

## MONTANA STATE UNIVERSITY ALUMNI FOUNDATION

TABLE I - FOUNDATION SUPPORT OF UNIVERSITY  
as of June 30, 2014 (unaudited)

	FY2014	FY2013	FY2012
Foundation Funds Supporting University <sup>[1]</sup>			
Scholarships	\$ 3,201,470	\$ 2,286,820	\$ 1,917,213
Programmatic	\$ 3,524,616	\$ 2,881,027	\$ 3,120,316
Capital	\$ 11,912,173	\$ 1,083,289	\$ 7,873,694
Other	\$ 125,000	\$ 125,000	\$ 125,000
Contracted Services <sup>[2]</sup>	\$ 506,526	\$ 442,205	\$ 290,521
<b>Total Foundation Funds</b>	<b>\$ 19,269,785</b>	<b>\$ 6,818,341</b>	<b>\$ 13,326,744</b>
University Funds to Foundation			
Advancement Services <sup>[3][4]</sup>	\$ 1,250,000	\$ 1,187,500	\$ 1,103,500
Investment Administrative Fee <sup>[5]</sup>	\$ 152,231	\$ 142,286	\$ 138,004
<b>Total University and University-Directed Funds</b>	<b>\$ 1,402,231</b>	<b>\$ 1,329,786</b>	<b>\$ 1,241,504</b>
<b>Net Foundation Funds to University</b>	<b>\$ 17,867,554</b>	<b>\$ 5,488,555</b>	<b>\$ 12,085,240</b>

[1] Foundation owned funds transferred to/in support of the university

[2] Foundation payments for services rendered by the university

[3] University payments to foundation for contracted services per 2014 Operating Agreement

[4] Per 2014 Operating Agreement, contracted services include development, investment management, alumni relations, events, and other services

[5] Investment management fees assessed on university owned funds managed by the foundation

## MONTANA STATE UNIVERSITY ALUMNI FOUNDATION

TABLE II - Investment Management  
as of June 30, 2014 (unaudited)

	FY 2014	FY 2013	FY 2012	
<u>Long Term Investment Portfolio Balance</u>				
Foundation Funds	\$ 143,138,627	\$ 123,977,081	\$ 111,448,853	
Agency Funds <sup>[1]</sup>	\$ 8,187,249	\$ 7,489,107	\$ 7,044,761	
Related Agency Funds <sup>[2]</sup>	\$ 1,595,117	\$ 1,406,872	\$ 1,277,349	
<b>TOTAL</b>	<b>\$ 152,920,993</b>	<b>\$ 132,873,060</b>	<b>\$ 119,770,963</b>	
	<u>Annualized Return - FY 2014</u>			
	1 Yr.	3 Yr.	5 Yr.	10 Yr.
Long Term Investment Portfolio Balance	15.1%	8.6%	11.1%	6.6%
Benchmark <sup>[3][4]</sup>	16.2%	10.4%	12.3%	8.0%

[1] Funds owned by the university

[2] Funds owned by a third party agency or other university affiliated 501c3

[3] Investment benchmark determined by governing board of foundation

[4] MSUAF Investment Policy Benchmark consists of 20% Russell 3000, 20% EAFE, 20% T-Bills +5%, 15% CPI +5%, 10% Barclays AGG, 15% Russell 3000 +2%

## MONTANA STATE UNIVERSITY ALUMNI FOUNDATION

TABLE III - SELECTED PERFORMANCE METRICS

as of June 30, 2014 (unaudited)

	FY 2014	FY2013	FY2012
<b>DEVELOPMENT SERVICES</b>			
<u>Fundraising</u>			
Gifts & Pledges			
> \$10,000	231 \$ 17,225,381	164 \$ 5,106,809	132 \$ 29,687,862
\$1,000 - \$10,000	657 \$ 1,609,496	679 \$ 1,398,175	532 \$ 1,217,513
< \$1,000	8,426 \$ 821,838	13,280 \$ 1,154,747	13,077 \$ 1,094,032
Conditional Pledges <sup>[1]</sup>	44 \$ 4,152,422	21 \$ 5,137,608	19 \$ 2,287,470
Total <sup>[2]</sup>	9,358 \$ 23,809,137	14,144 \$ 12,797,339	13,760 \$ 34,286,876
<u>Invested</u>			
% Endowed	47.6% \$ 11,322,099	51.9% \$ 6,647,736	11.0% \$ 3,782,143
% Current	52.4% \$ 12,487,038	48.1% \$ 6,149,603	89.0% \$ 30,504,733
Total	\$ 23,809,137	\$ 12,797,339	\$ 34,286,876
<u>Restriction</u>			
% Restricted	97.0% \$ 23,103,846	94.6% \$ 12,108,383	99.2% \$ 34,010,497
% Non-Restricted	3.0% \$ 705,291	5.4% \$ 688,956	0.8% \$ 276,379
Total	\$ 23,809,137	\$ 12,797,339	\$ 34,286,876
<u>Purpose</u>			
% Scholarships	22.2% \$ 5,289,552	35.2% \$ 4,500,311	13.1% \$ 4,503,008
% Programmatic	51.0% \$ 12,132,609	62.5% \$ 7,996,991	84.1% \$ 28,843,604
% Capital	26.8% \$ 6,386,976	2.3% \$ 300,037	2.7% \$ 940,264
Total	\$ 23,809,137	\$ 12,797,339	\$ 34,286,876
<u>Other Activities</u>			
Donor Funds	1,590 \$ 179,308,865	1,521 \$ 154,708,804	1,452 \$ 131,171,151
Distributions	5,368 \$ 18,638,259	4,592 \$ 6,251,136	4,545 \$ 12,911,223
Receipts & Acknowledgements	20,082	21,416	21,764
<b>ALUMNI SERVICES</b>			
<u>Membership</u>			
Annual	4,117	3,336	3,323
Life	7,856	7,414	7,164
Total	11,973	10,750	10,487
<u>New Membership</u>			
Annual	1,435	624	471
Life	209	218	59
Upgraded	1,644	149	36
<u>Other Measures</u>			
Alumni Donors	4,197	4,623	4,410

[1] Conditional pledges, documented bequests, and revocable commitments

[2] Figures do not include revenues or transactions from Alumni Association dues or agency/other university affiliated 501c3 funds which totaled 7,608 payments with revenue of \$1,600,965 in FY 2014