

SCHOOL OF

*Investing
in the
Future*

Your 2019 Stewardship Report

EMPORIA STATE
UNIVERSITY

FOUNDATION



At Emporia State, we care about students. We want everyone to reach their highest potential and access opportunities for success. We believe the best investments are those made to help others reach their full potential, and we know that our highly personal, high-impact learning environment is the surest way to make this a reality.

It is clear you believe in this investment too. We are grateful for your commitment to providing students access to the life-shaping opportunities that an Emporia State education offers.

We are sending you this report to provide a view of how we steward and manage the generous investments of our supporters. The Foundation's Board of Trustees and staff value every dollar received and work hard to maximize the impact on students. Last year, we transferred \$8.8 million in private gifts and interest earned to provide our students with the first-class education they need and deserve. Thank you for helping us invest in the future!



Allison D. Garrett
University President



Shane Shivley
Foundation President

Transformational gifts with lasting impact

An ESU endowed fund established with a gift of \$100,000 can provide nearly \$470,000 to the university over 50 years. Here's how: based on an average return on investment of 7.9%, an annual distribution payout to the university of 3.5%, and a 2.40% endowment management fee*, in 15 years \$59,900 will have been distributed to the university. At the end of 25 years, the endowment will have distributed \$111,400 to the university; in addition, the endowment balance will have grown by more than \$65,000. In 50 years, the endowment will have paid \$296,500 to the university and the endowment balance will have grown by more than \$173,000, all from an original gift of \$100,000 today.

This is how an endowment creates an enduring impact that honors the philanthropy of family and individual donors who make an investment in their university's future.

** The endowment management fee provides critical resources to enable the ESU Foundation team to efficiently accept, receipt, allocate, steward, invest, monitor, expend, and report on the thousands of gifts and funds under our care.*

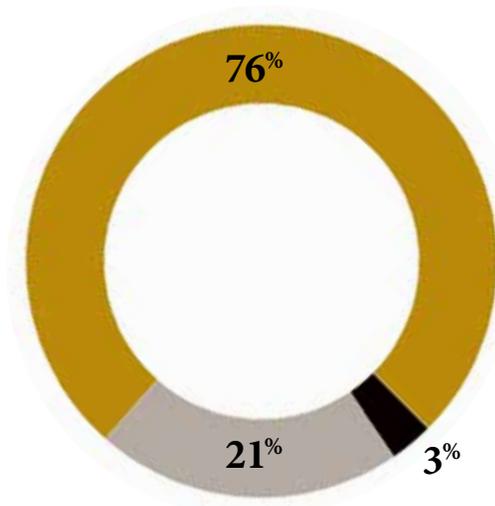
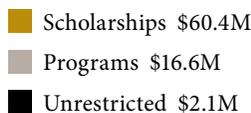


Endowment by Purpose

Emporia State University Foundation (ESUF) holds more than 1,150 segregated endowment funds which support a variety of purposes including scholarship awards, departmental and program support, and other needs. This chart illustrates the makeup of our pooled endowment funds according to the donors' intended impact.

Total value of endowments as of June 30, 2019
\$79,116,123

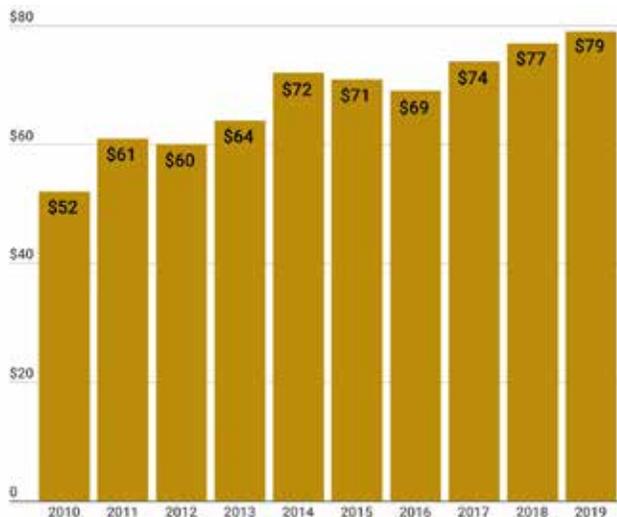
Total distribution available from endowments for academic year 2019/2020: **\$2,636,600**



Endowment Market Value (in millions)

As of June 30, 2019

At fiscal year-end, the Foundation's endowment was valued at \$79.1 million, an increase of 2.6% from prior year and a 69% increase over the last ten years. Over this time, the endowment has distributed \$39.8 million to the University and Foundation, while adding \$49 million through investment earnings and \$23 million through endowment gifts. This strong growth has allowed the Foundation to lower the endowment management fee by 145 basis points over the last five years. This chart illustrates the endowment's growth over the last ten years.

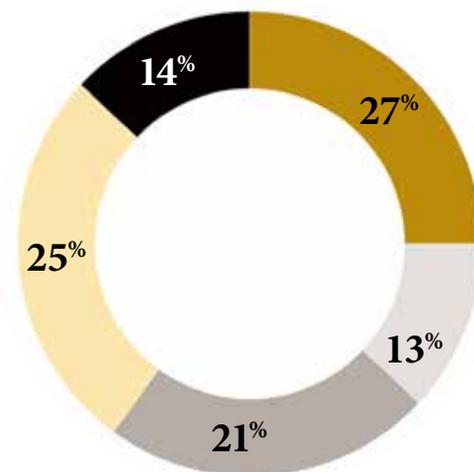


Total market value at fiscal year end

Endowment Asset Allocation

As of June 30, 2019

ESUF's endowment fund is invested using a diversified approach which includes equities, fixed income, and alternative assets. The investment objectives of the fund require a disciplined and consistent management approach with a long-term focus. The spending distribution policy is conservative and designed to smooth annual variations in market returns.





Thank you!

Thank you so much for helping the students of ESU! Your support is a great help for all the students, and I am truly honored to be a part of it. I am a sophomore double majoring in Psychology and Spanish. It is truly exciting because it gives me the opportunity to broaden my horizons. I can't wait until I can walk across that stage and know "I did it!" I did it for my parents who immigrated from Mexico, for my people, and most importantly for myself. This would not be possible without your support. Stingers up!

Marisleysis

Sophomore, Psychology and Spanish | Emporia, KS

On behalf of my fellow Hornets and myself, I would like to say 'thank you' for your generous donations that benefit our education. Because of supporters like you, I have been able to chase my dreams while remaining involved in our campus. I currently hold two executive positions in ESU Ambassadors and Union Activities Council, and I'm also heavily involved in my sorority, Sigma Sigma Sigma. All of these amazing things are made possible with your help! Thank you so much!"

Lizzy

Sophomore, Sports Leadership & Recreation | Americus, KS

Thank you so much for all you contribute to the students here at ESU. Thanks to your generosity, I have been able to immerse myself in so many opportunities here on campus and have even set up meaningful connections for my future, as many other students have as well. Your support and generosity are so appreciated. Thanks for giving me and countless other Hornets the opportunity to succeed.

Jacob

Senior, Communication | Hutchinson, KS

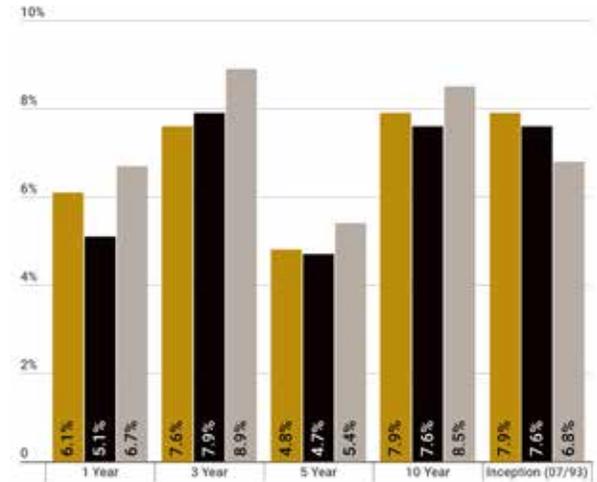
Endowment Investment Performance

Annualized Returns Net of Fees for Periods Ending June 30, 2019

Our Investment Committee and investment consultant, Pavilion, regularly monitor and assess national and global economic indicators and their effect upon ESUF endowment earnings. Our long term investment pool returned 6.1% for the one-year period ending June 30, 2019, outperforming the policy index return of 5.1%. Much of this strong relative performance vs. policy can be attributed to protecting capital during the tumultuous fourth quarter while keeping up with the strong returns during the first half of calendar year 2019.

Since establishing our long-term pooled investment strategy in July 1993, our investment returns have exceeded both the policy allocation index and a 70%/30% blended benchmark. Our long term return is closely aligned with our stated goal of 8%, and the Investment Committee continues to focus on long-term growth while being mindful of risk in the current market environment.

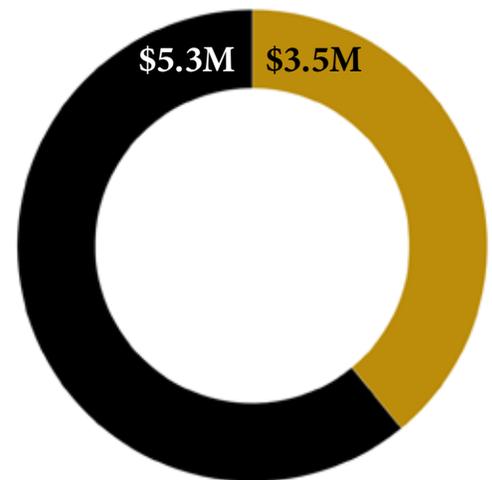
■ ESU Foundation
 ■ Policy Index
 ■ 70/30



Resources for Emporia State University

Each year, the Foundation provides millions to the University in scholarship awards and program support, including equipment purchases, faculty salary supplements, and other departmental enhancements. In the fiscal year 2019, the Foundation delivered \$8.8 million in total resources to enhance the University's mission. This represents a 46% increase over the \$6.0 million provided in the prior year.

■ Scholarships & Student Awards \$3.5M
 ■ Programs, Faculty, Facilities, Etc. \$5.3M
 TOTAL - \$8,801,183





2018-19 Emporia State University Foundation Board of Trustees

Leadership

Beth Paladino | BS 1979 | Royal Oak, MI – Board Chair
 Russ Everhart | BSB 1990, MS 1996 | Leawood, KS – Vice Chair
 Diane Beatty | BSB 1978 | Edmond, OK – 2nd Vice Chair
 Steve Williams | BS 1964, MS 1969 | Newton, KS – Past Board Chair

Gary Allerheiligen+
 Ike Diel+
 Jason Fanning+
 Dale Gibbens+
 Angela Hoffman*
 Charlene Hughes*
 Linda Hurt+

+Executive Committee

Jim Kessler*
 Greg Kossover+
 Jonathan Krueger*
 Gene Merry*
 Don Miller*
 Mike Petitjean+
 J.D. Rios*

*Finance Committee

Noel Roach*
 Trip Shannon*
 Karen Sommers+
 Harry Stephens+
 Tom Thornbrugh+
 Richard Zahn+

Membership

DeWayne Backhus
 Jim Barnett
 Larry DeBauge
 Joyce Didde
 Skip Evans
 Joyce French
 Jodie Fund
 Ray Harvey

Jerry Herbert
 Larry Irick
 Russ Jenkins
 Troy Johnston
 Denise Kruse
 John Kudlacek
 Teresa Martin
 John McDonald

Kim Penner
 Steve Sauder
 Mark Schreiber
 Dan Shanelec
 John Stibal
 Debra Wynn
 Terry Young

QUESTIONS? CONTACT US!



Jennifer Denton

Vice President for Stewardship & Administration, Foundation
620.341.6467 | jdenton1@emporia.edu



John "Trip" Shannon

Director of Fiscal Affairs, Foundation
620.341.6472 | jshannon@emporia.edu



Sarah Eimer

Director of Donor Relations, Foundation
620.341.6445 | seimer@emporia.edu



Regina Tolbert

*Scholarship & Student Resource Coordinator, Financial Aid,
Scholarship & Veterans Services*
620.341.5129 | rtolbert@emporia.edu

We are here for you!

SCHOOL OF

Compelling Experiences

At ESU, we stay focused on programs and initiatives that pay off for our students. It's a successful approach, and it shows in the ways our students invest their time and in what they achieve.

97%

Average Career Outcomes
Rate for Emporia State Grads

#1

Highest retention
rate ever in 2019

ONLY

Public University in Kansas
named a College of Distinction
for 3 consecutive years

LOWEST

Average student debt
of all public universities
in Kansas

63%

Students Participate
in Internships

19,116

Hours in community
service last year



EMPORIA STATE
UNIVERSITY

FOUNDATION

1500 Highland Street • Emporia, Kansas 66801-5018
620.341.5440 • sacfound@emporia.edu