

# Annual Report of NSAC Foundation

## 2005-06

The NSAC Foundation continued to make significant gains during 2005-06. Total donations and transfers into Foundation accounts during the fiscal year amounted to \$2,703,972.01. An additional \$675,746.03 was transferred from the accounts of the NSAC Alumni Association into the Foundation bringing the total flow into the fund to \$3,401,969.01. This resulted in considerable growth for the fund over the previous year. The total fund balance stood at \$5,557,006.96.

Our donor information system allows us to analyze the information in a more comprehensive way than ever before. We have designated the various methods that donations come to us under a series of campaigns including: annual mail appeal, scholarship appeal, research funding, special events and memorials. The phone-a-thon was included as part of the Second Century Endowment campaign for the second year in 2005-06. Transfers include money deposited with the Foundation for investment that will be used for NSAC programs. A summary of the various campaigns is shown in Figure 1.

**Campaign Source**  
2005-06 Fiscal year

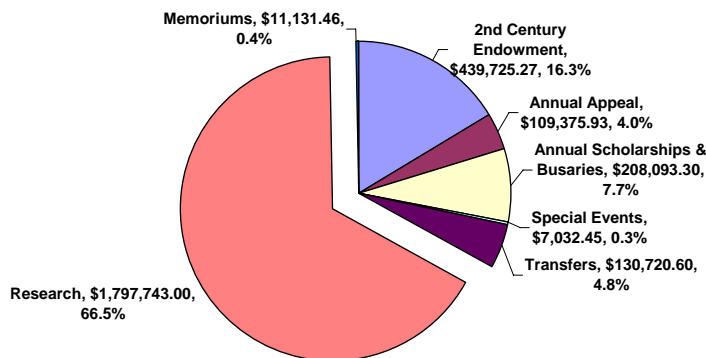


Figure 1

Donations to research programs were greatly influenced by large capital donations for the construction of the Poultry Research Facility.

The Second Century Endowment Campaign entered its second year in 2005-06. In addition to the honouring of pledges from the previous year's campaign, a second round of phone calls was made to those that had not given in the previous year, increasing the total number of donors. A total of \$439,475 was received for this campaign during the year. There is \$38,554.60 in outstanding pledges to the campaign.

Donations to the annual appeal continue to be strong. Donations went to the unallocated AC Fund (NSAC's highest priority) as well as to several other specific funds including named scholarships, various class funds and the library. There were 170 donations through the annual appeal for a

3.1% response rate. This is compared to 4.7% for the previous year and 3.1% two years previous. This year we received \$42,647.13 through the mail appeal, newsletters and personal solicitations. A total of \$3,690 was spent on materials for this campaign meaning a return of almost \$11.55 per dollar invested.

Solicitation for donations to scholarships continues to be a priority. Several new scholarships and bursaries were started during the year including the Card Bursary Fund, The Stuart Rath Junior A Bearcat Hockey Education Award, Randy Carey Memorial Scholarship, Dartmouth Horticultural Society Bursary, Rotary Club of Truro International Student Bursary and the Renee Covill Scholarships were all added this year.

The Foundation also took in transfers of \$132,720 from financial services of NSAC that will be used to create the funds in support of international projects at NSAC. These funds will benefit from being in an interest bearing account and were previously held by the Department of Finance.

An important aspect of the makeup of the funds received by the Foundation is the manner in which they are designated for use by NSAC. We classify the funds into three basic types; **Annual fund** meaning the donations will be used in the current year, **Expendable fund** meaning the capital and generated income will all be used over some period of time and finally **Endowed fund** indicating that the donation will become the capital of a fund and only the investment income generated over time will be used for the designated purpose. The principle of the fund will be left intact. NSAC receives donations of all three types and the proportion of each will vary each year particularly as large donations in support of research projects are received. NSAC had 90 Annual fund designations, 52 Expendable and 61 Endowed funds at year end. The financial reporting from the Foundation was changed to reflect this division of funds.

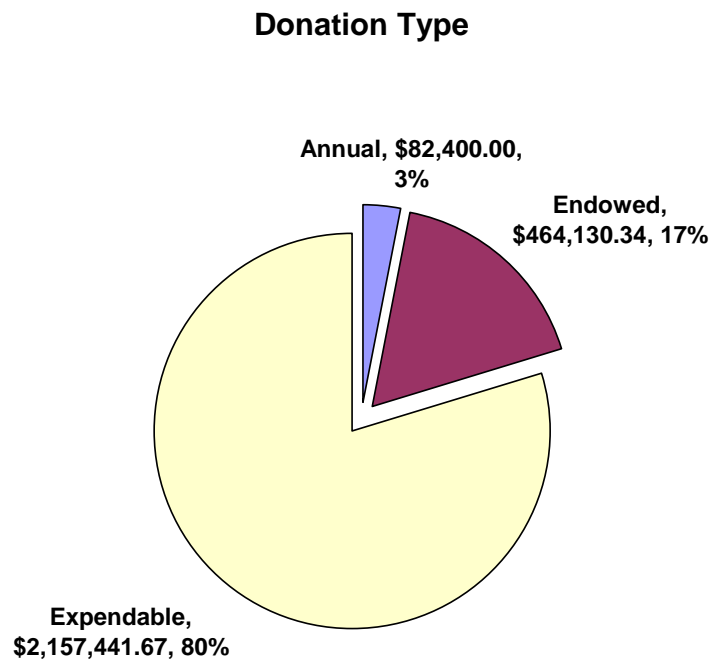


Figure 2

NSAC appreciates donations of all three types however the priority is to increase the Endowed portion of the fund as it offers stability for investment and disbursement. This year 34% of the donations went into endowed funds adding \$464,130 to the total long term portfolio.

The growth of the Endowment portion of the fund held by the Foundation has grown over the past four years. This is the result of both fund raising efforts and the transfer of money that was held by the NSAC Alumni Association. The amount reported in Table 1 is based on the calendar year end.

Year	Endowment Total
2005	\$2.991M
2004	\$1.934M
2003	\$1.230M
2002	\$1.1M

Table 1

As important as donations are to NSAC, the real measure of the impact that the fund raising efforts are having is the amount of support that the funds can provide each year. Total disbursement for the year was \$225,792. The breakdown of the disbursements from the various funds appear in Figure 3.

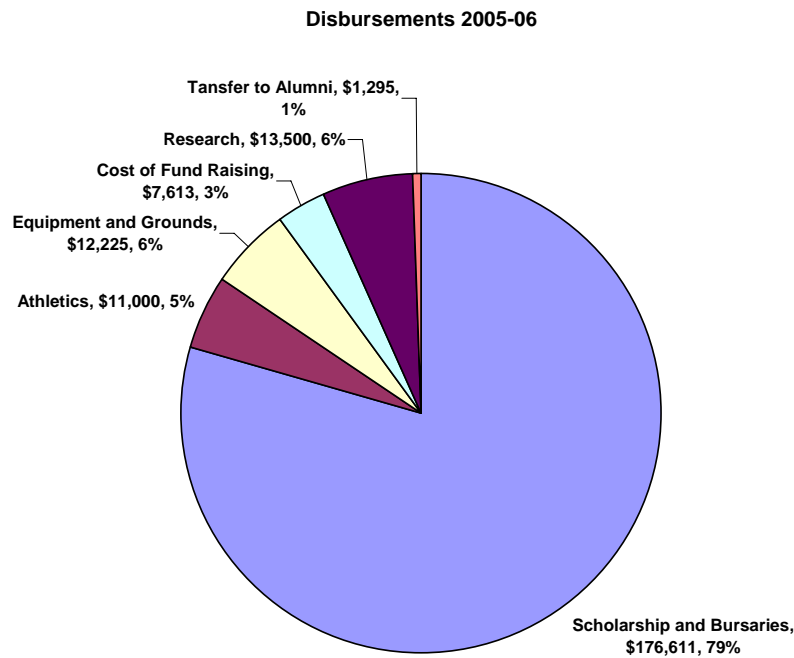


Figure 3

A total of \$176,611 was spent in support of Scholarships, Bursaries and Prizes which is 79% of the total disbursements from the fund. Because of the nature of the expendable research funds, it is expected that the amount of disbursement in research will increase dramatically as major projects move forward and money is spent. Athletics expenditures were made in support of Woodsman activities by the newly established Rick Russell Fund. Other significant expenditures were made in support of renovations and equipment for the Student Union space and for additional multimedia equipment in class rooms.

The 2005-06 year was only the second year we have had the new donor and alumni management system, Benefactor, in use. While there have been some growing pains and we have not been able to automate some of the functions as rapidly as we would have liked, it is clear that the office would not have been able to handle the growth in activity without the automation of the process. We now have the beginnings of a significant information base to help with future fund raising and communication efforts. Our challenge is to find ways to make the best use of this growing resource and to exploit more fully the many features that the system has that we have yet to utilize such as on-line donations and automatic reminders of pledges.

The consolidation of the portfolios of the NSAC Foundation and those held by the Alumni Association in late 2005 was a major step forward and will make accounting for all the funds significantly easier in future years. The increased size of the portfolio will also mean improved investment yields and reduced expenditures for both organizations.

The terms of three of our directors expired during the year. Dick Huggard and Sherry Porter agreed to stand for a second term. Stephen Healy joined the board as a new member. The terms of two other directors, Len Ells and Laurie Hennigar came to an end during the year. The replacement process will take some time and will be complete in 2006-07.

In summary, the fund raising effort at NSAC is making steady progress. We are building and expanding our base of donors and the ways in which donations are solicited. With the assistance of volunteers both on and off campus, we will be successful in building a program that will assist the students of NSAC long into the future.

My thanks go to all those who have helped in our efforts at NSAC during the past year including all the directors of the Foundation, alumni volunteers and students. I especially acknowledge the support of the Chair, Dr. Dick Huggard who has helped me immensely and acknowledge the excellent work and support of all the members of the Development office team and in particular Ms. Joanne Jordan who keeps the system running.

Respectfully submitted

A handwritten signature in black ink, appearing to read "Jim Goit", with a stylized flourish at the end.

Jim Goit  
Executive Director  
Development and External Relations