

## MONTANA STATE UNIVERSITY ALUMNI FOUNDATION

TABLE I - FOUNDATION SUPPORT OF UNIVERSITY

as of June 30, 2013 (unaudited)

	FY2013	FY2012 <sup>[6]</sup>	FY2011
Foundation Funds Supporting University <sup>[1]</sup>			
Scholarships	\$ 2,286,820	\$ 1,917,213	\$ 2,031,151
Programmatic	\$ 2,881,027	\$ 3,120,316	\$ 3,031,848
Capital	\$ 1,083,289	\$ 7,873,694 <sup>[7]</sup>	\$ 819,406
Other	\$ 125,000	\$ 125,000	\$ 125,000
Contracted Services <sup>[2]</sup>	\$ 442,205	\$ 290,521	\$ 135,994
<b>Total Foundation Funds</b>	<b>\$ 6,818,341</b>	<b>\$ 13,326,744</b>	<b>\$ 6,143,399</b>
University Funds to Foundation			
Advancement Services <sup>[3][4]</sup>	\$ 1,187,500	\$ 1,103,500	\$ -
Development Services	\$ -	\$ -	\$ 100,000 <sup>[8]</sup>
Development Services, Cost Share	\$ -	\$ -	\$ 433,191 <sup>[9]</sup>
Investment Administrative Fee <sup>[5]</sup>	\$ 142,286	\$ 138,004	\$ 140,844
Alumni Relation Appropriation	\$ -	\$ -	\$ 359,620 <sup>[10]</sup>
Foundation Funds Redirected by University			
Development Services, Cost Share	\$ -	\$ -	\$ 42,332 <sup>[11]</sup>
<b>Total University and University-Directed Funds</b>	<b>\$ 1,329,786</b>	<b>\$ 1,241,504</b>	<b>\$ 1,075,987</b>
<b>Net Foundation Funds to University</b>	<b>\$ 5,488,555</b>	<b>\$ 12,085,240 <sup>[12]</sup></b>	<b>\$ 5,067,412</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 2012 Operating Agreement, post foundation and alumni association merger

[4] Per 2012 Operating Agreement, contracted services were expanded to include development, investment management, alumni relations, events, and other services

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

[6] Figures have been revised to reflect adjustments made during the 2012 audit process

[7] Capital in 2012 includes \$7.2 million of non-recurring support transferred in 2012 but requiring administrative servicing over multiple years

[8] University payments to foundation for contracted development services per 2010 Memorandum of Understanding (MOU)

[9] University payments to foundation for contracted cost share per 2010 MOU

[10] University appropriation to alumni relations department prior to FY 2012

[11] Foundation funds available to the university and redirected by the university as payment for contracted cost share per 2010 MOU

[12] The 2012 Net Foundation Funds to University includes \$3.2 million in advance payment of pledges not yet received, creating a balance net of financing of \$8.9 million

## MONTANA STATE UNIVERSITY ALUMNI FOUNDATION

TABLE II - Investment Management  
as of June 30, 2013 (unaudited)

	FY 2013	FY 2012	FY 2011
<u>Long Term Investment Portfolio Balance</u>			
Foundation Funds	\$ 123,977,081	\$ 111,448,853	\$ 100,507,916
Agency Funds <sup>[1]</sup>	\$ 7,489,107	\$ 7,044,761	\$ 7,498,059
Related Agency Funds <sup>[2]</sup>	\$ 1,406,872	\$ 1,277,349	\$ 4,313,077
<b>TOTAL</b>	<b>\$ 132,873,060</b>	<b>\$ 119,770,963</b>	<b>\$ 112,319,052</b>

	Annualized Return - FY 2013			
	1 Yr.	3 Yr.	5 Yr.	10 Yr.
Long Term Investment Portfolio Balance	12.4%	8.9%	3.6%	6.6%
Benchmark <sup>[3][4]</sup>	13.4%	11.7%	6.0%	8.0%

[1] Funds owned by the university

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

[3] Investment benchmarks 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 300 +2%

**MONTANA STATE UNIVERSITY ALUMNI FOUNDATION**

TABLE III (a) - SELECTED PERFORMANCE METRICS (Accrual Basis)

as of June 30, 2013 (unaudited)

	FY 2013	FY2012	FY2011
<b>DEVELOPMENT SERVICES</b>			
<u>Fundraising</u> <sup>[1]</sup>			
Gifts & Pledges			
> \$10,000	164 \$ 5,106,809	132 \$ 29,687,862	185 \$ 10,994,469
\$1,000 - \$10,000	679 \$ 1,398,175	532 \$ 1,217,513	623 \$ 1,497,391
< \$1,000	13,280 \$ 1,154,747	13,077 \$ 1,094,032	13,541 \$ 1,177,583
Conditional Pledges	21 \$ 5,137,608	19 \$ 2,287,470	30 \$ 3,730,639
<b>Total</b> <sup>[2]</sup>	<b>14,144 \$ 12,797,339</b>	<b>13,760 \$ 34,286,876</b>	<b>14,379 \$ 17,400,082</b>
<u>Invested</u>			
% Endowed	51.9% \$ 6,647,736	11.0% \$ 3,782,143	13.7% \$ 2,389,801
% Current	48.1% \$ 6,149,603	89.0% \$ 30,504,733	86.3% \$ 15,010,281
% Other	0.0% \$ -	0.0% \$ -	0.0% \$ -
<b>Total</b>	<b>\$ 12,797,339</b>	<b>\$ 34,286,876</b>	<b>\$ 17,400,082</b>
<u>Restriction</u>			
% Restricted	94.6% \$ 12,108,383	99.2% \$ 34,010,497	97.7% \$ 17,005,640
% Non-Restricted	5.4% \$ 688,956	0.8% \$ 276,379	2.3% \$ 394,442
% Other	0.0% \$ -	0.0% \$ -	0.0% \$ -
<b>Total</b>	<b>\$ 12,797,339</b>	<b>\$ 34,286,876</b>	<b>\$ 17,400,082</b>
<u>Purpose</u>			
% Scholarships	35.2% \$ 4,500,311	13.1% \$ 4,503,008	11.8% \$ 2,056,010
% Programmatic	62.5% \$ 7,996,991	84.1% \$ 28,843,604	53.7% \$ 9,337,716
% Capital	2.3% \$ 300,037	2.7% \$ 940,264	34.5% \$ 6,006,357
% Other	0.0% \$ -	0.0% \$ -	0.0% \$ -
<b>Total</b>	<b>\$ 12,797,339</b>	<b>\$ 34,286,876</b>	<b>\$ 17,400,082</b>
<u>Other Activities</u>			
Donor Funds	1,908 \$ 154,708,804	1,839 \$ 131,171,151	1,770 \$ 135,685,909
Distributions	4,592 \$ 6,251,136	4,545 \$ 12,911,223	3,851 \$ 5,882,405
Receipts & Acknowledgements	21,416	21,764	22,239
<b>ALUMNI SERVICES</b>			
<u>Membership</u>			
Annual	3,336	3,323	3,165
Life	7,414	7,164	7,171
<b>Total</b>	<b>10,750</b>	<b>10,487</b>	<b>10,336</b>
<u>New Membership</u>			
Annual	624	471	297
Life	218	59	61
Upgraded	149	36	69
<b>Total</b>	<b>991</b>	<b>566</b>	<b>427</b>
<u>Other Measures</u>			
Event Participation	7,547	5,543	NA
Alumni Donors	4,623	4,410	4,578

[1] Figures have been revised to reflect prior year audit results and the full value of conditional pledges, documented bequests, and revocable commitments consistent with the reporting of peer institutions

[2] Includes funds raised in support of University as well as in support of other university affiliated 501c3 funds