

Annual Report of NSAC Foundation

2006-07

The NSAC Foundation continued to make significant gains during 2006-07. Total donations and transfers into Foundation accounts during the fiscal year amounted to \$1,386,138.90. While not as large as the total inflow of cash for the previous year it still resulted in growth of the fund. The total fund balance stood at \$5,696,169. Historical donation totals are found in Figure and Table 1.

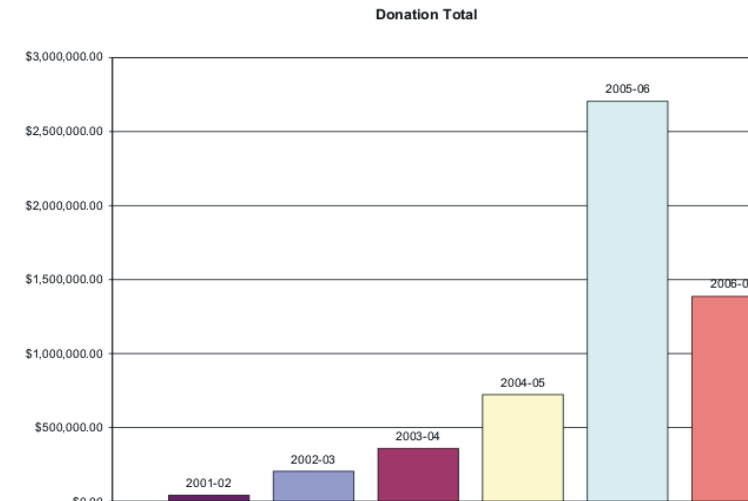


Figure 1

Year	# Donations	\$ Total	Avg/Gift
2006-07	702	\$1,386,138	\$1,975
2005-06	1009	\$2,703,971	\$2,679
2004-05	744	\$733,965	\$986
2003-04	377	\$258,262	\$685
2002-03	350	\$204,671	\$584
2001-02	78	\$43,105	\$552

Table 1

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 we receive donation under a series of campaigns including: annual mail appeal, scholarship appeal, research funding, special events and memorials. 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 2.

2006-07 Campaign Summary

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

The Second Century Endowment Campaign was in its third year in 2006-07. Emphasis was placed on collection of outstanding pledges from the previous two year's of phoning. A total of \$65,619 was received for this campaign during the year. There is \$27,300 in outstanding pledges to the campaign.

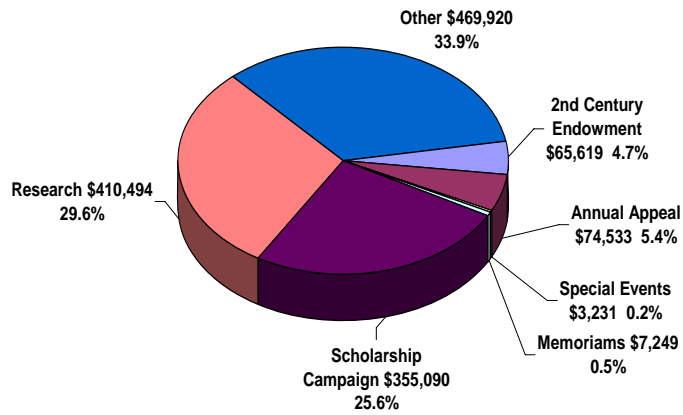


Figure 2

A comparison of campaign source for the last three years is presented in Table 2.

Campaign	2004-05		2005-06		2006-07	
	Donations	%	Donations	%	Donations	%
2nd Century Endowment	\$80,993	11%	\$439,725	15.9%	\$65,619	4.7%
Annual Appeal	\$89,866	12.2%	\$42,647	3.9%	\$70,533	5.1%
Scholarship Appeal	\$134,882	18.4%	\$208,093	7.5%	\$355,090	25.6%
Memorials	\$156,466	21.3%	\$11,131	0.4%	\$7,249	0.5%
Research	\$79,667	11.9%	\$1,797,743	64.9%	\$414,494	29.9%
Special Events	\$17,782	2.4%	\$7,032	0.3%	\$3,231	0.2%
Other	\$174,511	23.8%	\$130,721	7.1%	\$469,920	33.9%

Table 2

The amounts allocated to the various campaigns vary from year to year with donations to research having the largest variance.

The annual appeal was carried out as usual in the fall. Delays in printing and mail out caused the requests to reach mailboxes in early December instead of late September as planned. Despite that, donations to the annual appeal continue to be strong as indicated in Table 3.

Year	# Sent	# Ret	% Ret	\$ Donated	Avg. \$ /gift	\$ Return/ \$ Invested
2006-07	4750	182	3.8%	\$70,533	\$387.54	\$28.31
2005-06	5400	170	3.1%	\$42,647	\$250.86	\$11.55
2004-05	5400	260	4.7%	\$89,950	\$345.96	\$19.00
2003-04	5400	170	3.1%	\$21,369	\$125.70	\$4.44
2002-03	5500	137	2.5%	\$14,595	\$106.50	\$3.40

Table 3

Donations to the Annual Appeal 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 182 donations for a 3.8% response rate. This year we received \$70,533 through the mail appeal, newsletters and personal solicitations. A total of \$2,498 was spent on materials for the annual campaign yielding a return of \$28.31 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 P. Max Kuhn Scholarship,

The Foundation also took in transfers of over \$460,000 from financial services of NSAC that were used to increase the funds used in support of student emergency assistance and for international projects at NSAC.

NSAC classifies donations into Annual, Expendable or Endowed. The proportion of each will vary each year particularly as large donations in support of research projects are received. Figure 3 represents the proportions for 2006-07.

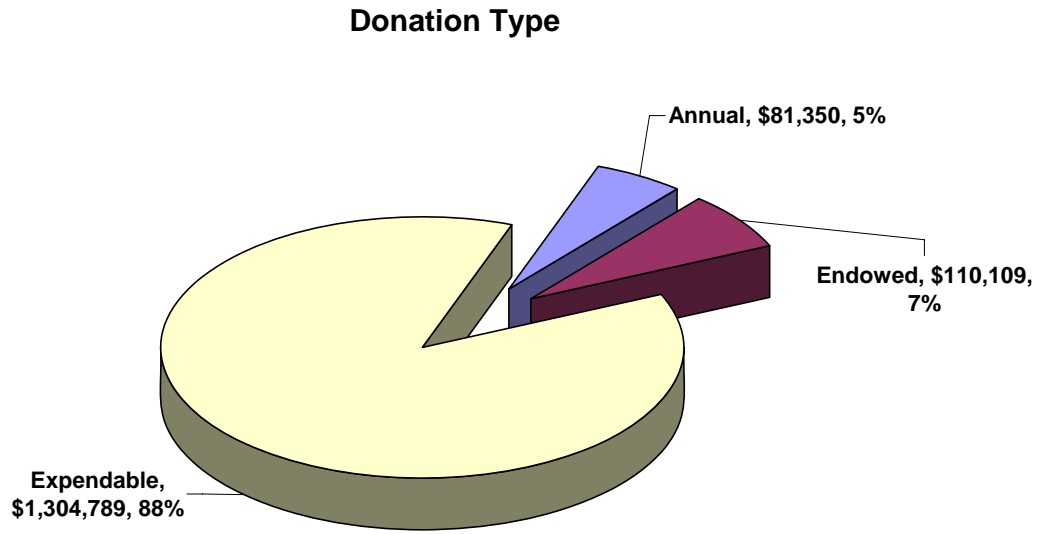


Figure 3

NSAC had **90 Annual Fund** designations, **52 Expendable** and **61 Endowed funds** at year end. The financial reporting for the Foundation was changed in 2005-06 to reflect this division of funds and now that we have some history with it, tracking and management of the funds is significantly easier.

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 36% of the donations went into endowed funds adding \$110,109 to the total long term endowed portfolio.

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 4 is based on the calendar year end.

Year	Endowment Total
2006	\$2.609M
2005	\$2.499M
2004	\$1.934M
2003	\$1.230M
2002	\$1.1M

Table 4

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 **\$1,563,755**. This is significantly greater than any previous year in the history of the Foundation. The breakdown of the disbursements from the various funds appears in Figure 4.

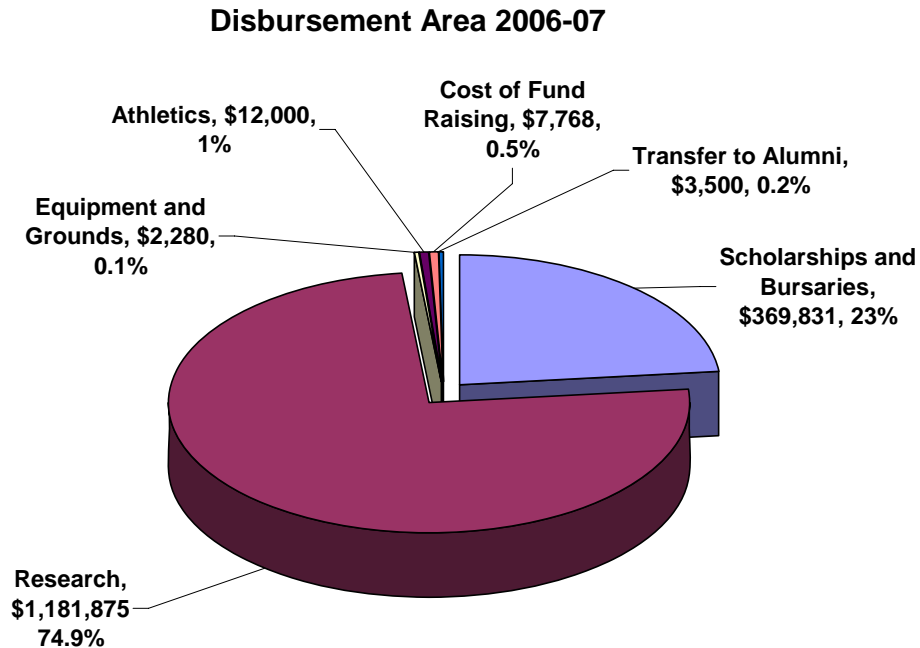


Figure 4

A total of \$1,181,857 went out in support of research projects. This is mainly due to the progress of construction of the Atlantic Centre for Poultry Research facility and expenditures made in support of that project. Another large expenditure is anticipated for the 2007-08 year as well. A total of \$369,831 was spent in support of Scholarships, Bursaries and Prizes which is 23% of the total disbursements from the fund this year. Athletics expenditures were made in support of Woodsmen activities from the Rick Russell Woodsmen Fund. Other significant expenditures were made in support of the centennial amphitheatre and the Water Symposium held in November and partially sponsored by the class of '56 fund.

Table 5 shows the total fund balance held by the Foundation and the total disbursements made annually since 1999-2000. There has been significant growth in both areas.

Year	Fund Balance	Disbursements
2006-07	\$5,696,166	\$1,577,255
2005-06	\$5,557,006	\$225,792
2004-05	\$2,212,894	\$273,563
2003-04	\$1,672,116	\$215,259
2002-03	\$1,457,315	\$158,425
2001-02	\$1,363,455	\$67,649
2000-01	\$1,332,706	\$54,914
1999-00	\$870,208	\$31,549

Table 5

The 2006-07 year was the third year we have had the use of the donor and alumni management system Benefactor. We have not been able to automate some of the functions as rapidly as we would have liked however, we now have the beginnings of a significant information base to help with future fund raising and communication efforts. A new version of the software anticipated in 2008-09 should be an improvement.

The term on the board for Laurie Hennigar came to an end during the 2005-06 fiscal year. Application for his reappointment and for another new director candidate went forward in the fall of 2006 however their appointments had not been made official by year end. The appointment process takes considerable time to work its way through government and hopefully will be complete in 2007-08.

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.

As usual my thanks go to all those who have helped in our efforts at NSAC during the past year including the directors of the Foundation and alumni volunteers. I especially acknowledge support of all the members of the Development Office team and in particular Mrs. Jo-Anne Jordan, Executive Assistant, who so capably manages the day to day operations of the Foundation.

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