

Annual Report of NSAC Development 2007-08

The NSAC Alumni/Foundation had a successful year of fund raising in 2007-08. Total donations and transfers into Foundation accounts during the fiscal year amounted to \$727,093. 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 \$6,086,876 an increase of almost 10% in the year. Historical donation totals are found in Figure 1 and Table 1.

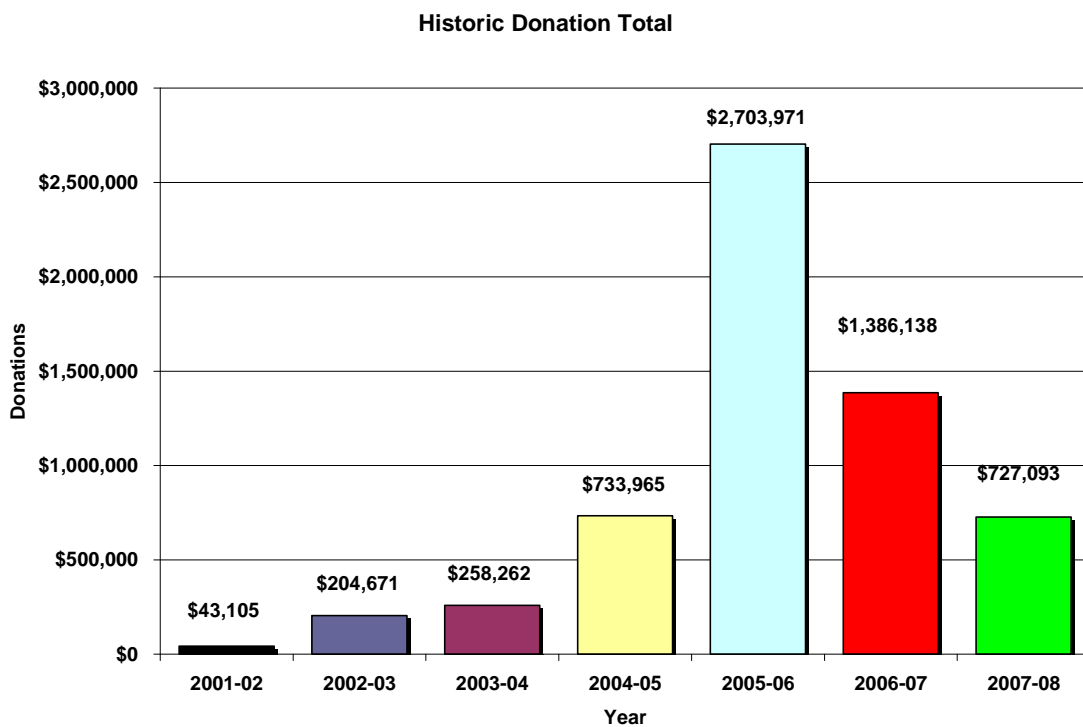


Figure 1

| Year | Donations | \$ Total | Avg/Gift |
|---------|-----------|-------------|----------|
| 2007-08 | 524 | \$727,093 | \$1,387 |
| 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

While the average size of donation remains high, the number of donations has returned to levels of 2004-05. We are not acquiring new donors as fast as we are losing those we had as a result of the phone campaign. Special effort will be necessary to get back up to the 1000 donations per year level.

Our donor information system allows us to analyze the information in a number of ways. The various designated campaigns by which we receive donations include: 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. A comparison with the previous two years is shown in Table 2.

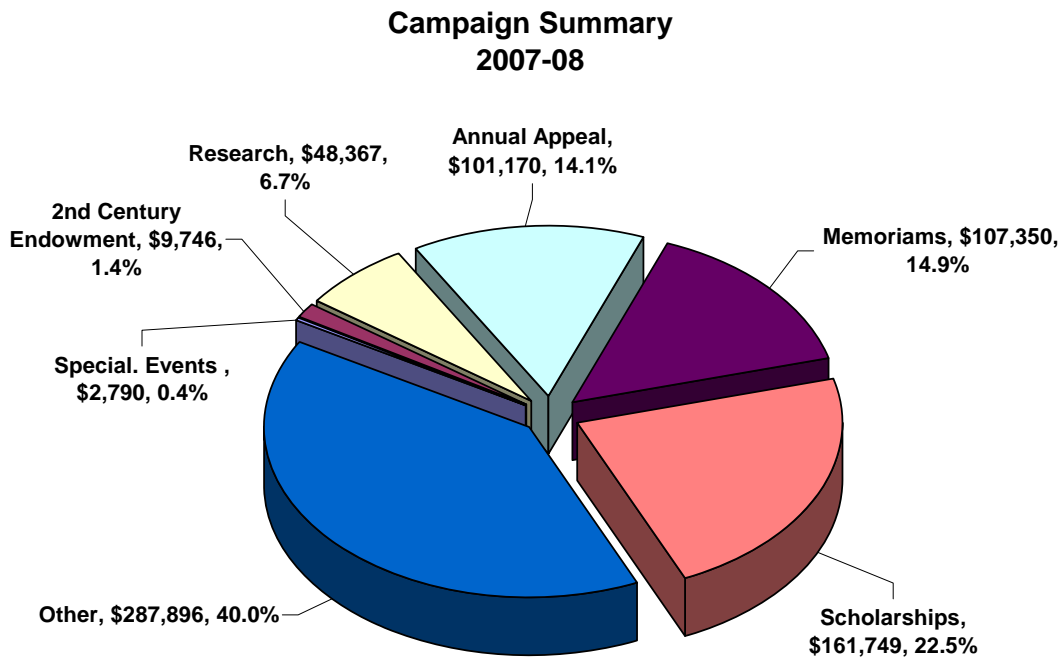


Figure 2

| | 2005-06 | | 2006-07 | | 2007-08 | |
|-----------------------|-------------|-------|-----------|-------|-----------|-------|
| | Donations | % | Donations | % | Donations | % |
| 2nd Century Endowment | \$439,725 | 15.9% | \$65,619 | 4.7% | \$9,746 | 1.4% |
| Annual Appeal | \$42,647 | 3.9% | \$70,533 | 5.1% | \$101,170 | 14.1% |
| Scholarship Appeal | \$208,093 | 7.5% | \$355,090 | 25.6% | \$161,749 | 22.5% |
| Memorials | \$11,131 | 0.4% | \$7,249 | 0.5% | \$107,350 | 14.9% |
| Research | \$1,797,743 | 64.9% | \$414,494 | 29.9% | \$48,367 | 1.4% |
| Special Events | \$7,032 | 0.3% | \$3,231 | 0.2% | \$2,790 | 0.4% |
| Other | \$130,721 | 7.1% | \$469,920 | 33.9% | \$287,896 | 40.0% |

Table 2

The Second Century Endowment Campaign was in its fourth and final year in 2007-08. Collection of outstanding pledges was the primary focus of activity and the lower total reflects this portion of the campaign winding down. Funding for research projects coming to the foundation was lower during the year while memorial gifts were up.

The Annual Appeal campaign had a very strong showing as the mailing went out at a good time and was particularly targeted to student support. While donations to the Annual Appeal largely go to the unallocated AC Fund (NSAC's highest priority) they also can be targeted to several other specific funds including named scholarships, various class funds and the library. There were 205 donations for a 4.2% response rate on mail out. This year we received \$101,169 through the mail appeal, newsletters and personal solicitations. A total of \$1,892 was spent on materials for the annual campaign yielding a return of \$53.47 per dollar invested. Table 3 shows the historic trend in the annual appeal.

| Year | # Sent | # Ret | % Ret | \$ Donated | Avg. \$/Gift | \$ Ret/\$ Invested |
|-------------|---------------|--------------|--------------|-------------------|---------------------|---------------------------|
| 2007-08 | 4700 | 205 | 4.3% | \$101,169 | \$494 | \$53.47 |
| 2006-07 | 4750 | 182 | 3.8% | \$70,533 | \$387 | \$28.31 |
| 2005-06 | 5400 | 170 | 3.1% | \$42,647 | \$250 | \$11.55 |
| 2004-05 | 5400 | 260 | 4.7% | \$89,950 | \$345 | \$19.00 |
| 2003-04 | 5400 | 170 | 3.1% | \$21,369 | \$125 | \$4.44 |
| 2002-03 | 5500 | 137 | 2.5% | \$14,595 | \$106 | \$3.40 |

Table 3

Solicitation for donations to scholarships continues to be a priority. Several new endowed scholarships and bursaries were started during the year including the Dr. Roger Bacon Scholarship and Kevin Grant Memorial Scholarship, the Jennifer Hayes Starratt Scholarship and the John Reginald Moore Bursaries. The acquisition of new endowments is important to the continued support of NSAC students.

NSAC had 93 Annual Fund designations, 64 Expendable and 60 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. Figure 3 show the breakdown of receipts by fund type.

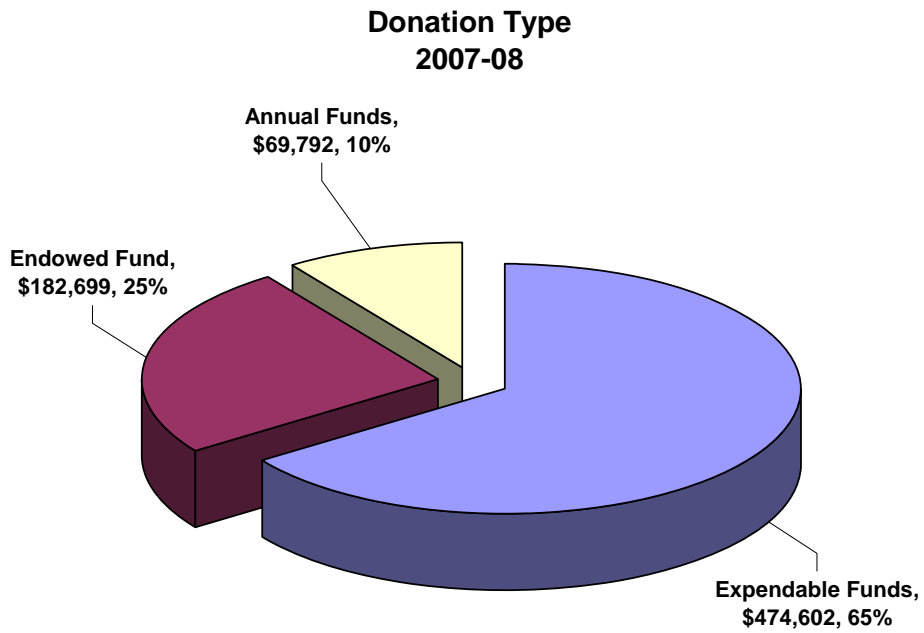


Figure 3

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 25% of the donations went into endowed funds adding \$182,699 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 (\$ Millions) |
|------|----------------------------------|
| 2007 | \$2.758 |
| 2006 | \$2.609 |
| 2005 | \$1.401 |
| 2004 | \$1.934 |
| 2003 | \$1.230 |
| 2002 | \$1.100 |

Table 4

The real measure of the impact that the fund raising efforts are having is shown by the amount of support that can be provided back to NSAC each year. Total disbursement for the year was \$485,180. While less than 2006-07, the amount went to support many important and worthwhile projects at NSAC. The breakdown of the disbursements from the various funds appears in Figure 4.

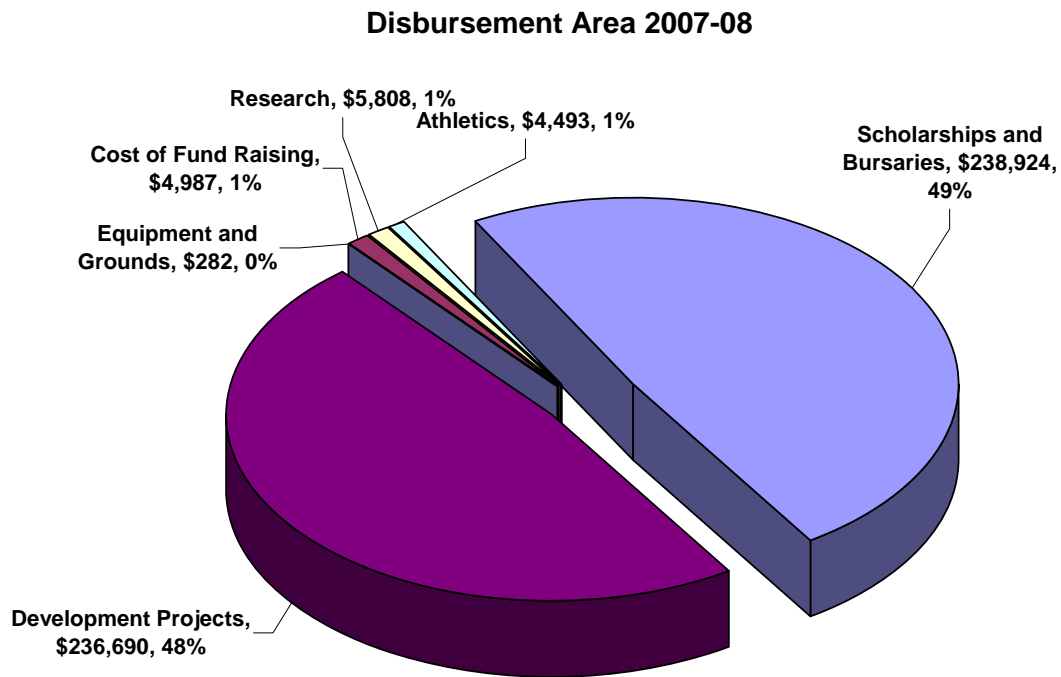


Figure 4

A total of \$238,924 went out in support of Scholarship and Bursaries. A much smaller amount was expended on research during the year, mainly support of the Atlantic Centre for Poultry Research grand opening. There will be additional research expenditures in future years once the projects are completed. Athletics expenditures were made in support of Woodsmen activities from the Rick Russell Woodsmen 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 |
|---------|--------------|---------------|
| 2007-08 | \$6,086,095 | \$485,180 |
| 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

In summary, the fund raising effort has resulted in significant return to NSAC however it has not been able to maintain the potential that has been shown to exist. We continue to build and seek opportunities our base of donors as we establish our credibility with alumni and donors. 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 Association. I especially acknowledge support of all the members of the Development and External Relations Office team and in particular Mrs. Jo-Anne Jordan, Executive Assistant, who so capably manages the day-to-day operations.

Respectfully submitted



Jim Goit
 Executive Director
 Development and External Relations