

Annual Report of NSAC Development

2009-10

The 2009-10 year was a “turn-around” time for fund raising efforts at NSAC. Even after a weak economic year, total donations and transfers into Foundation accounts during the fiscal year was \$1,872,139. This was more than twice the total of the previous year. The total investment portfolio stood at \$5.8M at year end. Historical donation totals are found in Figure 1 and Table 1.

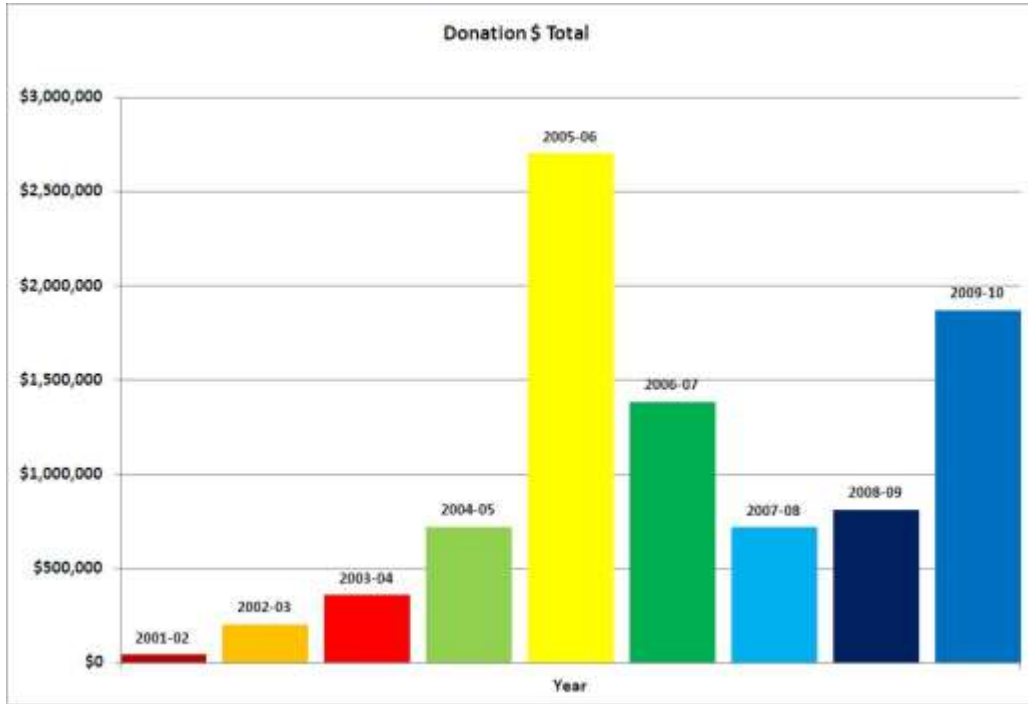


Figure 1

Year	Donations	\$ Total	\$Avg/ Contribution
2009-10	566	1,872,139	\$3,307
2008-09	432	\$813,435	\$1,883
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

With the assistance of Alisha Johnson, who took on the role of development officer, in January 2009, initiatives to try to correct the downward trend in donor numbers, began. She ran several new programs during the year and with the aid of alumni and students, was able to

increase the number of donors by approximately 30 per cent. We are fortunate to have a core of loyal alumni and friends, and with continued hard work, the situation will improve in years to come. A history of the trend in the number of donations to NSAC since 2001-02 is shown in Figure 2.

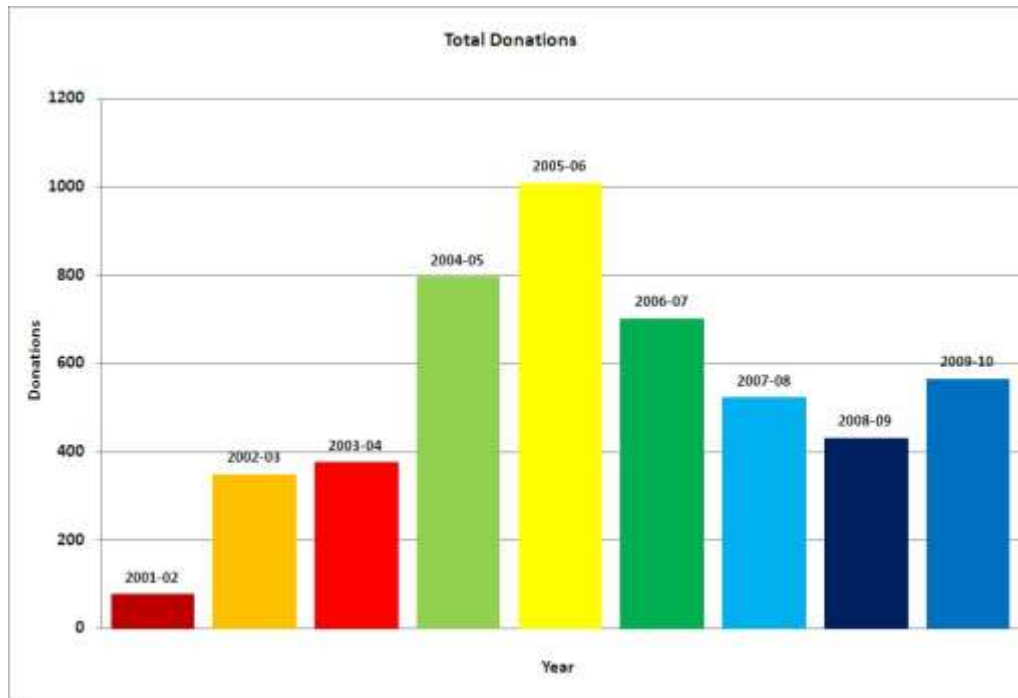


Figure 2

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 purposes that will be used for NSAC programs. A comparison with the previous two years is shown in Table 2. A summary of the various campaigns is shown in Figure3.

	2007-08		2008-09		2009-10	
	Contribution	%	Contributions	%	Contributions	%
2nd Century Endowment	\$9,746	1.4%	\$319	-	-	-
Annual Appeal	\$101,170	14.1%	\$95,203	12%	\$84,580	4.5%
Scholarship Appeal	\$161,749	22.5%	\$112,975	14%	\$183,311	9.8%
Memorials	\$107,350	14.9%	\$5,760	1%	\$36,295	1.9%
Research	\$48,367	1.4%	\$17,700	2%	-	-
Special Events	\$2,790	0.4%	\$2,900	0.4%	\$2,500	0.1%
Other	\$287,896	40.0%	\$578,578	71%	\$1,565,454	83.6%

Table 2

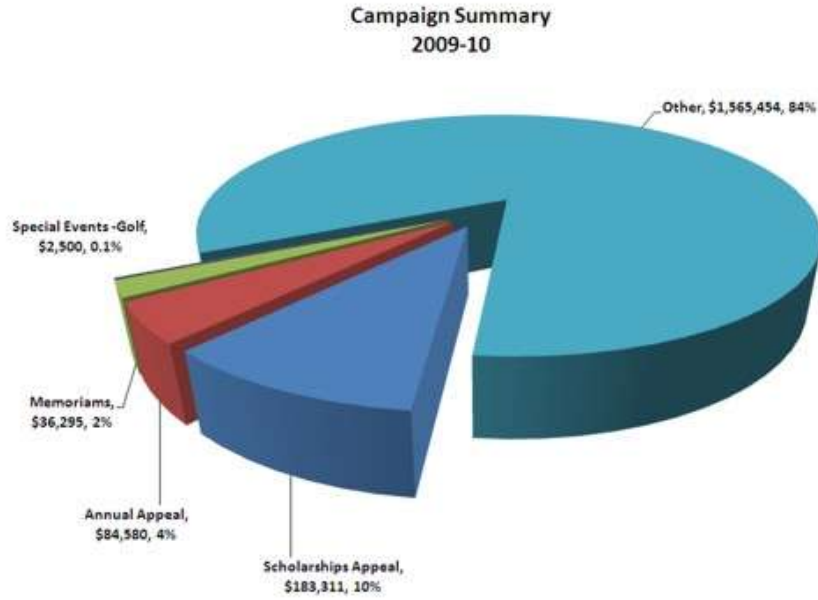


Figure 3

The Second Century Endowment Campaign was in its fifth and final year in 2008-09, as the last of the pledges were collected. While funding for research projects and the annual appeal donations was lower during this year, contributions to international projects increased.

The annual appeal campaign, while down from the previous year, had a very strong showing. This year we received \$84,580 through the mail and phone appeals. There were a total of 298 donations, amounting to a 6.5 per cent response rate to the mail outs and phone calls. A total of \$8,300 was spent on materials and labour for the annual appeal campaigns, yielding a return of a little more than \$10 per dollar invested. Table 3 shows the historic trend in the annual appeal.

Year	# Sent	# Ret	% Ret	\$ Donated	Avg. \$/Gift	\$ Ret/\$ Invested
2009-10	4600	298	6.5%	85,580	\$287	\$10.31
2008-09	4400	217	4.9%	\$95,203	\$438	\$16.07
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

The Foundation classifies donations as Annual, Expendable and Endowed. Annual donations are those that come in and are expended in the same (or following) year. Expendable donations may be on hand for several years and then all expended for a purpose. The capital portion of Endowed donations will be kept and only the investment income portion will be

spent over the years. Figure 4 show the breakdown of receipts for fiscal year 2009-10 donation type.

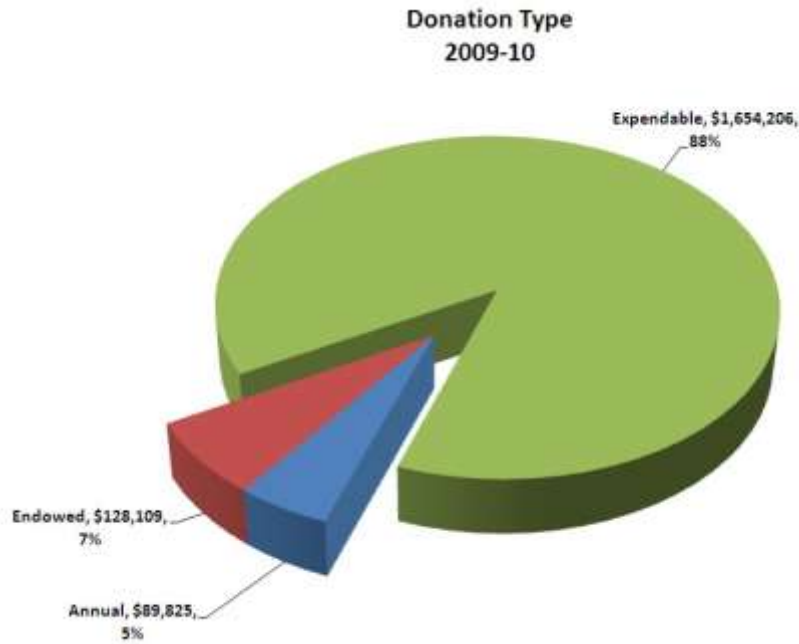


Figure 4

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 7% of the donations went into endowed funds, adding \$128,109 to the total long-term endowed portfolio.

The Endowment portion of the fund held by the Foundation has grown over the past seven years. The amount reported in Table 4 is based on the calendar year end.

Year	Endowment Total (\$M)
2009	\$2,966
2008	\$2.902
2007	\$2.758
2006	\$2.609
2005	\$1.401
2004	\$1.934
2003	\$1.230
2002	\$1.100

Table 4

The real measure of 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 \$2,541,506. This was the largest disbursement that has occurred from funds held by the Foundation since its inception. The breakdown of the disbursements from the various funds appears in Figure 5.

Disbursement of Funds 2009-2010

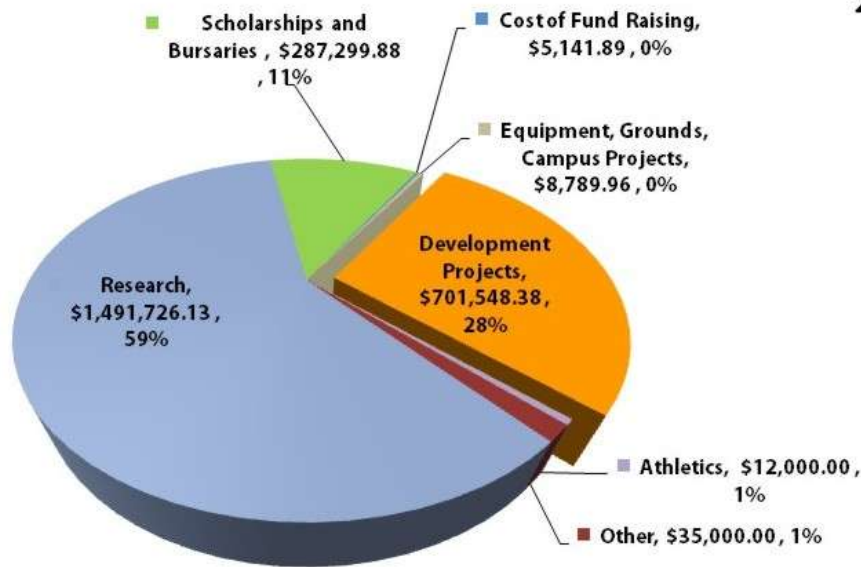


Figure 5

A total of \$287,299.88 went out in support of Scholarship and Bursaries. While there were no expenditures for Research this year it is expected that a significant amount will go out next year. The Ghana and Ethiopia projects account for the bulk of the Development expenditures.

Table 5 shows the total fund balance held by the Foundation and the total disbursements made annually since 1999-2000.

Year	Fund Balance	Disbursements
2009-10	\$5,844,383	\$2,841,506
2008-09	\$6,130,760	\$702,501
2007-08	\$6,067,649	\$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

Fund raising efforts have resulted in significant returns to NSAC over the years. Even in a hard economic time, contributions to NSAC for the various causes continue. It is obvious however that there is still considerable potential for improvement. The addition of Alisha Johnson as **NSAC's first ever Development officer in January 2009**, helped increase the number of donations at the end of that season, and significant gains were made in 2009-10. We continue to build and seek opportunities to increase our base of donors and establish our credibility with alumni and donors. Increased assistance of volunteers both on and off campus will help us meet our objectives.

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. Alisha Johnson has made a significant contribution in expanding our efforts. I especially acknowledge support of all the other members of the Development and External Relations Office team and in particular Jenna Forsyth, Executive Assistant, who joined the group in the fall of 2009 and so capably manages the day-to-day operations of the office.

Respectfully submitted

A handwritten signature in blue ink, appearing to read "Jim Goit", with a long, sweeping flourish extending to the right.

Jim Goit
Executive Director
Development and External Relations