving the Path for the Leaders and Best

With your contributions, our Alumni Career program created the immersive Leaders of Industry series. We showcase professionals from a wide variety of industries, giving them a forum to share their experiences with fellow Wolverines. These Q&A events invite interaction between the best thought leaders and alumni; offering insight into their success, challenges, and life lessons.

In October 2018, we hosted Thriving as an Entrepreneur. During a moderated panel discussion, alumni heard from Jon Carlson,'93, and Greg Lobdell,'94, who are co-founders and managing partners of Northern United Brewing Company.

The pair said it was rewarding to share their stories, failures, and successes, particularly with those who were seeking mentorship.

"We want to work with these alumni in any capacity," Jon expressed. "We will make sure we follow through with helping them, and offering our mentorship where and when we can."

BUILDING COMMUNITIES ALL OVER THE WORLD

No matter where you go in the world, there is a place and a way for Wolverines to connect.

You are supporting communities for those who leave Michigan, but for whom Michigan never leaves.

Club efforts are making waves across the world. With your gifts, we are able to help plan and support enriching programs, events, and most importantly, foster and establish connections.

Whether it's volunteering, social gatherings, professional network events, or big watch parties on game days—these events foster meaningful connections and hands-on engagement.

96 DOMESTIC CLUBS AND SPIRIT GROUPS

60 INTERNATIONAL CLUBS

1,015 DOMESTIC VOLUNTEERS

150 INTERNATIONAL VOLUNTEERS

1,424

Domestic events in 2017-2018

200

International events in 2017-2018 hosted in some of the largest cities in the world, like London, Tokyo, Beijing, Mumbai, and Seoul.

2,000

International Alumni attended club events in 2017-2018

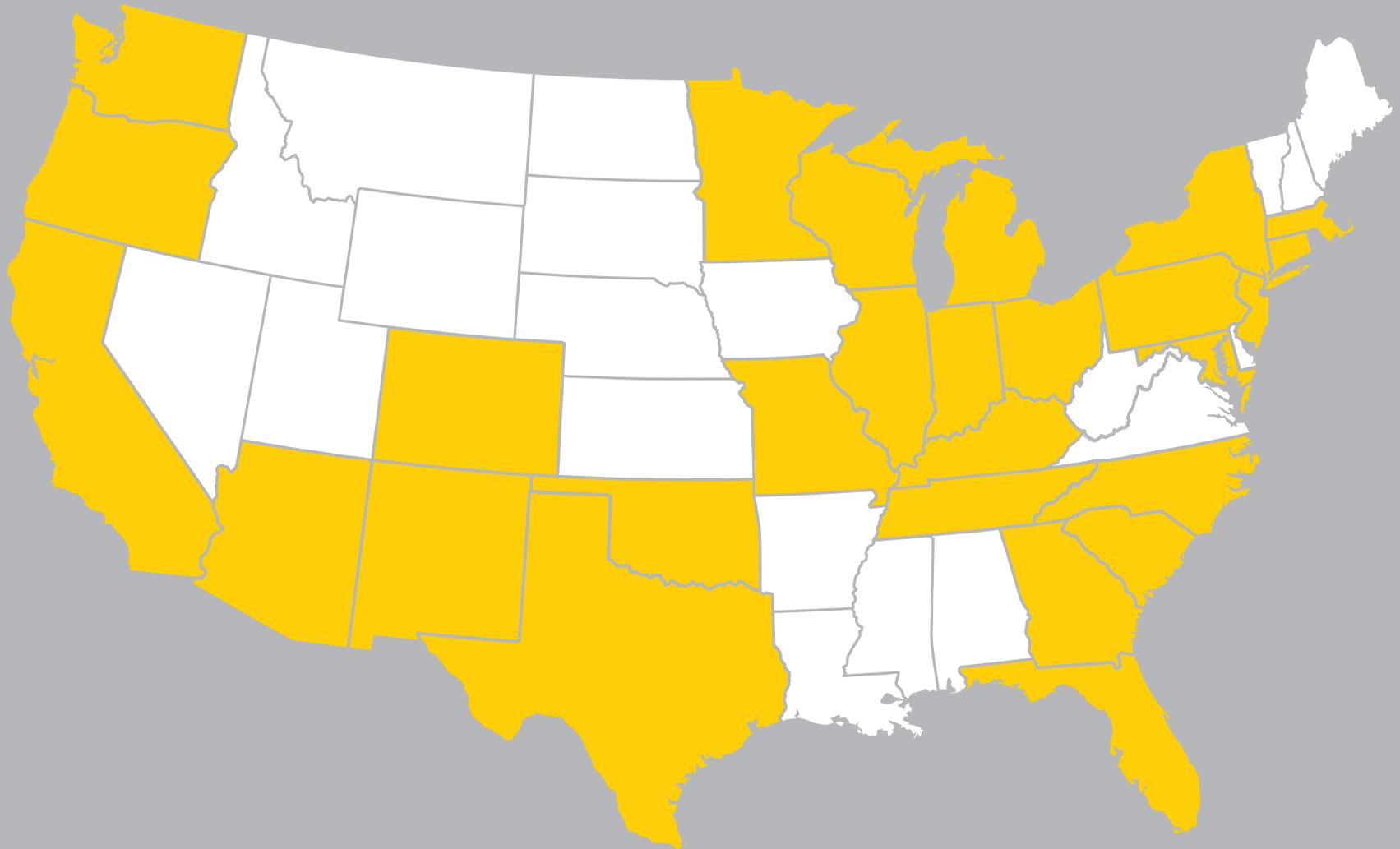


Pan-Asia Reunion

Each year, our prestigious Pan-Asia Reunion brings alumni, family, and friends together to connect, renew friendships, and reignite the Michigan spirit while learning how to engage more deeply with U-M.

The reunion is hosted by a different country each year, touching nearly every corner of the world. The Alumni Association and the University partner to collaborate with the club in the host country to plan a series of events for alumni. The reunion gives them front row seats to discussions led by prominent faculty members and deans who speak on a range of topics. The networking continues with evening receptions, a luncheon, and a school/college-oriented dinner.

**YOU HAVE CHANGED LIVES FROM COAST-TO-COAST,
SUPPORTING SCHOLARSHIPS FOR 3,458 STUDENTS ACROSS
THE U.S. IN 26 STATES AND THE DISTRICT OF COLUMBIA.**



A WOLVERINE WHO HAS FOUND HER HOME

All it takes is one opportunity, one connection, one experience — just one thing can change someone's path and entire future. Your support was the one thing that changed freshman Sarah Dant's life. You opened the door to a world of opportunities and promise.



Sarah Dant, Ecology and Evolutionary Biology Major
Traverse City, Michigan

Just two years ago, Sarah was homeless. Her mother struggled with mental health and substance abuse issues, and her father left the home to work on the road as a truck driver. She was left working 40 hours a week, going to school full-time, and caring for her mom.



My network of alumni and club connections gave me a community, and they are always there with answers. They changed my life.

“It came to a point where I had to make the very hard decision to leave home,” Sarah explained. “I love my mom so much, but I knew the only way I could succeed was to focus on myself and my future. I had to do what was best for me.”

Throughout her junior and senior year of high school, Sarah was still working full-time while sticking to her studies in school. She was sleeping on the couches of her supportive friends and coworkers while looking for a place of her own that truly felt like home.

Sarah was determined to get herself to a better place. She was determined to make her way to Michigan to begin pursuing her dream of becoming a veterinarian.

And three years later, she did.

After Sarah was admitted into the University, she applied for scholarships, one of which was from the Alumni Club of Traverse City. Your support gave her something she's never had in her entire life: the chance to simply be a student, and really, the chance to enjoy life as a care-free “kid.”

“For the first time in my life, I don't have to work while going to school and I just get to be a student,” Sarah marveled. “My network of alumni and club connections gave me a community, and they are always there with answers. They changed my life.”

All it takes is one thing to change a life — for Sarah, it was your support. Your gifts touch every corner of our nation, supporting the clubs that remind all alumni that, when you are a Wolverine, you always have a place to call home.

LEAD SCHOLARS PROGRAM

This year marks the 10th anniversary of the LEAD Scholars Program, celebrating a decade of exceptional students who embody Leadership, Excellence, Achievement, and Diversity.

Part of what makes the University of Michigan such a deeply rich experience is the coming together of different people, from different places, with different mindsets. Thanks to you, we're proud to be able to contribute to an inclusive campus and expand diversity by offering LEAD scholarships to select underrepresented students who are admitted to the University. These are the minds who will shape our student body, our campus, and eventually, our world.

Not only do your gifts support these scholarships, but they contribute to building a community that provides a place where they can express their diversity and relate to others.

It is because of you that LEAD has developed into what it has become, and what it will be in the future. The incredible opportunities you provide change the scholars' lives and impact the landscape of Michigan's campus.

Your have made so many things possible for these scholars, supporting more than 30 social and professional development events each year, like:

FRESHMEN RETREAT

WOMEN IN LEADERSHIP

DINNER WITH 5 WOLVERINES

STUDY ABROAD PANEL

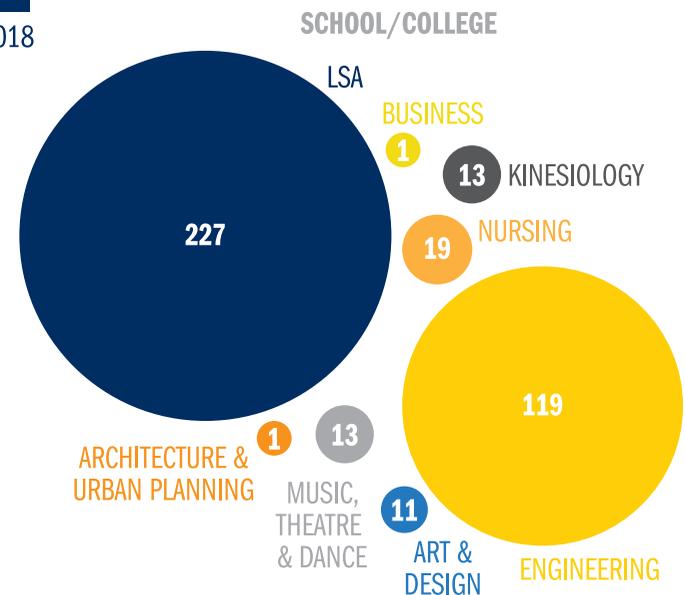
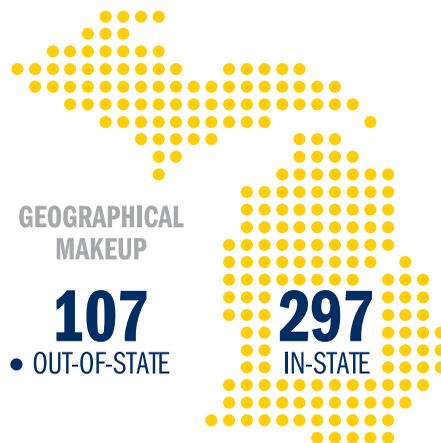
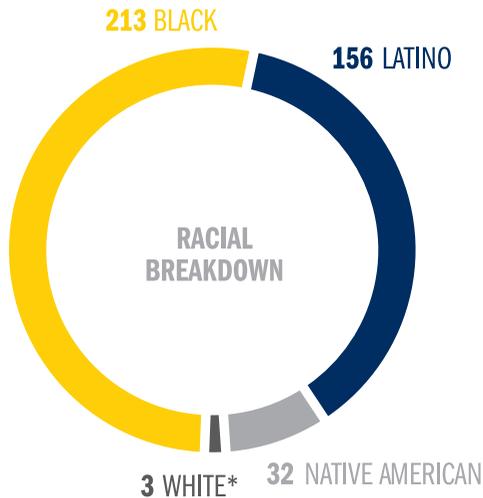
SENIOR CELEBRATION

COMMUNITY EXTRAVAGANZA



The Women in LEADership Luncheon brings together LEAD Scholars, prominent professional alumnae and LEAD supporters for networking, inspiration and lifelong connections.

Since its inception in 2008, LEAD has provided merit-based 4-year, renewable scholarships to 404 students.



*LEAD formerly supported students who were a minority in their fields of study.



Katie Ortiz, English Major
Chicago, Illinois

A NEW GENERATION OF LEADERS

Katie and Jocelyn Ortiz are sisters, proud Latina first-generation college students, and both walk this campus as LEAD Scholars. Although they've followed different paths for most of their lives, your support created a community that has brought them together at a place where they can individually build their success and futures.

Born and raised in Chicago, Katie and Jocelyn's parents immigrated from Ecuador and instilled in them the importance of education. But, when it came time for college, their parents didn't have the experience or resources to help their kids navigate the search and application process. The family was overwhelmed, and fraught with worry on how to pay for it all.

"I remember Katie crying every time she got accepted to a school because she was worried about paying for everything," Jocelyn recalled. "Then, she was accepted to the University of Michigan and was offered a LEAD scholarship that changed everything."

Katie also worried that she would feel excluded and unable to relate to others while attending a predominantly white institution where she didn't often see people who came from her same circumstances.

"I was one of the first of my whole family to go to college," Katie explained. "I didn't know how I would fit in at such a huge institution and make my way around, let alone find a place where I felt like I belonged."

That's where the LEAD community came in.

Because of your generosity, Katie found a community in LEAD that supported her, and allowed her to flourish. Now a junior, she counts her LEAD cohort among her best friends, and credits the program with making her feel at home.



LEAD has this magical way of connecting students who are minorities. We all have an understanding of others' stories even though we all come from different backgrounds.



The LEAD community helps you build a network. You connect with people who put you in touch with other alumni, and it just continues to grow from there.

Just one year later, it was Jocelyn's turn to begin the college search, and she already had Maize and Blue on her mind.

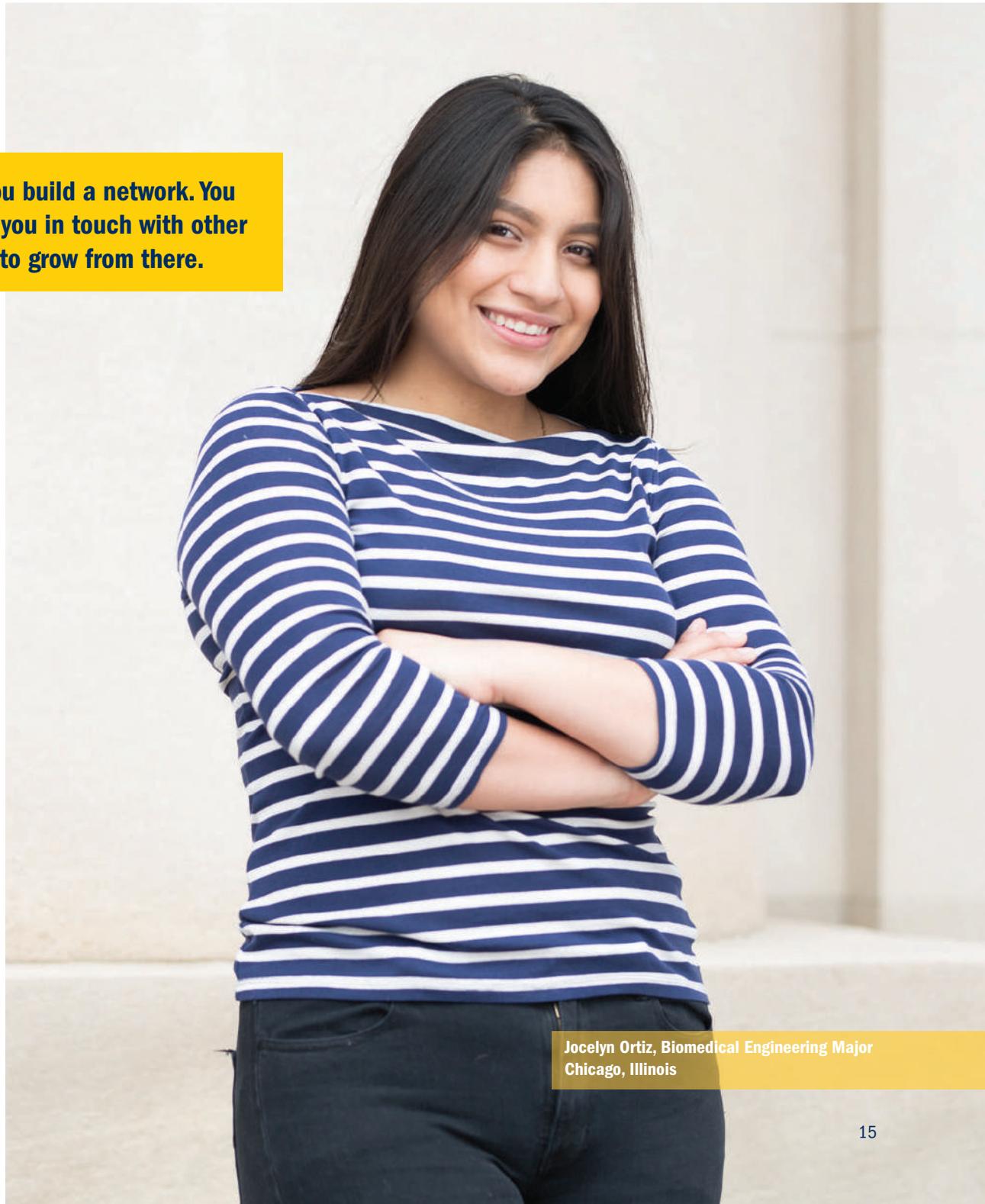
"By watching Katie's experience, I saw the community she was part of," Jocelyn said, "and I wanted to have that, too." And as luck would have it, she got her wish, becoming the second LEAD Scholar in the family.

As she began to pursue a degree in biomedical engineering, Jocelyn realized there were very few minorities, like black and hispanic females, in classrooms predominantly full of white males.

"It can be intimidating, being the only minority in the room," Jocelyn explained. "But LEAD gives me a community and place where I can share those experiences with people who understand. I know that I can ask them for anything, and they will be there."

Your support is what gives these exceptional scholars a world-class education and a community to lean on. Because of you, the LEAD Scholars program creates accessible opportunities, allowing students to take advantage of everything that this University, and the world, has to offer.

"It's a pretty amazing feeling," Katie said with a big smile. "It's a really great moment when you realize you have a whole team of people behind you – even at times you don't think anyone is there."



**Jocelyn Ortiz, Biomedical Engineering Major
Chicago, Illinois**

You are bringing these moments and people together, fostering a brighter future. These scholarships, programs, events, and initiatives would not be possible without you.

Our entire Alumni Association community is the product of your generosity.

These numbers, pictures, faces, and experiences all tell a story, and every gift you give is the beginning of a new one. Let this, and our deepest gratitude, be a part of your story – the story of your giving.



gratitude.

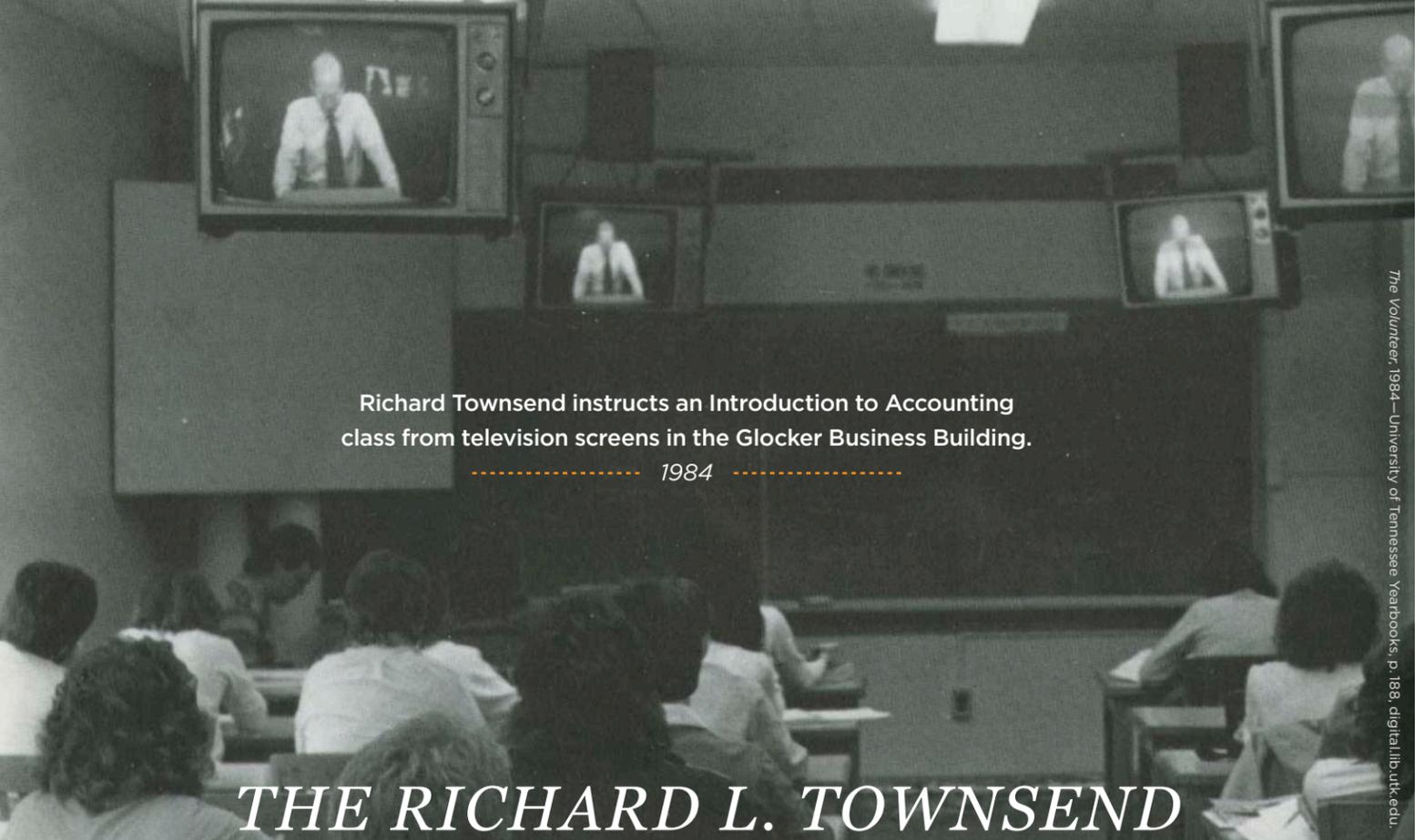
Terry Neal

AIM department head
and Richard L. Townsend
Distinguished Professor



FACULTY SUPPORT

In order to attract and retain top minds from around the world to teach, mentor, and work alongside our students, UT has taken an active role in providing the necessary resources to make the university a destination workplace for faculty. Philanthropic support helps provide those resources and propel UT to new levels of excellence.



Richard Townsend instructs an Introduction to Accounting class from television screens in the Glocker Business Building.

1984

The Volunteer, 1984—University of Tennessee Yearbooks, p. 188, digital.lib.utk.edu

THE RICHARD L. TOWNSEND DISTINGUISHED PROFESSORSHIP

In his 42 years as an accounting professor at UT, Richard Townsend taught both undergraduate and graduate financial accounting courses, winning the Alumni Outstanding Teacher Award in 1982, 2003, and 2010 and the university’s L.R. Hesler Award for Teaching and Service in 2001. He directed the Master of Accountancy program for more than 20 years. Townsend displayed incredible passion in the classroom, commitment to his students, and a kindness that touched the lives of thousands.

In 2015, a group of Haslam College of Business alumni, faculty, and friends of the Department of Accounting and Information Management (AIM) endowed the \$1.3 million Richard L. Townsend Distinguished Professorship. “Dick always had time to give students advice, to

help with problems, or just add an encouraging word that never ceased to brighten one’s day,” reads a letter signed by David Evans (’94, ’95) and Bob Hensley (’79, ’81) and 21 other AIM alumni. “Many of us owe our first jobs to Dick’s generous recommendations and steadfast support.”

“Many of us owe our first jobs to Dick’s generous recommendations and steadfast support.”



By endowing a professorship, Evans, Hensley, and the other contributing alumni, honor a great influence on their lives while simultaneously helping their alma mater attract and retain the best faculty possible. “Endowed named professorships enable us to recognize the extraordinary accomplishments of the most talented faculty and thereby attract and retain them at our university,” says Stephen L. Mangum, dean of the Haslam College of Business.

► On the cover

TERRY NEAL LEADS ACCOUNTING AND INFORMATION MANAGEMENT WITH THE SUPPORT OF PROUD DONORS

The Richard L. Townsend Distinguished Professorship is currently held by Professor Terry L. Neal, AIM department head and director of the C. Warren Neel Corporate Governance Center. He also teaches a graduate course in advanced financial accounting topics and an undergraduate course in intermediate accounting. In the past he has taught undergraduate auditing and a doctoral seminar in empirical/archival research with an emphasis on auditing and corporate governance issues.

“I am extremely honored to hold the title of Richard L. Townsend Distinguished Professor,” says Neal, “as I have such deep appreciation and respect for Dick. I hope that I exhibit many of the same qualities he so consistently demonstrated over his lengthy tenure at UT, and I strive to conduct myself in a manner that is worthy of this title and that would make Dick proud.”

Neal received his bachelor’s in accounting from Tennessee Technological University in 1988 and his PhD from UT in 1998. He was on the accounting faculty of the University of Kentucky from 1998 to 2003 and also worked in the Nashville and Knoxville offices of KPMG as well as the internal auditing department of Lockheed Martin.

Neal’s research primarily addresses issues related to corporate governance and auditor independence, with a particular emphasis on the role of the audit committee as a corporate governance mechanism.

“The concepts he is introducing to us in this class are very difficult,” says Emma Lambert, a graduate student in accounting. “But he teaches in a way that will give me an advantage over students at other schools. This class is going to benefit me in my career. I’m so glad I chose UT because of the professors we have here.”

To learn more about this professorship and others visit journey.utk.edu/facultysupport.

WITH PHILANTHROPIC SUPPORT, UT IS BECOMING A BEACON TO BRING IN THE BEST FACULTY TO SUPPORT OUR STUDENTS.



“I love that my professors are so passionate about teaching. I value my education at UT because we talk a lot about real-world issues.”

—Isheeta Mistry, Class of 2019



“My professors work hard to help me learn the materials to prepare me for graduate school and my career.”

—Xavier Greer, Class of 2019



“My professors encourage me to get involved on campus and to make connections with people.”

—Bailey Walker, Class of 2020

JOIN THE
JOURNEY
CAMPAIGN
UPDATE



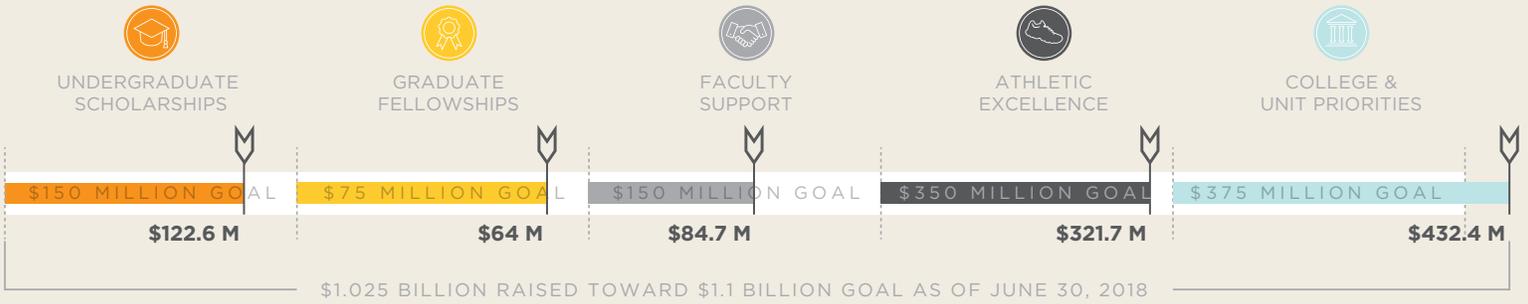
724 undergraduate scholarship awards established since 2012



268 graduate scholarships and fellowships established since 2012



139 faculty awards, professorships, and chairs established since 2012



gratitude.



The University of Tennessee is an EEO/AA/Title VI/Title IX/Section 504/ADA/ADEA institution in the provision of its education and employment programs and services. All qualified applicants will receive equal consideration for employment without regard to race, color, national origin, religion, sex, pregnancy, marital status, sexual orientation, gender identity, age, physical or mental disability, or covered veteran status.

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Carolina changes everything

2017-2018 Endowment Report



10 YEARS OF TRANSFORMATION

The University of South Carolina has enjoyed unprecedented growth and achievement since Harris Pastides took over as its 28th president on Aug. 1, 2008.

DURING PRESIDENT PASTIDES' LEADERSHIP:



One-third of all current alumni received their degrees.



The South Carolina Honors College was named **best in the nation**.



Freshman applications reached a record high of **more than 38,000**.



The Darla Moore School of Business earned the **No. 1 ranking** for undergraduate international business every year.



The African-American graduation rate has risen to more than double the national average, **better than 97 percent of universities nationally**.



Financial awards for student scholarships and fellowships increased **more than 80 percent, to \$17.4 million**.



The university entered **partnerships with Boeing, Fluor, IBM and Siemens** to drive innovation and create jobs.



The university produced more patents annually than **99 percent** of all universities in the world.

SYSTEMWIDE FALL ENROLLMENT

Includes USC Columbia, Aiken, Beaufort, Upstate, Lancaster, Salkehatchie, Sumter and Union

UNDERGRADUATE

42,394

GRADUATE

6,922

PROFESSIONAL

1,814

TOTAL

51,130



Dear Friends,

It's been an exciting, productive year at the University of South Carolina. On Aug. 1, I celebrated my 10-year anniversary as university president. Looking back, I am amazed — though not surprised — at the incredible transformation that's happened at our institution.

We have weathered difficult storms of all kinds, yet still fostered profound growth and development. Our enrollment growth is up more than 23 percent as we expand our role as South Carolina's leading university, with more than 51,000 students on eight campuses in 19 locations. This growth has been matched by incredible physical development, including new business and law schools, athletics facilities and other innovative centers. Additionally, we have 47 nationally ranked programs, including the No. 1 undergraduate and graduate international business programs and the No. 1 honors college. These successes are only a few out of many, yet none would be possible without your generous support.

One of my proudest accomplishments over the past 10 years was the Carolina's Promise campaign, through which \$1 billion was raised! This campaign funded many key university initiatives, such as scholarships, academic programs and new facilities. Also, this spring we established our first Give 4 Garnet day of giving on April 18 — uniting all alumni, parents, friends, students, and faculty and staff members on one day, in one voice, to make an investment in the future of Carolina. Through the generosity of more than 5,400 members of the Carolina community, we raised a total of \$3.7 million in 18 hours and 1 minute, a time frame to honor the year of our founding.

I was proud to welcome home the McNair family in hosting the McNair Scholars 20th anniversary celebration event in February. I was also proud to proclaim Saturday, May 12, 2018, as Dodie Anderson Day in recognition of her significant contributions to the university, on the occasion of her 90th birthday.

None of this progress would be possible without devoted support from so many: our Board of Trustees, my executive leadership team, deans of the university and our incredibly generous donors, whose many gifts continue to drive our university. Please join me in remembering our dear friend Russ Meekins, the former executive director of University Foundations, and in welcoming Jason Caskey, who has joined our university family as president and CEO of University Foundations.

My sincerest thanks to you for your ongoing support as we propel our great institution forward to new possibilities.

Sincerely,

Harris Pastides
President



91%

Since 2008,
when Harris Pastides
became president,
USC's endowment has
grown by 91 percent.



Dear Loyal Supporter,

I would like to begin by introducing myself as the new president and chief executive officer of the University Foundations. I began my duties Aug. 1, 2018, and am excited to be in this role! A graduate of the Moore School of Business, I have spent the last 28 years in public accounting. During the past 12 years, I led the financial service practice at a large regional CPA firm. It is my hope that, with the skills I learned in banking and in the financial service industry, I can continue to enhance the growth of the foundations and support the overall mission of the university.

Before I begin our report, I would like to recognize Russ Meekins, my predecessor. As you may know, Russ passed away in December 2017. Russ was a dear friend to the university and to so many of you. I hope to follow in his footsteps by continuing to build lasting relationships with our loyal supporters. Please read more about Russ and his ongoing legacy on page 7 of this report.

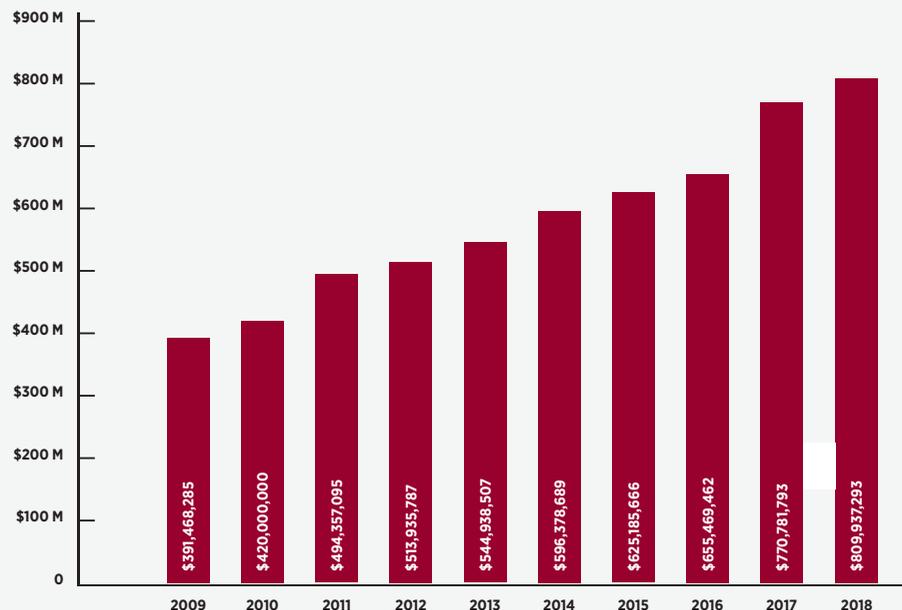
We are excited about the continued growth of the University of South Carolina system endowment. As of June 30, 2018, our endowment was \$809,937,293, as compared to \$770,781,793 in the prior year. The largest component of our endowment is our combined pool of investments. Our investments totaled \$576 million as of June 30, 2018. Our rate of return on the investments for the year ending June 30, 2018, was 9.4 percent, and our five-year return rate was 9.1 percent. In addition to our investments, we were able to recognize the earnings on some of the real estate owned by the University Foundations.

I would like to thank our Board of Directors and staff for their hard work and commitment, especially during the challenges we faced in the past year. Their unflagging efforts and dedication reflect their care and support for the university.

Finally, I would like to thank all our loyal supporters. Your investments in our Foundations support and serve the University of South Carolina system, and the endowment continues to fund the overall mission of the university. Thank you for making a difference in the lives of our students — now and in the future.

R. Jason Caskey, CPA
President and Chief Executive Officer
University Foundations

**THE UNIVERSITY
OF SOUTH
CAROLINA'S
ENDOWMENT**





Above: Yahya Muhammad and his wife, Shahidah Abdullah
Left: Rasheed Muhammad and his wife, Regina

HRSM alumnus honors father with new scholarship fund

Growing up as a young boy in New Jersey, Rasheed Muhammad (1995, retail management) often spent Saturdays sitting at the counter of his father's seafood market, where his father taught him the art of customer service and entrepreneurship at a young age.

"It sounds funny now, but I have vivid memories of sitting at that counter, maybe 5 years old, and my job was to ring the bell every time a new customer came in," he recalls happily. "I couldn't wait for that next customer to come in, so I could ring the bell."

Muhammad and his wife, Regina, have established The Yahya Muhammad Endowed Scholarship Fund, named after Muhammad's father, to honor his USC mentors and his alma mater. The fund will provide scholarships for USC students majoring in retailing.

Today, Muhammad is senior vice president of the Sports and Entertainment Specialty Group for SunTrust Bank Private Wealth Management. He credits the support and lessons of mentors who helped him find his way and realize his full potential.

In addition to Muhammad's father, the scholarship honors retired faculty member Katherine "Kitty" Strickland. Strickland launched the fashion merchandising program at USC and had a profound impact on Muhammad. She took pride in helping students find internships and build the foundations of their careers. She retired in 2006.

"Kitty was one of my favorite teachers. She called me after class one day and told me, 'You have an uncanny ability to think outside the box and operate on the edge. You are a

strategic thinker, and you know how to be efficient in your pursuits,'" Muhammad remembers. "Those words really impacted me and empowered me to speak more freely and feel confident about my ideas."

Muhammad began his career following a somewhat traditional path for a retailing major. He landed an internship with Rich's department store while still in school and completed the company's executive training program before moving to Atlanta for a full-time management role with the company.

While living in Atlanta, he saw a job opportunity for a retail position with a bank. From there, his financial advising career took off. A musician at heart, Muhammad launched a new specialty group focused on clients in the sport and entertainment sector. He built a strong client roster in Atlanta, then moved to Los Angeles three years ago to expand the company's West Coast branch.

"When I was in school, I thought my career needed to follow a prescribed pattern. I believed it needed to be chronological and follow a typical progression," says Muhammad. "Kitty made me believe that I could make my own destiny, that I could look at any job description, reshape it, achieve the goal and keep soaring."

"I am in a great position to give back, and I wanted to honor my dad, who turns 86 years old this year, and Kitty, too. I wanted them to know what they mean to me," said Muhammad. "The program has grown a lot since I was there. ... I feel that my career embodies what this college is, and I want this scholarship to grow and help students for years to come, the way my mentors have helped me."

CarolinaLIFE benefits students, future teachers, community

A few powerful words changed Ronald Parker's life. "My parents said, 'Ronald, you may have a disability. But a disability doesn't have you. You are more than your disability,'" says Parker, who received specialized instruction for learning difficulties growing up. He is now a junior in the College of Education's CarolinaLIFE program.

Founded 10 years ago by parents looking for postsecondary options for their children, CarolinaLIFE offers an inclusive college experience for students with diverse learning needs. Students take courses related to their professional field of interest while learning skills for employment and independent living.

CarolinaLIFE also provides professional development for future educators, who teach courses and serve as academic, employment and personal development coaches. In addition, CarolinaLIFE is a pipeline of employees for local businesses and school districts.

"The vast majority of our graduates have full-time jobs and live independently, which benefits our communities," says Anthony Plotner, program director and associate professor. "We believe all students can thrive at the university with the correct amount of support."

That support includes giving CarolinaLIFE students work experience through internships inside and outside the university. Parker, who played high school football and grew up cheering for USC, got an internship with the Gamecock football team.

Mac Watson, one of six students accepted into CarolinaLIFE this year, gained fame on social media last spring in a video recording his enthusiastic reaction to his admission letter.

"My goal is to get a job and be independent," says Watson, who hopes to intern with Athletics. "I am excited to be a Gamecock student and to learn new things. I am excited to start my life."



Gamecock Guarantee opens doors for first-generation S.C. students

Ten years ago, Gamecock Guarantee started helping students like Lyric Swinton, a high-achieving S.C. student with no way to pay for college.

"Even the enrollment deposit was going to put us in a deep hole," says Swinton, now a USC junior majoring in sport and entertainment management. Then a letter arrived from Carolina saying Gamecock Guarantee "would pay for my education for four years. My mom and my grandma were so happy!"

Gamecock Guarantee covers tuition and technology fees for first-generation, low-income S.C. students admitted as freshmen, opening doors for bright students without the resources to attend college. They meet standard admissions requirements, but to be eligible for financial assistance, their family income can be no more than 150 percent of the poverty level.

The average family income for a freshman in Gamecock Guarantee is \$17,637. Of the most recent cohort who earned degrees within four years, 38 percent graduated with no student loan debt.

"For over a decade, our Gamecock Guarantee program has provided an important pathway for first-generation students to attain a college degree," USC President Harris Pastides says. "By removing financial hurdles, we are opening paths for more of South Carolina's most academically talented students to achieve the future of their dreams."

Now a student leader, Swinton was the only student invited to speak at the 2018 TEDxUofSC event. She plans a career in diversity and inclusion.

In addition to institutional funding, Gamecock Guarantee is sustained by gifts from supporters. The recently established Dr. Aisha S. Haynes Endowed Scholarship Fund is one example. Haynes, assistant director of USC's Center for Teaching Excellence, recently established the fund for first-generation, low-income seniors at USC, to help them complete their degrees.

RUSSELL H. MEEKINS

Meekins scholarship fund establishes legacy of beloved alumnus, former University Foundations director



Macy Cope

Being named the first recipient of the Russell H. Meekins Carolina Scholar Endowed Scholarship is an honor Macy Cope does not take lightly. The South Carolina Honors College freshman has big dreams, and the financial assistance this scholarship provides will help her achieve them.

“Really, the scholarship means the world to me,” said Cope, 18, a graduate of Lexington High School. “It will allow me to go after my dream career, unhindered by debt. I will work especially hard to honor Mr. Meekins’ memory.”

The Meekins fund was initiated in January 2018 to honor the memory of the late Russ Meekins, a well-loved and widely respected member of the USC family who died in December 2017. By June, it had garnered a total of \$336,648, thanks to the generosity of more than 100 donors who wanted to create this special legacy in Meekins’ name at the university he loved. The exceptional response generated an endowment that was ready to offer its first scholarship for the fall 2018 semester.

Meekins was devoted to USC, first as a student and later through the University Foundations, where his work continues to make a lasting impact. A native of Conway, he was the first in his family to attend college and earned degrees at USC in accounting and finance before going on to obtain his CPA license. In 1997, he became chief financial officer of University Foundations, rising to executive director in 2013 and continuing in that role until his passing. Meekins was instrumental in the development of many noteworthy projects at USC, including the Inn at USC, the Children’s Center at USC, the Gamecock baseball stadium and 650 Lincoln student housing. He continues to be admired and remembered as a dedicated family man, great friend and lifelong Gamecock.

“Russ worked hard and creatively. He loved his alma mater and shared in our vision and drive to create one of the best research universities in the country,” USC President Harris Pastides said.



Russ Meekins and his wife, Joanna

Susie H. VanHuss, secretary/treasurer of the University Development Foundation Board, said, “Russ understood and lived the foundations’ sole mission: to help USC achieve its mission. His priorities were first students, next faculty and then the time-consuming investments and physical assets. His enviable legacy is validated by the tremendous outpouring of support for the Russell H. Meekins Carolina Scholar Endowed Scholarship — now a reality.”

Cope received the Meekins scholarship as part of the Carolina Scholars Program, which attracts many of the state’s most outstanding students to USC through aid provided by generous private support. Stipends help pay for costs such as tuition, fees, books, and room and board.

Ranked in the top 3 percent of her high school graduating class, Cope was singled out by the scholarship selection team as “a mature, determined and kind young lady with a remarkable passion for international affairs.” Her high school studies in law, policy and history inspired an interest in a foreign-policy career, and she was attracted to USC’s top-rated Honors College and international business program.

“The opportunities for internships and to study with great professors are what motivated me to come here,” says Cope, who is pursuing studies in international business, economics and French and has plans for graduate studies in law or international affairs. “It was too awesome to pass up.”

Gifts to the Russell H. Meekins Carolina Scholar Endowed Scholarship Fund can be made online at give.evertrue.com/sc/russ-meekins or by checks made payable to “USC Educational Foundation,” noting the name of the fund on the check, and mailed to: USC Office of Gift Processing, 1027 Barnwell St., Columbia, SC 29208.

What is an endowment, and why is it so important?

An endowment is an investment in the future of the University of South Carolina. It is a permanent fund that provides annual income for the university to fund leading-edge research and vital support for students, faculty and staff members, and programs. Endowments are the most lasting way a donor can give. They forever benefit the mission of the university and ensure excellence in perpetuity.

The many ways of giving

As the benefactor of an endowed fund, you are aware of the great impact your fund has had on University of South Carolina students and faculty and staff members. Your generosity has affected the lives of many, and for that, we are extremely thankful. To ensure that future generations can continue to receive the wonderful benefit of your generosity, we offer the following vehicles to help grow your endowment.

Cash

New gifts may be added to your fund by anyone at any time. Honorary and/or memorial gifts may be directed to your fund to increase the principal. Gifts may also be made directly to the annual spendable amount to increase the benefit for any given year(s).

Matching gift

Many companies have matching-gift programs that increase the overall impact of your personal gift. For more information, please visit matchinggifts.com/sc.

Real estate and personal property

Gifts of appreciated real estate and property, such as antiques, collections, art and books used for our educational mission, also carry the beneficial tax treatment.

Bequest

One of the most common types of planned gifts is a bequest. A bequest can help reduce taxes in large estates. For more modest estates, a bequest gives you the flexibility of keeping your assets during your life while also determining how they will be used upon your death.

Charitable gift annuity

Another often-used gift-planning instrument is a gift annuity. Part gift and part annuity, the charitable gift annuity is a contract between the University of South Carolina Educational Foundation and the donor, by which the foundation promises to pay a fixed annuity to the donor or donor/spouse for life in exchange for cash or appreciated property. The minimum amount to create a gift annuity is \$50,000. Payout rates are capped at 7 percent.

Charitable remainder trust

For larger life-income gifts, this trust permits a donor to make a gift of appreciated assets, avoid all capital gains taxes that would come with a sale and receive a payment stream for life.

Retirement plan

Because of favorable tax treatment, the retirement plan has become a popular savings tool. It is also the most efficient way of making a gift at death. Just request a change-of-beneficiary form from your plan administrator.

IRA rollover gift

If you are 70 ½ years old or older, consider making a gift of up to \$100,000 from your IRA. The transfer generates neither taxable income nor a tax deduction, so you benefit even if you do not itemize your deductions.

What is the impact of an endowment?

It has been shown that schools with larger endowments are able to do more to help their students through their collegiate years.

An endowment can provide:

Academic excellence – The Student Success Center empowers students to achieve their academic and personal goals. Support of \$250 helps provide tutoring, skill development and academic goal-setting.

Study abroad – A new passport costs about \$150 or more, and our students need passports to travel abroad. Europe and Asia are popular study-abroad destinations.

Scholarships and fellowships – About 88 percent of USC system students receive some type of scholarship or financial aid.

Professorships and chairs – A larger endowment allows us to lure star professors, which, in turn, helps provide a better education for our students.

When an endowed fund is fully established, the estimated annual spendable amount, based on today's marketplace, is as follows:

Endowment	Annual Spendable Amount
\$10,000	\$425
\$25,000	\$1,062
\$100,000	\$4,250
\$250,000	\$10,625
\$500,000	\$21,250
\$1,000,000	\$42,500

FOR MORE INFORMATION

General questions or to update contact information:

Debbie Bass

Director of Donor Relations and Stewardship
803-777-7964
bassdh@mailbox.sc.edu

Questions regarding your fund:

Ruth Ann B. Shuler

Director of Donor Relations and Development Liaison
University Foundations
803-576-5658
shulerra@mailbox.sc.edu
sc.edu/foundations

Gift options:

Eleanor Foster Swarat, Esquire

Sr. Associate Vice President for Development and Legal Liaison to University Foundations
Office of Gift Planning
803-777-3300
efswarat@mailbox.sc.edu
sc.edu/giftplanning

2018 ANNUAL GIVING
IMPACT REPORT



THANK YOU
*FOR GIVING BACK.
IT'S WHAT
BADGERS DO.*



A black and white photograph of a group of young people dancing at a party. The image is semi-transparent, allowing the text to be overlaid. In the foreground, a young woman on the right has her right arm raised high in the air, smiling broadly. She is wearing a dark tank top with the letters 'WLS' printed on it. To her left, another young woman is also smiling and looking upwards. In the background, other people are visible, some with their arms raised. The overall atmosphere is one of joy and celebration. The text is overlaid on the left side of the image.

YOU CAN'T SEE US, BUT
WE'RE DOING
THE HAPPY DANCE
RIGHT NOW.



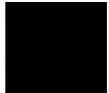
GIVING BACK:
IT'S WHAT BADGERS DO.

Your annual gift has made learning possible both inside and outside the classroom. From supporting scholarships to internships to professional groups — your contributions create ripple effects as students go on to make life-saving discoveries, benefit the public good, and pursue innovations that change lives.

Thank you for furthering the education of amazing Wisconsin students and helping them to change the world.



Number of
patents received by
UW-Madison
researchers for inventions
and discoveries in 2017:



*Your gift
helps the UW
keep world-
class faculty.*

YOU ARE CHANGING *MINDS.*



Can goats make children healthy? Can heat make people happy? **UW professor** [REDACTED] uses the tools of modern, empirical medicine to examine nontraditional ideas, and his findings are changing the ways we think about the interactions between mind and body. [REDACTED], who holds faculty appointments in psychiatry in the School of Medicine and Public Health and in human development and family studies in the School of Human Ecology, is a leading figure in the study of emotional well-being — he's cited by major news media. His research group at UW-Madison looks at mental

health not as a matter of brain disorder, but as something that “arises from complex interactions, stretching from the bacterial world through the social realm to the larger ecosphere.” Raison’s team has studied the use of hyperthermia — raising body temperature — as a treatment for depression; the group’s study at Heartland Farm Sanctuary has children interact with animals to discover whether putting city kids in a rural environment will lead to an increase in emotional well-being and a decrease in asthma and allergies. **Annual giving helps the UW attract and retain faculty, such as Raison, who change the way we see the world.**

YOU LAUNCHED *A LEADER.*

As a freshman, [REDACTED] knew what it was like to feel the distraction of hunger pangs on a regular basis. When he interned at the **Morgridge Center for Public Service**, he learned that he had plenty of company: [REDACTED] percent of Pell Grant recipients within the UW System are food insecure. This prompted him to initiate a food and financial guide for students on campus. [REDACTED] also started a UW–Madison chapter of the global organization Partners In Health, which raised money for maternal and child health, and he initiated ethics guidelines

for students involved in global-health service learning. He did all this while studying neurobiology in the Letters & Science Honors Program, publishing research in plant genetics, and taking upper-level sociology classes — garnering a scholarship in honor of his remarkable leadership. Now that he has graduated, [REDACTED] ultimately hopes to work on making health care accessible and affordable to everyone. **Annual funds support students like [REDACTED] who make the campus community better and, in the process, learn how to make the wider world a better place.**



*Your gift
provides students
with valuable
volunteer
experience.*

Number of
UW-Madison students
who participated in the
Morgridge Center Badger
Volunteers program
last year:





Your gift supports learning inside and outside the classroom.

Number of UW-Madison undergraduates who majored in political science this past academic year:





YOU BRIDGED *PARTISAN DIVIDES.*

The Political Science Student Association (PSSA) aims to bring in diverse speakers and promote civil discourse. This approach can help develop a new model for citizenship, according to [REDACTED] the department's chair. During the PSSA's first year, he's observed how its officers have developed the mindset that they don't always have to be partisan and ideological — and how this helps to uphold the principles of free speech. "In our contentious political times," he says, "this approach promises to help encourage the free

expression and exchange of ideas on campus." The political science department started the group, which also focuses on networking and leadership, with the help of two students from its peer mentors program. Both the peer mentor program and the PSSA are possible because of annual fund contributions. Based on a suggestion from a student, a debate society is also in the works. **Annual fund giving allows departments to start up relatively low-cost activities that build on themselves — and that just might help to preserve our constitutional rights.**



YOU HELPED *UNDERSERVED COMMUNITIES.*

██████████'s family arrived in Wisconsin's Fox Valley as refugees from Thailand when she was three years old. Thanks in part to a scholarship from the Wisconsin Alumni Association: **Fox Valley Chapter**, Yee was able to attend UW-Madison, and she immediately formed a goal of giving back to her community. Two degrees later, ██████████ was named the Appleton Public Library's first Hmong outreach specialist. Now an adult services and engagement librarian, she also owns two restaurants in Appleton with her

husband. ██████████ cofounded a multicultural publishing company, Skill Stacker, that offers school-readiness resources for children, and she is the author of a Hmong children's board book, *Kaum Tus Me Nyaum Ntse*. In 2017, ██████████ was honored with a 2017 Forward under 40 award for exemplifying the Wisconsin Idea. "My UW education has helped me to be a voice for those who don't or can't speak their minds," she says. **Annual funds help to ensure that all students have a chance to excel.**



*Your gift
gives all students
a chance to excel,
no matter their
background.*

Number of
UW-Madison students
who identified as Hmong
this past year:



BADGERS *GIVE BACK.*

Every gift matters, no matter the size.

*Data from FY18:
July 1, 2017 to
June 30, 2018.*

[REDACTED]
OF THOSE TOTAL DONORS
GAVE FOR THE FIRST TIME!

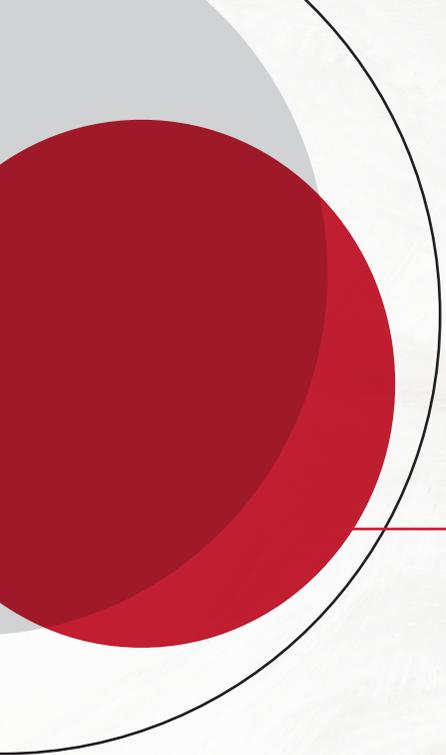
**[REDACTED] OF DONORS
GAVE 2+ GIFTS
DURING THE YEAR**

TOTAL DONORS

OF THOSE DONORS GAVE
LESS THAN \$1,000,
TOTALING

[REDACTED]





[REDACTED]

NUMBER OF DONORS
WHO GAVE
\$100 OR LESS,
TOTALING

[REDACTED]

THE HIGHEST PARTICIPATION AWARD

GOES TO ALUMNI WHO GRADUATED
IN THE 1960s. OF THE [REDACTED] LIVING
ALUMNI FROM THAT DECADE,

[REDACTED]

WHICH IS

[REDACTED]

ALUMNI

An aerial photograph of a city, likely Madison, Wisconsin, featuring a large river in the foreground and a prominent white domed building (the Wisconsin State Capitol) in the center. The city is densely packed with various buildings and green spaces. The text is overlaid on the left side of the image.

*WHEN IT COMES TO
MAKING AN IMPACT,*
YOU RULE.

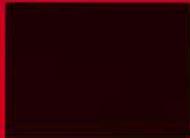


THANK YOU.

Your annual gifts can do something that specific contributions cannot: they're available for immediate use, and so leaders at the university and in its schools, colleges, and departments — the people who know the UW the best — can apply funds where the need is greatest ... or they can take advantage of spontaneous opportunities that inevitably arise in a creative campus setting. Thank you for making this flexibility possible. Your annual gift of any size, large or small, makes a difference. **Making the UW better and better every year: it's what Badgers do!**



WISCONSIN
UNIVERSITY OF WISCONSIN-MADISON





2017 ENDOWMENT FINANCIAL REPORT

UNIVERSITY OF WISCONSIN FOUNDATION



PRESIDENT'S MESSAGE

GREETINGS,

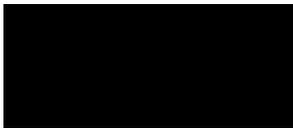
We at the UW Foundation, a division of the Wisconsin Foundation and Alumni Association, take great pride in advancing the mission of UW–Madison. We know that a healthy university is good for our students, Wisconsin, and the world. We are so grateful for donors like you who support the university through endowed funds.

In 2017, we raised a total of [REDACTED] in new gifts and pledges. And thanks to the generosity of thousands of alumni and friends, we surpassed the [REDACTED] percent mark in our goal to raise [REDACTED] by the end of 2020 through the All Ways Forward comprehensive campaign. Your ongoing support enhances our world-class institution in an ever-changing environment. The campaign has helped to bring in more than [REDACTED] to support students and [REDACTED] to support faculty chairs and professorships. Those gifts will have a direct and significant effect on the Wisconsin Experience forever.

We are committed to maximizing the impact of your gifts through prudent investment management. In 2017, the endowment portfolio returned [REDACTED] percent after external manager fees through investing in a mix of public and private equities and fixed-income securities. Considering recent trends in interest rates and market conditions, we believe that we are positioned well.

We are grateful for your continued involvement. Through your philanthropic support, you are helping to shape the future of this great university. *Thank you.*

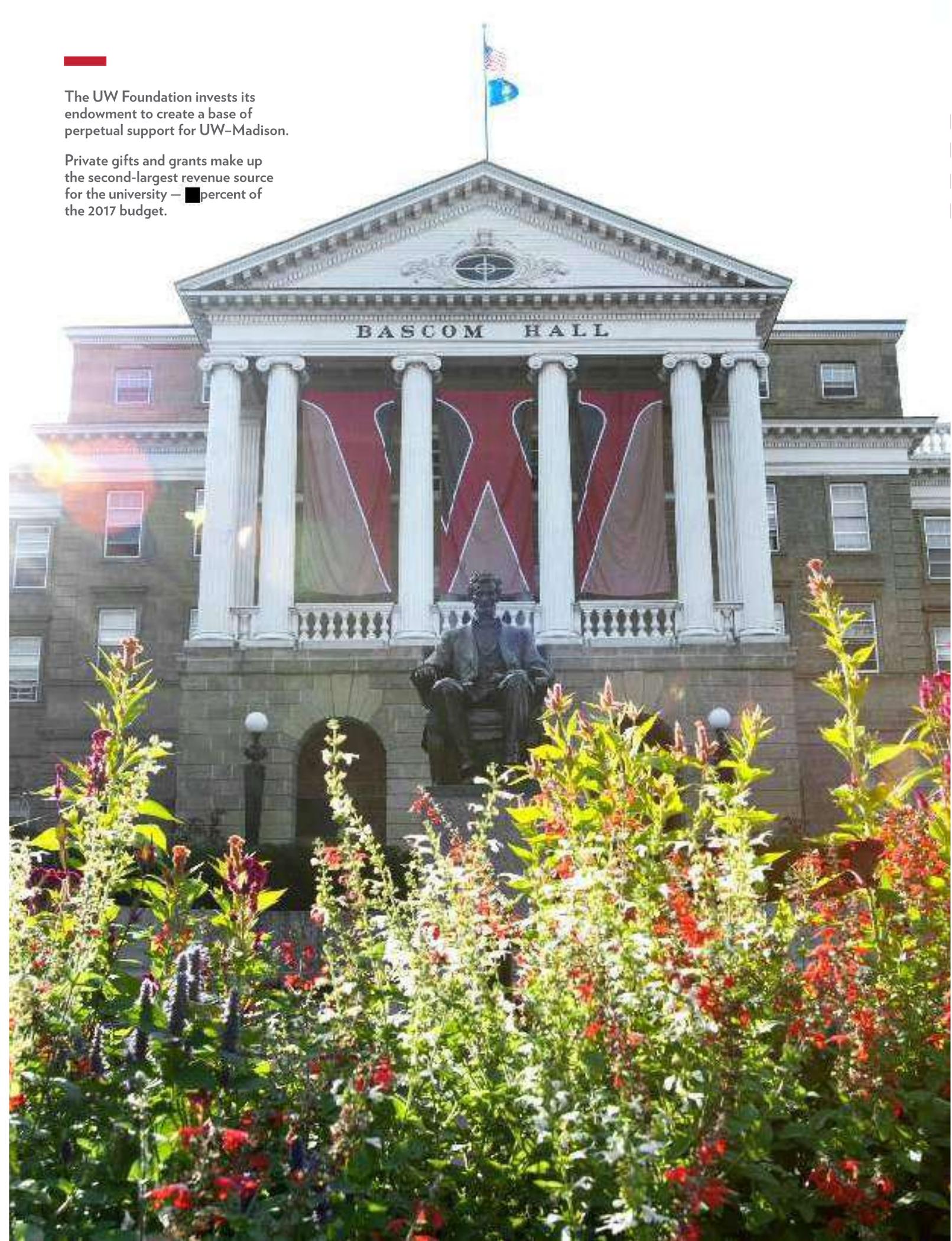
ON, WISCONSIN, AND ALL WAYS FORWARD!



President and CEO
Wisconsin Foundation and Alumni Association

The UW Foundation invests its endowment to create a base of perpetual support for UW-Madison.

Private gifts and grants make up the second-largest revenue source for the university — percent of the 2017 budget.





INVESTMENTS PERSPECTIVE

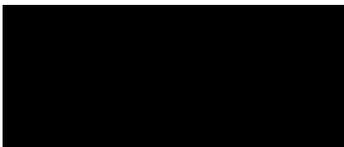
DEAR FRIENDS,

Global markets had a strong year in 2017, and investment performance for the stock and bond markets exceeded most expectations. As the year began, uncertainty about how the new federal administration would seek to exert influence on trade, taxation, and monetary policy was on investors' minds. Worries about North Korean aggression were weighed against compelling positive news regarding continued declining unemployment rates, good economic growth, and moderate inflation. As the year progressed, it was increasingly apparent that the combination of positive economic activity and ample investor liquidity was driving outsized returns across most asset classes. The year-end passing of U.S. tax reform contributed to push business and consumer confidence even higher. Most investment years are not this robust; it was a very good year for our endowment portfolio.

The endowment portfolio — focused on a long-term, perpetual, and globally diversified investment strategy — returned ■■■ percent for the year, while our policy benchmark returned ■■■ percent. The public-equity portfolio outperformed its benchmark while the real estate portfolio matched its benchmark. The private-equity and fixed-income portfolios contributed to the aggregate positive return while trailing their respective benchmarks. The total endowment portfolio returned ■■■ percent for the five-year period ending December 31, 2017, outperforming the performance of its benchmark return of ■■■ percent, annualized.

Thank you for the investment you have made in the University of Wisconsin. The endowed funds you have established continue to provide a significant source of income to the university to further its mission. We are proud to work with generous donors who have created a meaningful philanthropic legacy that supports the university in perpetuity.

ALL WAYS FORWARD!



Chief Investment Officer
Wisconsin Foundation and Alumni Association

ENDOWMENTS AT THE UNIVERSITY OF WISCONSIN FOUNDATION

A BASE FOR PERPETUAL SUPPORT

A cornerstone of private giving throughout the history of higher education, an endowment is based on initial gifts of substantial size that distribute annual income generated by investment. This income is used by the university to fulfill the purpose specified in the fund. Endowments not only serve as dependable and relatively predictable resources to help address new opportunities or meet recurring costs as they arise, but they are also sustained in perpetuity. They are gifts that truly last forever.

Endowed funds held by the UW Foundation are managed as long-term investments. The Foundation's individual endowment funds are all combined and invested as one portfolio.

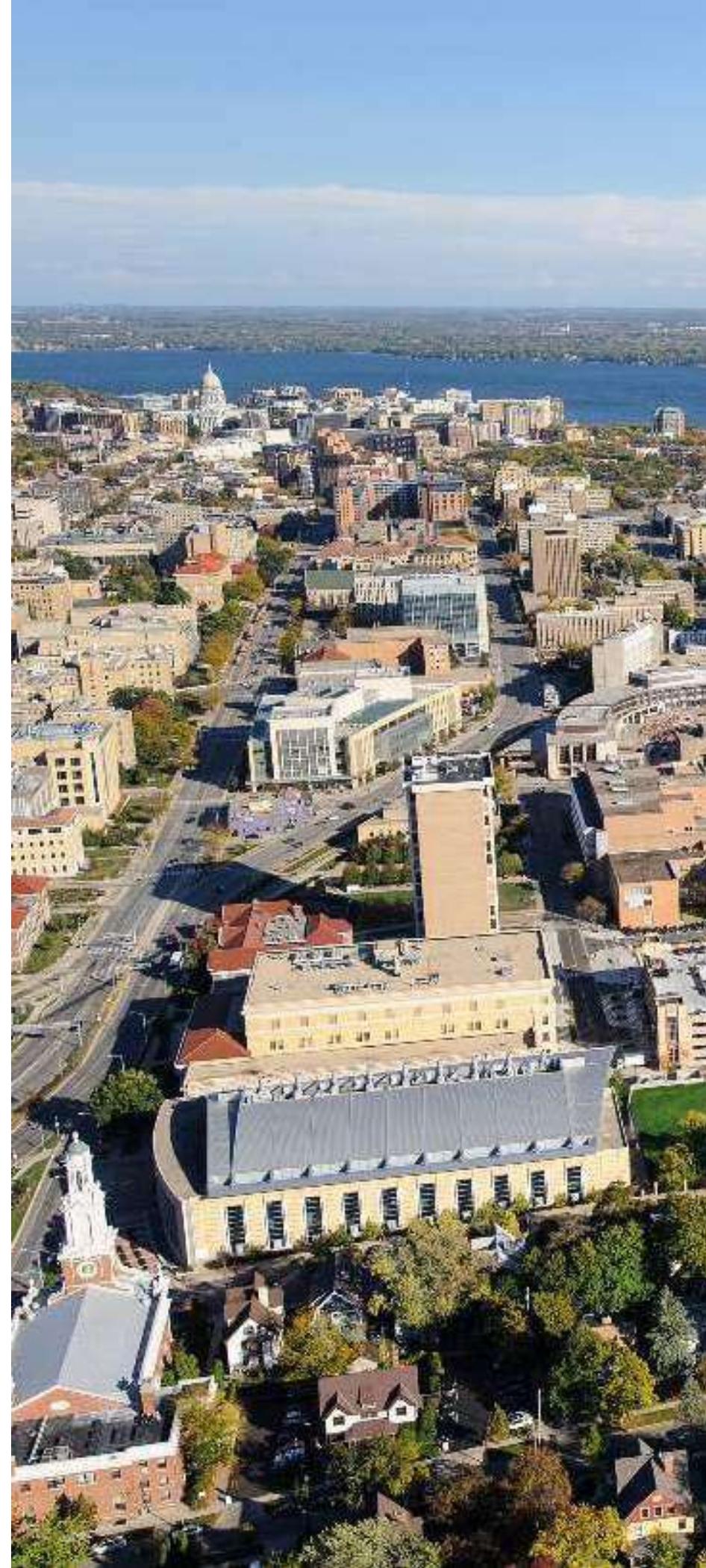
The Foundation's endowment pool operates much like a mutual fund. Each endowed fund owns a number of units in the pool. The number of units that each fund owns is determined by the value of those units at the time of investment. To preserve the endowment's value in perpetuity, the fund is invested to provide both spendable income and long-term appreciation of the principal (although depreciation is possible).

The growth of each endowment account comes from two areas: investment returns (less annual distributions) and additional gifts. For the endowment to exist in perpetuity, the investment return must outpace two primary threats to growth: the spending rate and inflation. To achieve this goal, investment of the endowment pool uses a total return concept, in which principal appreciation and income growth are expected to preserve the "purchasing power" of the endowment pool over the long term.

The Foundation's spending policy for 2017 distributed 4 percent of fund value, utilizing a quarterly distribution method that includes a 16-quarter moving average of unitized market values as its base. Because endowment-pool performance fluctuates in the short term, the use of a 16-quarter moving average helps to stabilize the income stream. The spending plan is reviewed annually by the Foundation's board of directors. Foundation staff members, along with the investment committee of the board of directors, continually review the pool's investment performance, analyze recommendations from professional investment managers, and determine an appropriate asset allocation. The current return objective, also reviewed annually by the Foundation's board of directors, is to achieve an annualized return of 6 percent over a complete market cycle (typically a five- to 10-year period).

WHAT IS AN ENDOWED FUND?

An endowed fund is a permanent, self-sustaining source of income. Endowed assets are invested, and each year, a portion of the value of the fund is paid out to support the fund's purpose. Any earnings in excess of this distribution are used to build the fund's market value. In this way, an endowed fund can grow and provide support for its designated purpose in perpetuity. When an endowed fund is established, a permanent legacy of support is created for the University of Wisconsin-Madison.



Just as important as maximizing total return is the objective of minimizing risk. The Foundation manages this goal by diversifying broadly across major asset classes, a plan that historically has been shown to minimize investment risk and enhance investment performance.

By investing in both public and private markets, the Foundation seeks to achieve further diversification benefits. Volatility and risk are expected within any one asset class. However, a well-diversified portfolio is designed to offset those risks over a longer period of time.

Foundation staff and the investment committee remain focused on responsibly stewarding and investing philanthropic gifts received. In addition to the ongoing responsibility to monitor the asset allocation targets and annually review the current long-term expected return, the Foundation remains committed to a cost-conscious investment operation. The focus continues to be on placing the utmost emphasis on investing gifts received so that their impact is meaningful and transformative for many years to come.

PROFILES IN PHILANTHROPY

THE TOPITZES FAMILY SCHOLARSHIP HELPS KATELYN PECHA GET A START IN LIFE.



06

When [REDACTED] considered how to support UW–Madison, they came to a simple conclusion: what the UW needs most is more need-based aid for its students.

“When we went to school, a student could get a summer job and earn enough money to pay for the next year’s tuition,” [REDACTED] says. “That just isn’t true anymore. Kids need to have money if they’re going to go to the university, and education is what will help them improve in life.”

The two created the [REDACTED] Fund, leveraging the Nicholas Match to institute a need-based scholarship to support a Wisconsin high school graduate attending UW–Madison.

Both [REDACTED] are Wisconsin natives, and both come from modest means. “Our parents valued education,” [REDACTED] says. “And what the UW gave us is more than just a career. It’s about lifelong learning. My education prepared me to be a lifelong learner. When

“What the UW gave us is more than just a career. It’s about lifelong learning. My education prepared me to be a lifelong learner. When I had just graduated and had my MS, I thought I knew everything, but what the UW really taught me was how to keep learning in a changing world.”

I had just graduated and had my MS, I thought I knew everything, but what the UW really taught me was how to keep learning in a changing world.”

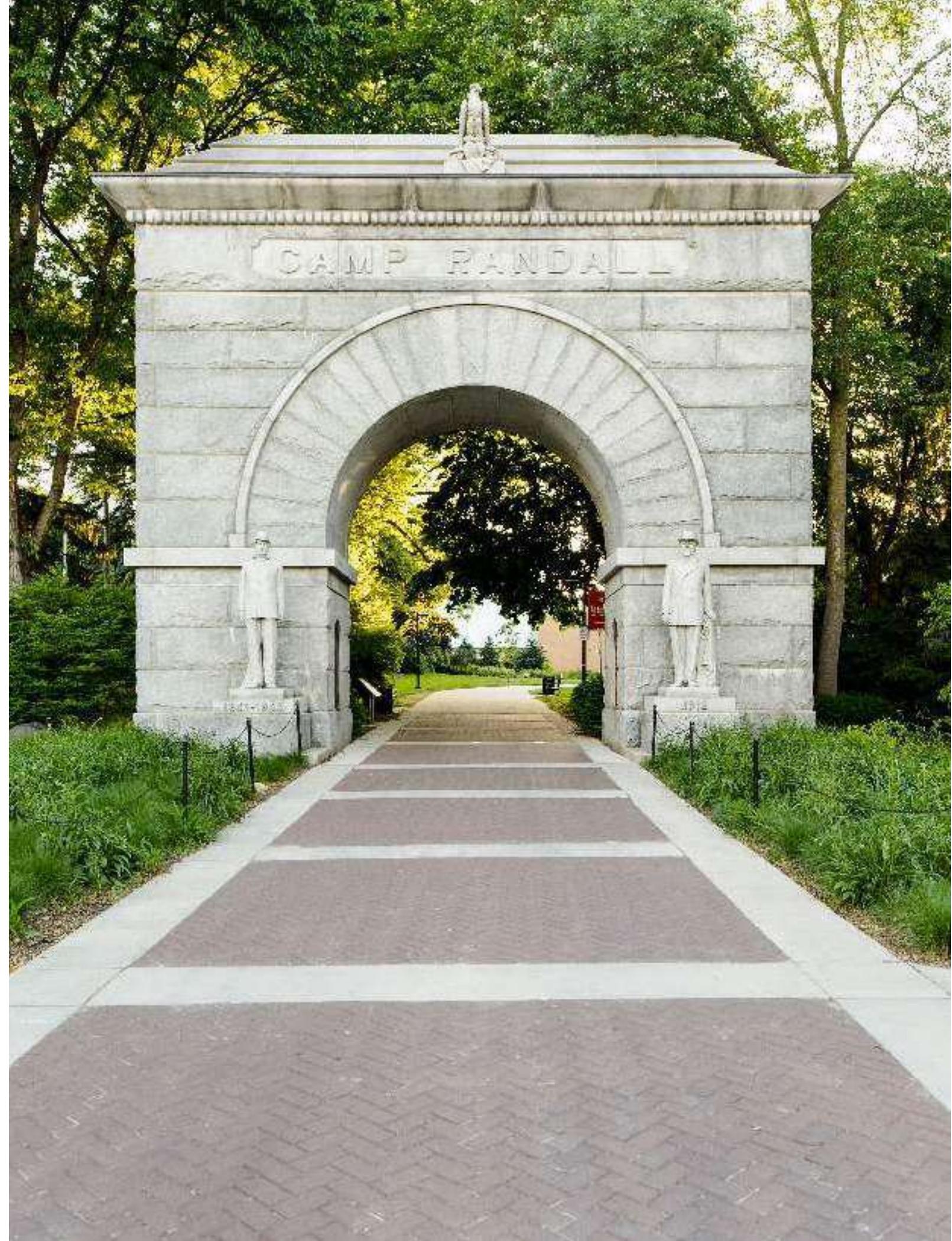
One of this year’s [REDACTED] [REDACTED] Family Scholarship recipients is [REDACTED], a first-generation college student from Slinger, Wisconsin. [REDACTED] has held several jobs and internships during her time on campus — working with the Wisconsin Union and the College of Letters & Science — and she’s in ROTC. She’s studying community and nonprofit leadership, but when she graduates, she’ll be a human resources officer in the army in addition to whatever career she pursues. She hopes to work in higher education so that she can spread to others the benefits she’s received from people like [REDACTED]

“This scholarship has meant a lot as I’m forging my path through school and finding a career,” [REDACTED] says. “My financial burden has been relieved, thanks to their generosity. I hope that one day I can give back in the same way.”



Bryce Richter, University Communications

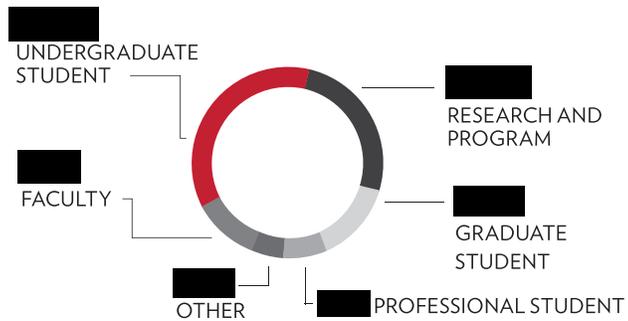




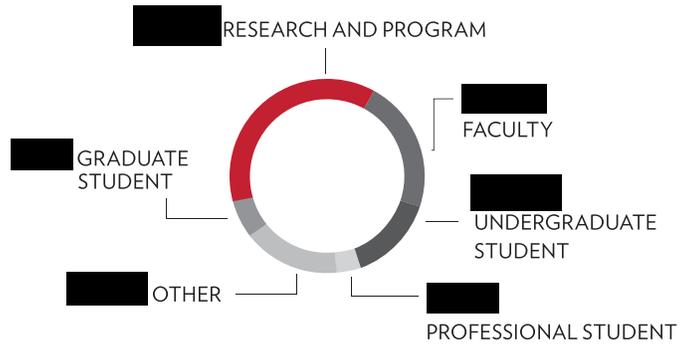
2017 ENDOWMENT SNAPSHOT

Student support is a major area of emphasis for All Ways Forward, the comprehensive campaign for UW–Madison. Currently the UW Foundation manages more than [REDACTED] in endowed scholarship funds. The endowment generated more than [REDACTED] for student support in 2017.

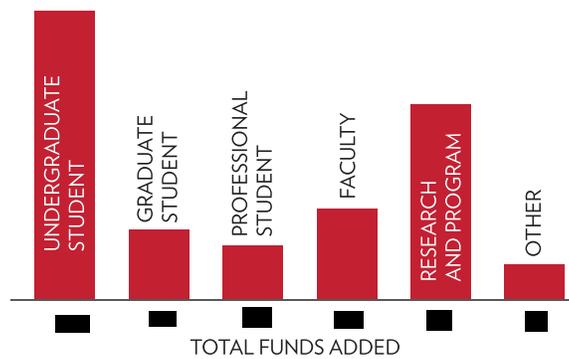
TOTAL NUMBER OF ENDOWED FUNDS



TOTAL DOLLARS TRANSFERRED TO UW-MADISON FROM THE ENDOWMENT IN 2017



TOTAL NUMBER OF ENDOWED FUNDS ADDED IN 2017

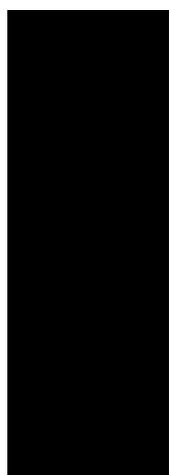


ASSET ALLOCATION AND INVESTMENT PERFORMANCE

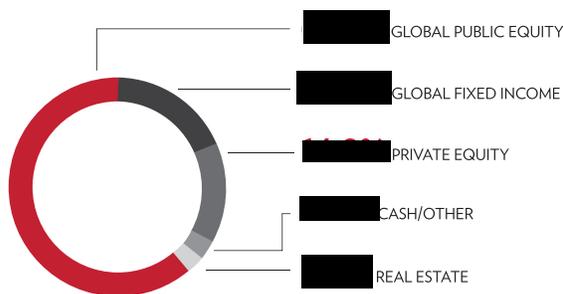
INVESTMENT PERFORMANCE*

Annualized for periods ending December 31, 2017

1 YEAR
3 YEARS
5 YEARS
10 YEARS
INCEPTION
(6/30/84)



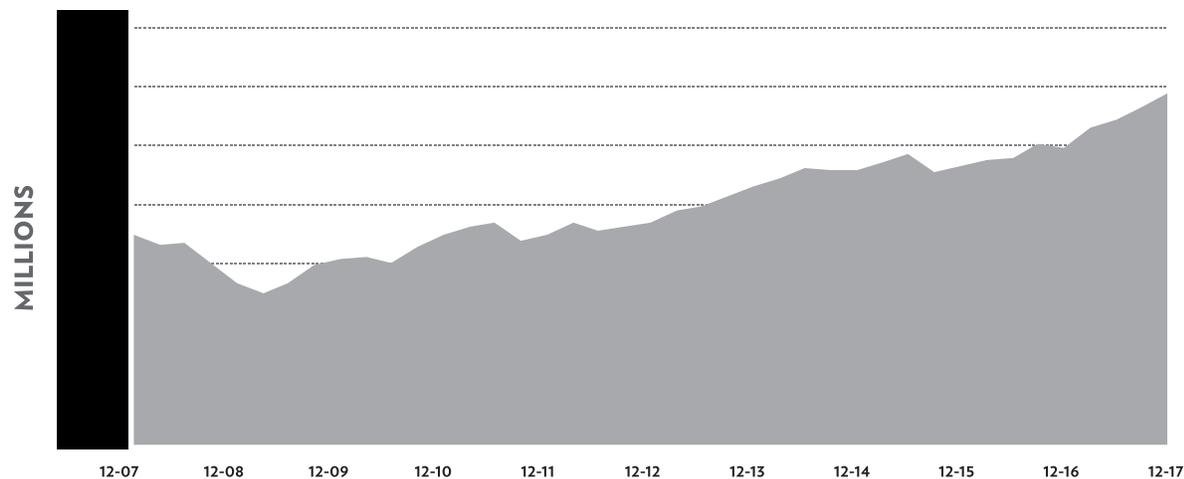
ASSET ALLOCATION AS OF DECEMBER 31, 2017



The University of Wisconsin Foundation endowment portfolio's current asset allocation is shown in the graph above. The asset allocation strategy has been established by the Foundation's board of directors and is reviewed at least quarterly to ensure that the portfolio's investment and diversification objectives are met.

GROWTH OF ENDOWMENT PORTFOLIO

as of December 31, 2017



*Net of external manager fees



FREQUENTLY ASKED QUESTIONS

What is the *spend plan allocation*? How much of the allocation is available to be spent on the fund's designated purpose?

The spend plan allocation represents the portion of the endowment pool's total return that is allocated as spendable income. Amounts allocated to this portion of the fund, plus any unspent accumulated prior allocations, are available to be spent by UW–Madison in support of the fund's designated purpose.

The spend plan, a policy set by the Foundation's board of directors, mandates that a percentage of each endowed fund be made available regularly according to the donor's wishes. The spend plan currently distributes █ percent of the endowment's average market value over the previous █ quarters.

Because endowment portfolio performance will fluctuate in the short term, the spend plan smooths the income stream, helping the university with annual budgeting and organizational planning.

How are the *spend plan allocation* and the market value of the endowment fund related to each other, and how does market volatility affect them?

Endowed funds are invested on a total-return basis. This means that they are invested to provide both spendable income and long-term appreciation of the principal, although depreciation is possible. The spend plan allocation is a portion of the total return of the endowment pool. Thus, when the payout is calculated quarterly and distributed to the spendable income portion of each fund, this amount is then deducted from the total return of the endowment pool. The remaining net return amount, either positive or negative, is allocated to increase or decrease the market value of the fund.

As the market value of the fund appreciates or depreciates in response to market volatility, the quarterly income allocated to the fund is also affected. Short-term market volatility generally has a minimal effect on the endowment fund payout, but longer-term volatility will ultimately affect the amount allocated. This method of income allocation, along with the emphasis on diversification, tempers the effect of short-term market volatility.

Continued

FREQUENTLY ASKED QUESTIONS, CONTINUED

What is meant by a fund's *endowment book value*?

When a gift is made to establish an endowment, it is invested in the Foundation's endowment pool. The gift value, or the value of the proceeds if the gift is not cash, is invested in the endowment pool and becomes the *book value*, also called *principal*, of the endowment fund.

Why do stock gifts appear as *other additions* and not *gift additions*?

When the Foundation receives gifts of stock, the securities are sold soon after the receipt of the shares. After the Foundation sells the stock, the net proceeds are deposited into the appropriate account within the fund. Due to market fluctuation and broker sale costs, the proceeds will differ (either higher or lower) from the initial gift value for which the donor is receipted.

WHOM SHOULD I CONTACT IF I HAVE FURTHER QUESTIONS?

For general questions about your fund, contact Brian Hettiger at 608-308-5464 or brian.hettiger@supportuw.org.

For questions about investments, contact David Golden at 608-308-5212 or david.golden@supportuw.org.





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