



NSAC Development & Alumni Relations

Report to Donors 2003-2004

The Development and Alumni Relations Office had another very successful year in 2003-2004. Fund raising activities increased and both the numbers of donations and the amounts contributed increased significantly over the previous two years. Donations are increasing in all months of the year, not just after the mail appeal, which is a good sign for the future.

The second comprehensive mail-out appeal to alumni and friends of NSAC was held in the fall of 2003. A reminder card and appeal story appeared in the winter edition of the Agricola News. A total of 5400 requests to alumni and friends were sent and 170 were returned prior to the March 31, 2004 fiscal year end. This is a response rate of 3.1 percent, up 24 percent from the previous year. A total of \$21,369 was received via the mail appeal for the various funds. This was a 46 percent increase over the previous year. A total of \$4.44 was received in donations for every dollar spent on the appeal. It is hoped that the mail appeal will continue to grow as part of the donor cultivation process for NSAC and we would like to continue to improve the response rate in future years.

Donations to the annual scholarship program accounted for over 53 percent of overall dona-

tions. These funds are paid out to scholarship recipients during the year the donations are received. Other scholarships are paid from investment income from endowed funds. Scholarships account for 61 percent of expenditures.

Figure 1. Donations to NSAC

(A summary of the various categories of 2003-04 donations to NSAC)

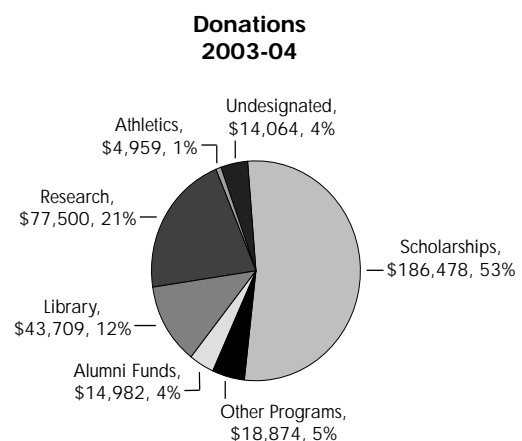
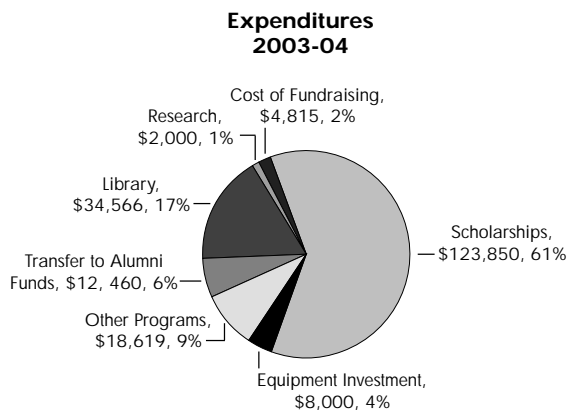


Figure 2. Expenditures

(from NSAC Foundation Funds)



Research Funds

There was significant intake of research funds during the year. A total of \$77,000 was deposited in support of the Poultry Research Facility for example. These funds will be expended as the project moves into its construction phase. In addition, there was an in-kind contribution to the fur research program. It is expected that proceeds from fundraising for research programs will increase in coming years and more will be deposited with the Foundation accounts until used.

General Funds

The Foundation also receives money on behalf of the Alumni Association for funds it continues to maintain. This amount is transferred at intervals during the year. The Library was the recipient of several donations during the year including several donations of book collections. As will all gifts of this nature, in-kind gifts are evaluated and a



NSAC technician Fred Manley checks out one of the new high tech audio/video presentation units that were installed in class rooms with support of the funds donated to NSAC.

receipt written. The value of the gift is then shown as being transferred out of the Foundation as an expenditure.

The expenditure labeled as "other program" are grants made to the Rock Garden and to the Organic Agriculture Center of Canada that were handled by the Foundation through the AC fund. NSAC is fortunate to have many faculty and staff who are skilled fund raisers and have contributed greatly to the fundraising efforts over the past year. The role of the Development staff in helping reach funding objectives will continue to expand as our services become better known.

The staff of the Development and Alumni Relations Office also wish to thank all those alumni and friends who made donations during the year. A recognition list has been prepared and is presented in summary form below. If we have missed anyone or have misstated information, please let us know and accept our sincere apologies.

Major Scholarship Winners Recognized



Dr. Philip Hicks, President of NSAC, is shown congratulating this year's recipients of the Atlantic Scholars Awards at a recent scholarship presentation event. This scholarship program provides renewable entrance scholarships valued at \$8,000 per year. Dr. Hicks is shown with some of the scholarship winners: (from left to right, seated) Jeffrey Sanford, Newport, NS, a 1st year Engineering student; Nicholas Bokma, Shubenacadie, NS, a first year B.Sc. (Agr) student; (back row left to right) Jamie Lecky, Musquodoboit Harbour, NS, a B.Sc. (Agr) Pre-Vet student; Jennifer A. Reid, Stanley Bridge, PEI, a 1st year B.Sc. (Agr) Animal Science student; Margaret Graves, Dartmouth, NS, a 1st year B.Sc. (Agr) Animal Science student; Katherine Rutherford, Truro, NS, a 1st year B.Sc. (Agr) student; Laura Boudreau, Brookfield, NS, a 1st year B.Sc. (Agr) student; and Julia Gibson, Moncton, NB, a 1st year B.Sc. (Agr) Pre-Vet student. Missing at time of photo was Frances Freeze, Newtown, NB, a 1st year B.Sc. (Agr) Pre-Vet student.

NSAC Donor Summary

Donations between April 1, 2003 and March 31st 2004

Planned Gifts

Peter Hamilton
Malcolm MacQuarrie
John Atkins

Gifts In-kind

Philip Hicks
Gerald Romsa
Scheves Mink and Feeds Ltd.

Over \$25,000

William Collins
Egg Producers of Newfoundland and Labrador
Harrison McCain Foundation
Nova Scotia Egg Producers

\$10,000 - 24,999

Estate of Eleanor Veague
Province of PEI

\$5,000 - 9,999

Anna Helvig Schousboe Memorial Scholarship Fund
Canadian Superior Energy Inc.
Co-op Atlantic
Croplife Canada
Charles Eaves
Farm Credit Canada
G.E. O'Brien Fund
Laidlaw Foundation
Robin & Rod MacLennan
North American Rock Garden Society
Nova Scotia Power Inc.
NS Animal Breeders Cooperative Ltd.

\$1,000 - 4,999

ACA Cooperative Ltd.
Gilbert Allen
Atlantic Farm Mechanization Show Committee
Atlantic Fertilizer Institute Inc.
Bide Awhile Animal Shelter
Canadian Association of Agri-Retailers
Chicken Producers of Nova Scotia
Compass Group Canada
Dairy Farmers Newfoundland & Labrador
Dairy Farmers of Nova Scotia
Farmers Cooperative Dairy Ltd.
Aurele Gaudet
Kings Mutual Insurance Company
MER Enterprises Ltd.
NB Institute of Agrologists
Newfoundland & Labrador Federation of Agriculture
Nova Scotia Quality Food Council
Nova Scotia Institute of Agrologists
Open House Revenue
PEI Potato Board

Sherry Porter
Robin Hood Multifoods
Scotsburn Cooperative Dairy
Shur Gain
Shur Gain (Atlantic)
Catherine Steiner
Bill Stewart
David Thompson
Havey & Christine Whidden & Family
Barb Whiston
R. Eardley Wilmot

\$250 - 999

Stuart Allaby
Animal Nutrition Association of Canada
Atlantic Land Improvement Contractors Association
Atlantic Provinces Hatchery Federation
Byron Beeler
Bible Hill Garden Club
Blair Bonnyman
Edward Brown
Douglas Byers
Garth Coffin
Kenneth Corbett
Douglas Crouse
Dartmouth Horticultural Society
Maurice DuBois
John Eaton
Brian Ellsworth
Gerry Friars
Reginald Gilbert
Jim Goit
Les Haley
Philip Hicks
Edith Hudgins
Dick Huggard
Inverness/Victoria Federation of Agriculture
Isgonish Chapter IODE
Neil & Mary Kinsman
Landscape Nova Scotia
Winston Langille
Norman Logan
Lunenburg Queens Federation of Agriculture
Don MacDonald
Christine & Daniel MacKinnon
Ted MacNitch
Menkhorst Farm Ltd.
Norman Montgomery
Donald Morrison
NB Horticultural Trades Association
NS Federation of Agriculture
NS Veterinary Medical Association
NS & NF Branch Holstein Assoc. of Canada
NSAC Assoc. of Graduate Students
Donald Palfrey
Patterson Palmer Law
PEI Institute of Agrologists

PEI Swine Breeders Association
Pork Nova Scotia
James Rainforth
Chesley Randall
Robert Rix
Robert Ross
John Seaman
Scheves Mink and Feeds Ltd.
Helen Smeltzer
Stewiacke Valley Garden Club
Harold Trask
Wentworth Garden Club
Wild Blueberry Producers
Association of Nova Scotia
Woodside Memorial Scholarship Foundation

Under \$250

Dave Aikens
Jeff Allen
Tim Ansems
Darren Baglole
Lorimer Banks
Scott Barkhouse
Wayne Bhola
Sterling Bishop
Donald Bokma
Jeff Bokma
Willis Bonnyman
James Borden
Peter Boswall
Eric Bouffard
Sheldon Bowness
Robin Bremner
Paul Brenton
Ryan Butcher
Don Byers
Paul Campbell
Jamie Campbell
James Card
Keith Casey
Stephen Casselman
Maurice Chasse
Alyson Chisholm
Robert Chute
Maurice Clark
Bobby Clark
Laurie Cochrane
Lorne Cock
Ronald Colpitts
Harold Cook
Joan & James Cook
Donald Craig
Andrew Crouse
Anonymous
Gordon Crowe
John Dalton
Tim Delaney
Martin Dolan

Daniel Doucet
 David Druhan
 William Durant
 Eastern Veterinary Technicians
 Association
 Dale & Marilyn Ells
 Glenn Ells
 Evans Estabrooks
 Ralph Ferguson
 Nigel Firth
 Peter Floris
 M. Jean Fox
 Vincent Frances
 Ronald Fraser
 Keith Fulton
 Clara Galway
 Courtney Gilliat
 Robin Gordon
 Donald Grant
 Ernest Grant
 Alan Grant
 Arnold Graves
 Melanie Greencorn
 Gerrit Groenenberg
 Thomas Gunn
 Arnold Hagen
 Robert Hanes
 William Hanlon
 Ian Harborne
 Matt Harris
 George Harvey
 John Harvie
 Stephen Healy
 Glenn Hebb
 Laurie Hennigar
 Rhodes Hennigar
 John Hilchey
 Paul Hines
 Richard Holley
 Ken Holmes
 Steve Howatt
 Brian Ives

George Jeffrey
 Bill Jenkins
 Frank Johnson
 Michael Johnson
 George Jorgensen
 Lindsay Kinsman
 Gerald Klassen
 George LaBelle
 Clara LeBlanc
 Maurice Leeson
 Carl Levo
 Andre Lirette
 Chesley Lockhart
 Scott Lomond
 Doug MacDonald
 Don MacInnes
 Jodi MacInnis
 Thomas MacIntyre
 Allan MacKay
 John MacKay
 Ralph Mackay
 Donald MacKay
 Bruce MacKenzie
 Robert MacKenzie
 George Mackenzie
 Jane MacLaurin
 Clifford MacLellan
 Ed MacMillan
 Don MacNeil
 Eric MacPhail
 Albert MacPhee
 Brian Mahoney
 Avarid Main
 Arlington Mair
 Ken & Ethel Marchant
 Roseanne Markie
 Helen & Frank Marks
 Bruce Marshall
 Roger Marshall
 Joan McCabe
 Donald McInnes
 Brian McIntosh

Nicole McLaughlin
 John McLellan &
 Jeannie van Dyk
 Michael McNeil
 Tim McNutt
 Michael Meredith
 Weibe Meyer
 Lawrence Millar
 Donald Miller
 Neil Murphy
 Ralph Murray
 Kyle Murray
 Jeff Nelson
 Craig Newcombe
 Robert Newcombe
 Vaughn Nichols
 Donald Nicholson
 Donna Noble-Brown
 Nova Scotia 4-H Council
 Nova Scotia Federation of
 Agric Senate Club
 David Oulton
 Wayne Parker
 Robert Parks
 Audrey Payne
 David Pickett
 Fred Pierce
 Arnold Pitman
 Felix Poser
 Gerald Post
 Print Atlantic (A Division of
 Optipress Inc)
 James Purdy
 Emma Raghavan
 William Rector
 Arthur Redden
 Lewis Ricketson
 Martha Robinson
 Harold Rogers
 Alex Rogers
 Rug Hooking Guild of N.S.
 Wilma Schenkels

Peter Schousboe
 Kevin Sibley
 Sedgewick & Barbara Sinclair
 Douglas Slater
 Alford Smith
 Angus Smith
 David Smith
 Wylie Smith
 Nancy Smith
 Jason Smith
 Donna Spracklin
 Sproule Farms Limited
 Shane Sutherland
 Chris Sweeney
 Wes Tenholm
 Jess Thompson
 Gerald Townsend
 Charles Trail
 Warren Tregunno
 Valley Randsland Farms
 Joan & James van De Riet
 Harry Van der Linden
 Adrian Vermeulen
 Carol Versteeg
 Vernon Vickery
 Jean Waddy
 Stanley Warwick
 Steve Watts
 Jeff Wentzell
 Fred White
 Heather Anne Wilson
 John Wood
 Kathy Woolaver
 Emmanuel Yiridoe
 Nancy Zwicker

YES, I would like to make a donation to NSAC.

I am pleased to contribute by making the following gift:

I would like to make a single donation of: \$ _____

Please direct my gift toward: _____

Development and Alumni Relations Office

Nova Scotia Agricultural College
 Box 550
 Truro, Nova Scotia
 B2N 5E3

Phone: (902) 893-7950
 Fax: (902) 897-9399
 Email: jgoit@nsac.ns.ca



Method of Payment: (Please do not mail cash)

- Cheque (payable to Nova Scotia Agricultural College)
- Post dated cheques (enclosed)
- VISA MasterCard

Card Number: _____

Expiry Date: ____/____/____

Card Holder Name (Please Print): _____

Cardholder Signature: _____

- All donations will receive a receipt for income tax purposes.
- I prefer to remain anonymous in all forms of NSAC donor recognition.