
KSU Foundation

K-STATE
2025

KANSAS STATE
UNIVERSITY



KSUF Contributions Toward K-State 2025 Success

November 29, 2016



Partnership Commitment

- University's K-State 2025 plan is the platform for all of our philanthropic work
- Transparency & shared governance
 - Board, strategic retreats, annual evaluation, critical decisions
- Promoting one K-State philosophy
 - Continued growth in partnership with the Academy, Alumni Association & Athletics

Extraordinary ROI and impact

- \$17,245,089 invested in sole source (FY12-16)
- ROI \$462,221,327 (major gifts) - 2680% return
- Efficiency & effectiveness stats...
 - Producing at the level of top 50 peers (\$150M+)
 - Fundraising staff is efficient & effective



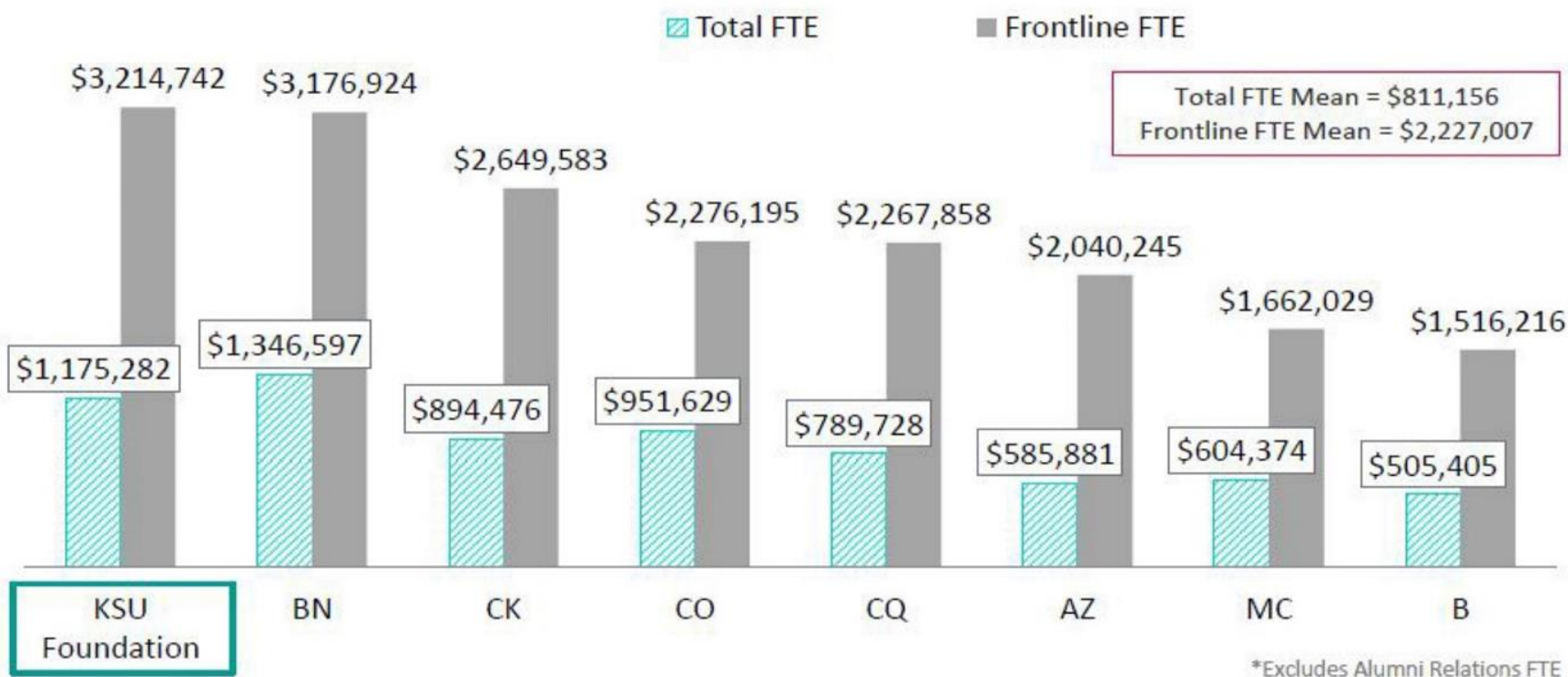
Dollars raised per total budget dollar



Peer set - Auburn, Clemson, Oklahoma State, Purdue, Rutgers, Missouri, Oregon



Dollars raised per development and frontline FTE*



Peer set - Auburn, Clemson, Oklahoma State, Purdue, Rutgers, Missouri, Oregon

Successful Signature driver for K-State 2025

Innovation & Inspiration Campaign

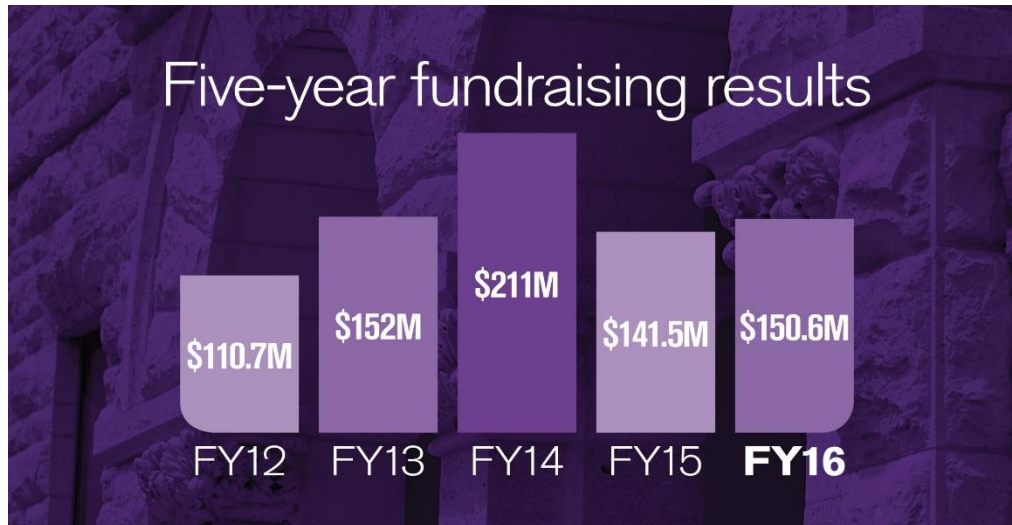
- \$921M toward \$1B goal
- Providing urgency to support the priorities of K-State 2025
- Campaign is raising the bar for philanthropic giving to advance K-State 2025



Targeted Philanthropy Effectiveness

- **Student Funding – over 37% increase in the last three years**
 - February 2013 – approximately \$12m in cash
 - 2,335 endowed scholarships
 - 635 expendable scholarships
 - February 2016 – approximately \$16.5m in cash
 - 2,535 endowed scholarships
 - 662 expendable scholarships
- **Facilities – over 27% provided by private gifts**
 - Approximately \$339.9M invested in academic facilities since FY12
 - **\$93.6M in private funding**
- **Faculty**
 - **41** new endowed faculty positions, totaling **\$43.5M** in private endowment

Pursuing Annual Production Growth

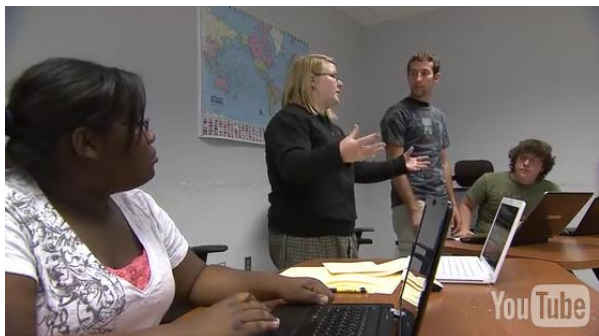


\$100M to \$150M
and beyond

- Planning to scale KSUF to produce \$165M sustained by 2021
- Operating model being considered at Dec 2016 BOD meeting

Innovation – Value added Student Focus

- Open/Alternative Textbook Initiative
- Career Coaching
- Leadership Studies – Snyder Leadership Legacy Fellows
- Center for Risk Management & Research
- Berney Family Welcome Center



Force Multipliers – KSU Student Foundation

- Activities creating understanding and a lasting culture of philanthropy
- Atmosphere of appreciation and aspirational desire to give back in the future



Force Multipliers - Trustees, Campaign Volunteers

- Elevated expectations of commitment
- Dedicated advocates, ambassadors & investors
 - Lifelong shareholders
 - Proactive engagement in leadership activities
 - Advocacy work in matters impacting K-State





Strategic Communication

Promoting the excellence & achievements of K-State – Specifically referring to K-State 2025

- Good for K-State magazine
- Social media
- Email campaigns
- Website videos

Economic Development in Action

- Phase I fully leased
- Phase II pending approval in Dec 2016
- Major P3 project at Anderson Ave. Global Campus site in planning phase with K-State

