

Annual Report of NSAC Development 2010-11

Total donations and transfers into Foundation accounts during the fiscal year was \$1,626,560. This was more than twice the total of the previous year. The total investment portfolio stood at \$5.991M at year end. Historical donation totals are found in Figure 1 and Table 1.

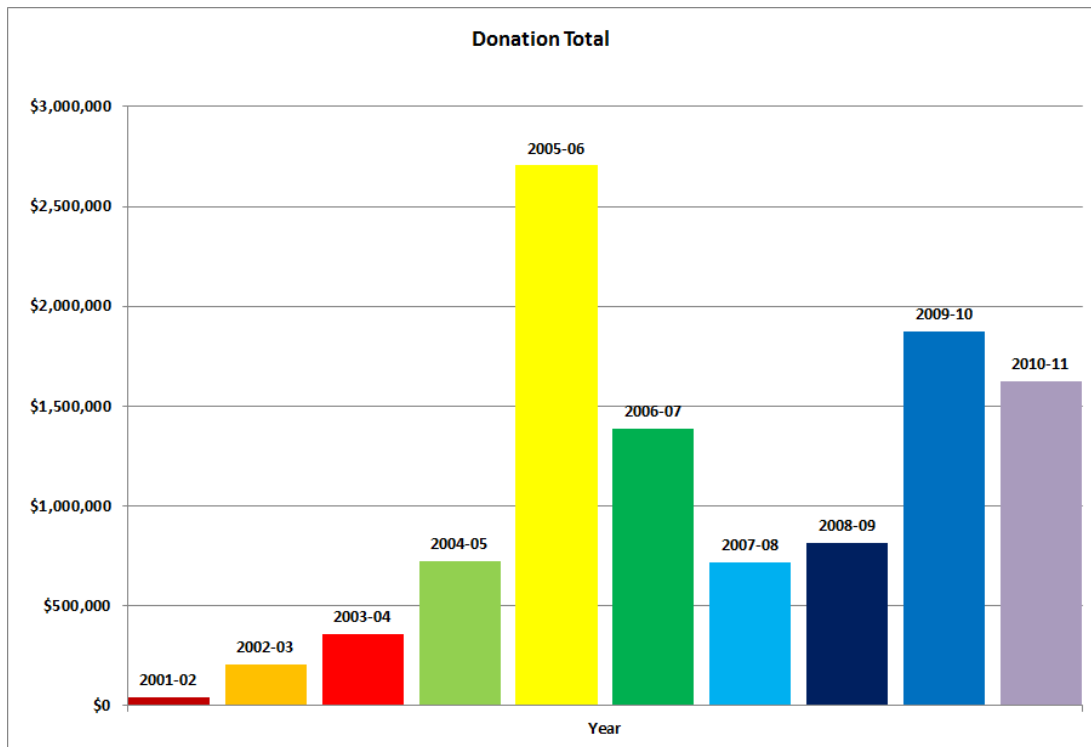


Figure 1

| Year | Donations | \$ Total | \$Avg/ Contribution |
|---------|-----------|-------------|------------------------|
| 2010-11 | 562 | \$1,626,560 | \$2,894 |
| 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

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.

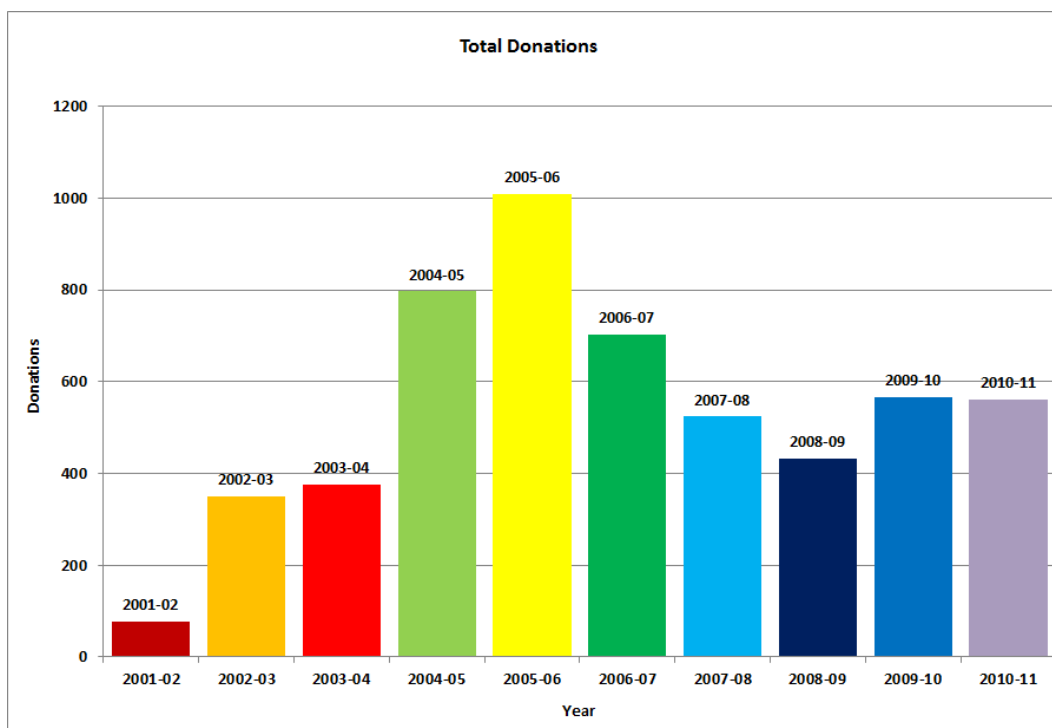


Figure 2

The various designated campaigns by which we receive donations include: annual mail appeal, scholarship appeal, research funding, special events and memorials. Other includes 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.

| | 2008-09 | | 2009-10 | | 2010-11 | |
|-----------------------|--------------|------|---------------|-------|---------------|------|
| | Contribution | % | Contributions | % | Contributions | % |
| 2nd Century Endowment | \$319 | - | - | - | | |
| Annual Appeal | \$95,203 | 12% | \$84,580 | 4.5% | \$157,585 | 10% |
| Scholarship Appeal | \$112,975 | 14% | \$183,311 | 9.8% | \$181,905 | 11% |
| Memorials | \$5,760 | 1% | \$36,295 | 1.9% | \$14,950 | 1% |
| Research | \$17,700 | 2% | - | - | - | - |
| Special Events | \$2,900 | 0.4% | \$2,500 | 0.1% | \$2,700 | 0.1% |
| Other | \$578,578 | 71% | \$1,565,454 | 83.6% | \$1,269,420 | 78% |

Table 2

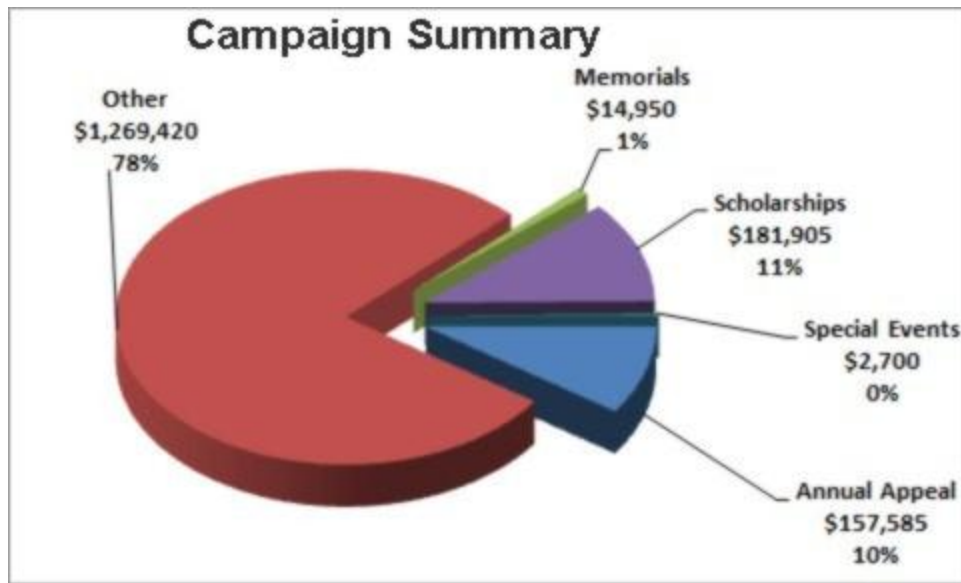


Figure 3

The annual appeal campaign had a very strong showing this year compared to the previous two year. This year we received \$157,585 through the mail and phone appeals due to the hard work of the Development officers and all the staff at NSAC. This is the highest amount for any annual appeal we have had to-date. There were a total of 347 donations, amounting to a 7.5 per cent response rate to the mail outs and phone calls. A total of \$10,438 was spent on materials and labour for the annual appeal campaigns, yielding a return of a little more than \$15 per dollar invested. Table 3 shows the historic trend in the annual appeal.

| Year | # Sent | # Ret | % Ret | \$ Donated | Avg. \$/Gift | \$ Ret/\$ Invested |
|---------|--------|-------|-------|------------|--------------|--------------------|
| 2010-11 | 4600 | 347 | 7.5% | \$157,585 | \$454 | \$15.10 |
| 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 2010-11 donation type.

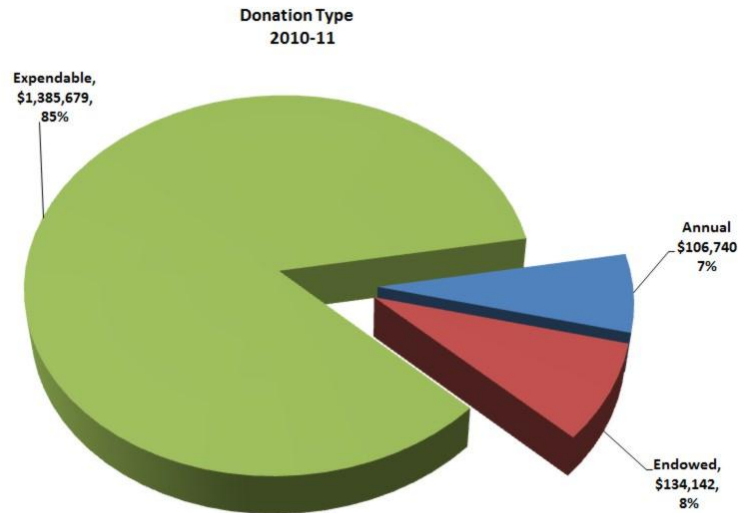


Figure 4

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 \$134,142 to the total long-term endowed portfolio.

The Endowment portion of the fund held by the Foundation has grown over the past nine years. The amounts are reported in Table 4. This figure includes accumulated investment income as well as contributions. In 2005-06 we changed our accounting practice to categorize the funds in this manner. The amounts from 2002 to 2005 are estimates based on the financial statements.

| Year | Endowment Total (\$M) |
|---------|-----------------------|
| 2010-11 | \$3.049 |
| 2009-10 | \$2.966 |
| 2008-09 | \$2.902 |
| 2007-08 | \$2.873 |
| 2006-07 | \$2.607 |
| 2005-06 | \$2.517 |
| 2004-05 | \$1.934 |
| 2003-04 | \$1.230 |
| 2002-03 | \$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 \$1,818,440. While not the largest disbursement from funds held by the Foundation since its inception it significantly assisted programs at NSAC. The breakdown of the disbursements from the various funds appears in Figure 5.

**Disbursement of Funds
2010-11**

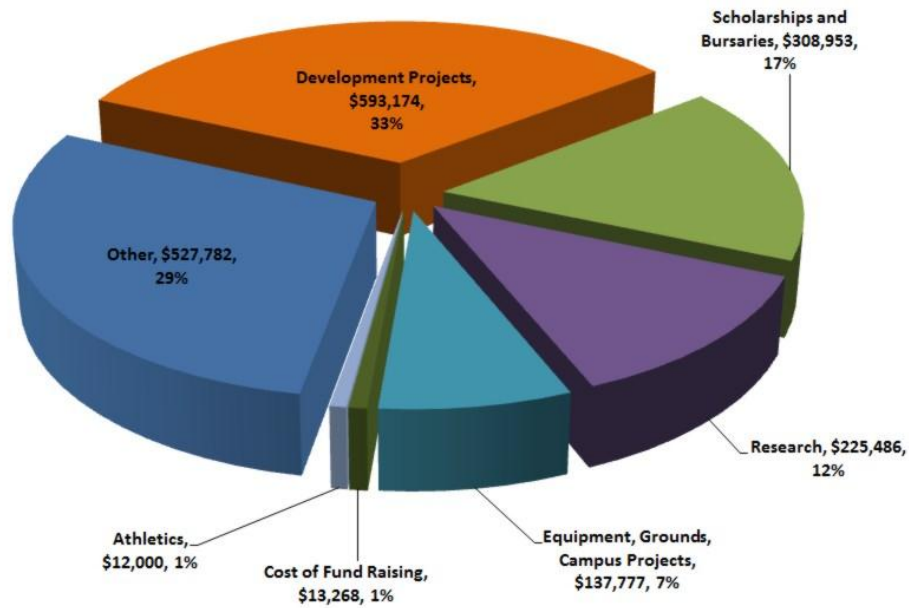


Figure 5

A total of \$308,953 went out in support of Scholarship and Bursaries. The bulk of the Research expenditures were for the completion of the poultry project. The Ghana and Ethiopia projects accounted for the majority of the Development expenditures. The large other expenditures went in support of the NSAC governance transition project.

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

| Year | Fund Balance | Disbursements |
|---------|--------------|---------------|
| 2010-11 | \$5,991,122 | \$1,818,400 |
| 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.

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 and the investment in staff resources and the resultant donor relationship activity will continue to payoff in donations years down the road.

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 Development Officers, Alisha Johnson for her work with Alumni as well as Jenna Forsyth before she when on leave and her replacement Ashley Shepard, who joined the group in the winter of 2011. There is a lot to know about the day-to-day operations of the office and they all rose to the occasion.

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