



Stephen F. Austin State University Foundation, Inc.

ESTABLISHED 1975

Purpose

- ▶ This corporation is organized exclusively for charitable or educational purposes within the meaning of section 501 (C) (3) of the Internal Revenue Code of 1986, as amended, and the regulations thereunder. More specifically, the corporation is organized and shall be operated exclusively to receive, hold, invest, and administer property, real and personal, tangible and intangible, and to make expenditures to or for the benefit of Stephen F. Austin State University within the meaning of section 170(b) (A) (iv) of the Internal Revenue Code of 1986, as amended, and regulations thereunder, as set forth in the corporation's Articles of Incorporation.

Agreement with the University

- ▶ The University recognizes the Foundation, a separately incorporated 501 (C) (3) organization, exists solely for the support of the University. The parties agree that the Foundation is a necessary and beneficial component of the University's overall program for universality advancement, including alumni engagement, and for the development and management of private sources of funding for capital acquisition, operations, endowments, and other purposes relating to the mission and priorities of the university, and to provide opportunities for students and a margin of institutional excellence unavailable with state funds.
- ▶ The University recognizes that the Foundation is a private corporation with the authority to keep all records and data confidential consistent with the law.
- ▶ The Foundation is the primary depository of private gifts and will transfer funds to the designated entity within the University in compliance with applicable laws, university policies, and gift agreements.

Executive Committee



Gerald "Jerry" Schlieff '70
Chair



Deborah Nichols Pruitt, JD
Vice Chair



Kathy Lehmann
Secretary



Ron Collins '79
Finance Chair



Jane Green
Past Chair

Total Assets \$99 Million

Endowments

\$98 Million (98%)

Annuities

\$573 Thousand (.5%)

Donor Advised Funds

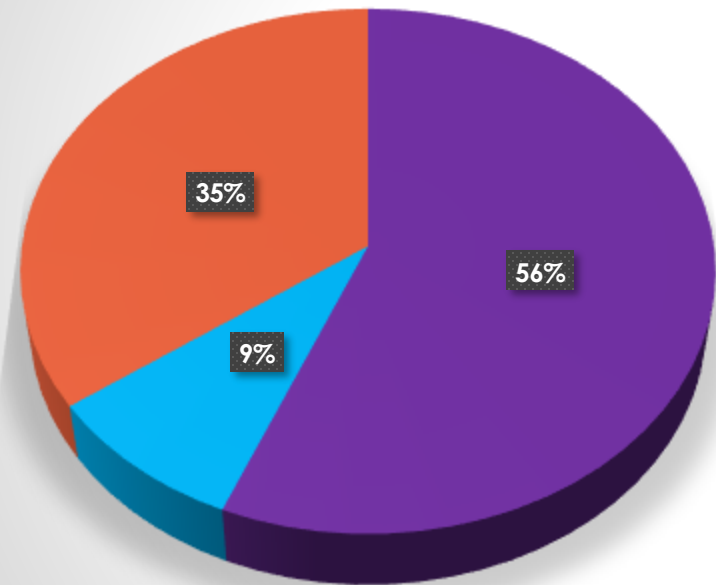
\$413 Thousand (.5%)

Endowment Funds

Student Scholarships	Faculty Support	Program Support
\$43,101,361.42	\$6,788,951.08	\$26,709,068.68
56%	9%	35%

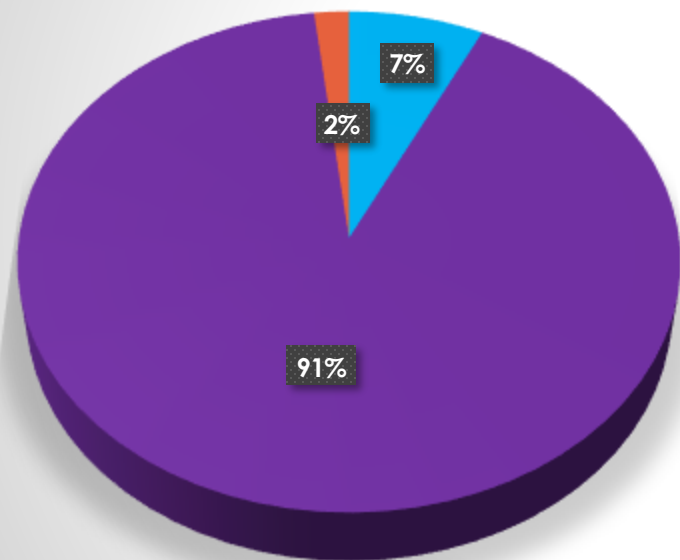
Athletics	Academics	Other
\$5,529,552.62	\$69,648,550.63	\$1,421,277.93
7%	91%	2%

Endowment Fund Types



- Scholarships
- Faculty Support
- Program Support

Endowment Breakdown



- Total Funds supporting Athletics
- Total funds supporting Academics*
- Total Funds supporting Other

Question 1

- ▶ What is the source of funds coming from the foundation into the Development office? What are the constraints on them? A management fee of up to 1% is taken from annual earnings of investments to support foundation operations and overall development/alumni engagement efforts. Funds must be used solely for pre-authorized fundraising and alumni engagement expenses. These funds are managed and checks are issued by the foundation, not the university development office or otherwise. Additionally, the foundation distributes 4% annually from endowment earnings to respective university spending accounts according to donor's directives.

Question 2

- ▶ How much has come into the university from the foundation each year over the last five years? It varies as it depends on the source. If we are talking about capital projects at the university, the foundation collects private gifts until funds are transferred from the foundation to the university for a university special project i.e. academic classroom renovation, football turf and track project, etc. Otherwise a portion of the 1% management fee to support overall development efforts might pay for any aspect of development operations per the agreement between the university and foundation.

Question 3

- ▶ How can we trace the infusion of those funds into the budget book--both on the revenue side, and on where they get allocated as expenses?
Request from the university.

Question 4

- ▶ How do these funds break out across operating funds vs. capital project funds vs. funds not distributed for some reason? It is different every year depending on variables including, but not limited to, the scope of need and donor's directive. Some donors desire immediate use for operations or capital projects or otherwise. If it is immediate use, it typically will go from the foundation to a university account to be spent right away. If it is a capital project that will take time to raise funds as to reach the target amount needed, the foundation will hold funds in a risk adverse account until the project goal is met and then issue the check. The only funds not distributed would be due to the endowment minimum level necessary to fund the endowment is not met, or the university account manager states they don't need the 4% and requests funds be reinvested into the respective endowment fund.

Question 5

- ▶ Given the university's expenses on the office's salaries and operating costs, what is the office's effective ROI, and how has that been calculated?

YEAR	TOTAL GIVING	TOTAL OPERATIONS	RATIO		
FY11	\$8,580,787.29	\$952,785.30	9.006003021		Combined Ratio 113.2073
FY12	\$4,713,073.63	\$976,117.88	4.828385717		Divided by total years 11.32073
FY13	\$6,970,908.32	\$971,232.54	7.17738341		10-Year Average 11.3:1
FY14	\$10,014,110.76	\$1,079,474.70	9.276836928		
FY15	\$7,979,919.13	\$913,809.12	8.732588629		
FY16	\$9,594,774.96	\$905,609.75	10.59482295		
FY17	\$7,950,659.36	\$932,382.08	8.527254578		
FY18	\$11,127,669.28	\$914,068.02	12.17378689		
FY19	\$12,061,401.51	\$1,112,664.99	10.84010157		
FY20	\$18,587,315.30	\$1,252,400.24	14.84135399		
FY21	\$17,612,043.77	\$1,023,431.75	17.20881121		
			113.2073289		

Question 6

- ▶ Where does the money raised on the Road Show go? Gifts secured during the 2021 road show are directed by the donor. The ones secured during this past summer road show included planned gifts designated to academic endowments.