

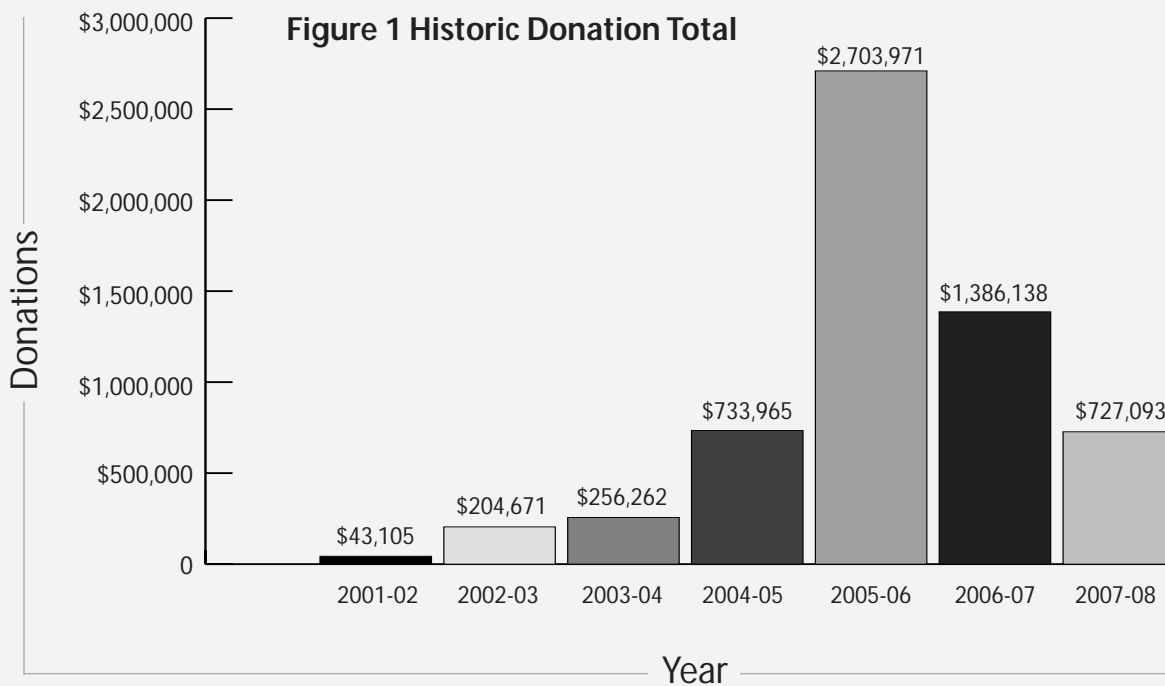


NSAC Development and Alumni Relations

Report to Donors 2007-08

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The NSAC Alumni/Foundation had a successful year of fundraising 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% from the year before. Historical donation totals are found in Figure 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 comparison with the previous two years is shown in Table 1.

Table1	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	\$130,72	17.1%	\$469,920	33.9%	\$287,896	40.0%

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 2 shows the historic trend in the annual appeal.

Table2						
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

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 and the John Reginald Moore Bursaries. The acquisition of new endowments is important to the continued support of NSAC students.

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 real measure of the impact that the fundraising efforts are having is shown by the amount of financial support that is 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 2.

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 in 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.

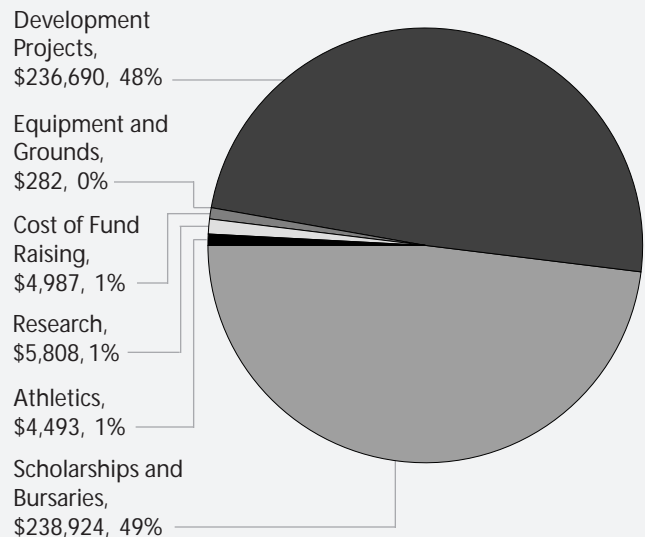
First Presentation of \$2,500 P. Max Kuhn Scholarship



Ross Osborne, Jim Goit, Jaclyn Mosher and Mary Osborne.

A new scholarship recognizing a farm background and a future career in agriculture was presented at NSAC's Awards Banquet October 2008. Jaclyn Mosher, Newport, NS, a 3rd year B.Sc.(Agr.) Agricultural Economics student, is the first recipient of the \$2,500 P. Max Kuhn Scholarship. Shown offering congratulations to Jaclyn are Jim Goit, Executive Director, Development & External Relations, NSAC; and Ross and Mary Osborne, Dartmouth, NS. Mary

Figure 2 Disbursement Area 2007-08



is the daughter of P. Max Kuhn, who farmed in Cole Harbour, NS, and attended NSAC in 1908-09. The P. Max Kuhn Scholarship was made possible by an initial generous donation from Mary's brother, Bernard Kuhn (NSAC Class of 1938) and subsequently others in the Kuhn family.

In summary, the fundraising 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 to increase our base of donors as we establish our credibility with alumni and friends. 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.

NSAC Donor Summary

Donations made between April 1, 2007 and March 31, 2008

The following is a list of all those who have donated to NSAC between April 1, 2007 and March 31, 2008 arranged alphabetically by donation size range. For Donors who are alumni, their class year is shown following the name. We do our best to ensure accuracy in the information however we apologize for any errors or omissions that may have occurred. (Number after name indicates Class Year for Alumni)

Planned Gifts

Mr. Peter Hamilton 1944
Mr. Malcolm MacQuarrie 1948
Mr. John Atkin

Gifts In Kind

Specht-Canada Inc.

Matching Gifts

Kraft Canada Inc.

Gifts Over \$100,000

Canadian Intl. Development Agency

\$25,000 - \$99,999

Dr. Roger Bacon
Estate of Mary Chapman
Estate of Kevin Grant
Harrison McCain Foundation
Nova Scotia Agricultural College
Specht-Canada Inc.

\$10,000 - \$24,999

Atlantic Farm Mechanization Show
Farm Credit Canada
New Brunswick Egg Marketing Board

\$5,000 - \$9,999

Growers International Organic Sales
Mr. Charles W. Herbert 1959

Newfoundland and Labrador Chicken Marketing Board
Ocean Nutrition
PEI Department of Agriculture, Fisheries & Forestry
Royal Bank of Canada
Stuco Holdings Limited
Willowdale Farms

\$1,000 - \$4,999

ACA Cooperative Limited/Eden Valley Farms Limited

Mrs. Margaret Archibald
 Atlantic Fertilizer Institute
 The Big Carrot
 Chartwells
 Chicken Producers Association of Nova Scotia
 Mr. Robert N. Clark 1959
 Cobequid Physiotherapy Inc.
 Dr. William B. Collins 1946
 Co-op Atlantic
 Dairy Farmers of Newfoundland and Labrador
 Dairy Farmers of Nova Scotia
 Dykeview Farms
 Egg Producers of Newfoundland and Labrador
 Egg Producers of Prince Edward Island
 Dr. Douglas C. Eidt, 1947
 Estate of Thomas Hamill
 Farmers Dairy
 Foodshare Toronto
 Mr. Campbell Gunn 1959
 Mr. Peter Y. Hamilton 1944
 Dr. Paul C. Harris 1950
 Mrs. Jessie King
 Kings Mutual Insurance Company
 Landscape Nova Scotia
 Dr. J. Allan MacKay 1943
 Mr. Malcolm MacQuarrie 1948
 Lloyd Mapplebeck & Lauranne Sanderson 1975
 Mr. Allan Mathewson
 Mr. Eric Meek 1954
 TD Insurance Meloche Monnex
 MER Enterprises Ltd.
 New Brunswick Institute of Agrologists
 Newfoundland and Labrador Federation of Agriculture
 Nova Scotia Animal Breeders
 Nova Scotia Federation of Agriculture
 Nova Scotia Institute of Agrologists
 Nova Scotia Power Incorporated
 The Organic Grocer Limited
 Mrs. Mary H. Osborne
 Ms. Sherry E. Porter 1975
 Prince Edward Island Institute of Agrologists
 Dr. Robert G. Ross 1947
 Rotary Club of Truro
 Syngenta Pest Management
 Mr. Harold J. Trask 1948
 Vanden Bussche Irrigation
 Mr. Fred Walsh 1950

Mr. Havey Whidden
 Ms. Barbara E. Whiston, 1990

\$250 - \$999

Mr. Stuart F. Allaby 1949
 Animal Nutrition Association of Canada
 Atlantic Land Improvement Contractors Association
 Bedford Horticulture Society
 Bible Hill Garden Club
 Dr. Doug Byers 1956
 Ms. Carol Byers
 Mr. Donald L. Byers 1963
 Charities Aid Foundation America
 Ms. Barbara J. Christie 2002
 Crossley Carpet Mills Limited
 Dartmouth Horticultural Society
 Ms. Gisela E. Erf, PhD 1979
 Farm Focus
 Mr. & Mrs. Jim Goit
 Dr. Gary Grant
 Dr. Les Haley 1958
 Mr. Robert W. Hanes 1949
 Mrs. Edith Hudgins
 Dr. Dick Huggard 1956
 Inverness County Federation of Agriculture
 Isgonish Chapter IODE
 Mr. Robert L. Johnston 1961
 Mr. Toomas Karmo
 Kraft Canada Inc.
 Lunenburg Queens Federation of Agriculture
 Mrs. Barbara MacKay
 Dr. Ken MacKay 1951
 Dr. Ralph Martin
 Mr. Ernest G. Maynard 1959
 Mr. Irvin B. McCormick 1959
 Nova Scotia 4-H Council
 Nova Scotia Department of Agriculture
 Nova Scotia Veterinary Medical Association
 Novartis Animal Health Canada Inc.
 NS/NF Holstein Association of Canada
 NSAC Association of Grad Students
 Patterson Law
 Ms. Audrey S. Payne 1964
 The Pepsi Bottling Group
 Pork Nova Scotia
 Prince Edward Island Potato Board
 Prince Edward Island Swine Breeders' Association
 Ms. Natalie Rayner 1992

Mr. Chris Richards 1984
 Rix Family Farm
 Ms. Martha H. Robinson 1985
 Mrs. Nerenne Russell
 Mr. Daniel Stewart 1956
 Stewiacke Valley Garden Club
 Mr. Bill Swetnam 1956
 Ms. Irene Tester
 Mr. & Mrs. David Thompson 1970
 Mr. Calvin R. Tilley 1954
 Dr. Vernon R. (Vic) Vickery 1947
 Wentworth Garden Club
 Wesley United Church
 Mr. John Wesselius 1988
 Mr. Cyril B. Whiteley 1974
 Wild Blueberry Producers Association of Nova Scotia
 Dr. James M. Winmill 1948

Less than \$250

Mr. William P. Abraham 1952
 Mr. Adrian Ackermann 1987
 Mr. David R. Aiton 1972
 Mr. Donald A. Allen 1963
 Mr. & Mrs. Jeffrey Allen 1988
 Mr. Don Anderson 1978
 Mr. Donald G. Anderson 1948
 Mr. Derek & Ms. Lisa Ashworth 1994 & 1997
 Mr. Nelson E. Ball 1956
 Mr. Lorimer F. Banks 1948
 Mr. G. Melvin Barclay 1961
 Mr. Don Barry 1979
 Mr. Nigel T. Bayliss 1982
 Mr. Alan H. Bentley 1959
 Mr. Sterling Bishop
 Mr. Harold D. Blenkhorn 1947
 Mr. Blair Bonnyman 1951
 Mr. Peter W. Boswall 1981
 Mr. Desire Boudreau
 Mr. Eric J. Bouffard 1951
 Mr. & Mrs. Joseph Brennan 1975
 Mr. John A. Brown 1975
 Ms. Heidi L. Brown 1984
 Mr. Jack F. Burnham 1964
 Ms. Ernestine Byers
 Mr. Frank H. Calder 1950
 Mr. Grant D. Campbell 1983
 Ms. Joanne Campbell
 Canadian Parents for French in Nova Scotia
 Dr. John P. Cant, PhD 1986
 Ms. Christine D. Carroll 1985
 Mr. Keith A. Casey, Sr. 1953
 Mr. Stephen D. Casselman 1966
 Mr. Harry H. Chapman 1952
 Ms. Alyson D. Chisholm 1983
 Mr. David U. Christie 2004
 CIBC
 Mr. Ronald E. Clark 1974
 Dr. Maurice H. Clark 1948
 Mr & Mrs Dave Clark 1975
 Ms. Katherine D. Cleghorn 1982
 Dr. H. Garth Coffin 1960
 Ms. Rebecca Colborne
 Mr. Gregory Coldwell 1970
 Mr. Ronald V. Colpitts 1954
 Mr & Mrs Jeff Cowell 1985
 Mr. John S. Colwill 1996
 Ms. Audrey J. Connell 1999
 Mr. Robb R. Connors 1979
 Dr. Harold W. Cook 1966
 Mr. Archie M. Cook 1960
 Cornwallis Farms
 Francis E. Cotter 1964
 Mr. Harry C. Cox 1954
 Dr. Don Craig 1945
 Mr. Harry F. Crouse 1956
 Mr. Andrew B. Crouse 1980
 Mr. Roger C. Crowe 1996
 Mr. J. Gordon Crowe 1946
 Ms. Kimberly Dale
 Dr. Wayne E. Davidson, D.V.M. 1962
 Ms. Marie-Adele Deveau
 Mr. Trevor & Ms. Shari Dillman 2000 & 2002
 Mr. John W. Dillman 1976
 Mrs. Sangeeta Dinshaw
 Mr. Nick Duivenvoorden 1979
 Mr. Brian H. DuPlessis 1971
 Mr. William C. Durant 1951
 Eastern Veterinary Technician Association
 Mr. John B. Eaton 1957
 Mr. Freeman S. Eaton 1954
 Ecole Acadienne
 Ms. Jean Eldridge
 Mr. Dale Ells 1959
 Mr. Evans N. Estabrooks 1962
 Mr. David L. Faulkner 1966
 Ms. Jean Fearon
 Mr. Walter H. Fiander 1958
 Fisher Farms
 Ms. Jean Fox 1942
 Mr. Ronald Fraser 1965
 Mr. Ian Fraser
 Mr. Bernard H. Gallant 1989
 Ms. Nellie G. Gardner 1978

Mr. Aurele Gaudet 1956	Ms. Jane R. MacLaurin 1993	Mr. M. H. Pierce 1947	Mr. William A. West 1939
Mr. John G. Gerrits 1981	Mr. Clifford W. MacLellan 1979	Mr. Martin A. Porskamp 1977	Ms. A Michelle Willis 1989
Ms. Kathleen E. Glover 1978	Mr. Rod & Mrs. Robin MacLennan	Mrs. Elizabeth Prentice-Hudson 1981	Dr. Emmanuel Yiridoe
Ms. Carol D. Goodwin 1976	Mr. William E. MacLennan 1949	Mr. George E. Reagh 1977	Ms. Nancy L. Zwicker 1981
Mr. Anthony J. Gorham 1986	Mr. Victor W. MacLeod 1967	Mr. Philip D. Redmond 2000	
Mr. Robert C. Grant 1964	Mr. Don & Mrs. Marlene MacMillan 1963	Ms. Heather J. Richardson 2001	
Dr. Donald L. Grant 1958	Dr. Ed MacMillan	Dr. Charles L. Ricketson, PhD 1951	
Mr. David Gray 1954	Mr. Joseph H. MacNeil 1951	Mr. Jed Ritcey	
Ms. Melanie T. Greencorn 1996	Dr. Ted MacNintch 1956	Mr. Ronald F. Roach 1939	
Mr. & Mrs. Gerrit Groenenberg 1984 & 1985	Mr. Eric P. MacPhail 1947	Mr. Harold E. Robbins 1950	
Ms. Julie S. Hall 2005	Mr. Norman G. MacQueen 1961	Mr. A. V. Rodd, MSC, PAg 1980	
Mr. William L. Hanlon 1952	Dr. Ali. Madani	Mr. Harold A. Rogers 1943	
Mr. & Mrs Don Harding 1975 & 1976	Mr. John E. Madill 1966	Dr. Kristi Rouvinen-Watt	
Ms. Wendy O. Harris 1979	Mr. Arlington S. Mair 1948	Ms. Lindsay G. Russell 1999	
Mr. John S. Harvie 1974	Mr. Kenneth Marchant	Ms. Jennifer Russell	
Mr. Richard H. Harvie 1948	Ms. Marilyn Margeson	Mr. Carl Saunders	
Mr. Stephen & Mrs. Patti Healy 1973	Mr. Francis C. Marks 1957	Dr. Wilma Schenkels 1988	
Mr. Glen D. Hebb 1983	Ms. Marjorie Marsh	Ms. Paula E. Schofield 2003	
Mr. Laurie D. Hennigar 1960	Mr. Rylie Marshall 1940	Mr. Gary S. Selig 1969	
Mr. Geoffrey R. Hennigar 1986	Mr. Thomas Marshall	Mr. Allen P. Shaw 1972	
Mr. Peter Hicklenton	Mr. George U. McBay 1938	Ms. Elizabeth Shein	
Dana N. Hicks 1985	Prof. J. McClain	SHUR Gain Division Maple Leaf Foods Inc.	
Mr. John D. Hilchey 1941	Mr. & Mrs. Douglas McDonald 1982	Mr. Sedgewick P. Sinclair 1964	
Mr. Charles V. Hiltz 1966	Mr. Donald P. McInnes 1955	Mr. Kenneth A. Smarzik 1973	
Dr. Richard A. Holley 1964	Mr. Bruce D. McKenzie 1943	Mr. & Mrs. Charles Smith 1983 & 1981	
Mr. Bradford C. Hood 1974	Mr. Richard S. Melvin, NSch 1976	Mr. Darrell W. Smith 1971	
Ms. Andrea J. Janzen 2000	Mr. James F. Miller 1995	Rev. Angus J. Smith 1952	
Dr. William A. Jenkins 1938	Ms. Meghan P. Miller 2007	Mrs. Nancy J. Smith 1984	
Mr. Timothy Johns-Churchill 1963	Mr. Neil L. Murphy 1964	Mr. Alford L. Smith 1972	
Mr. Franklin R. Johnson 1950	Ms. Anne Murphy	Mr. B. Sodhi	
Rev. Grant Johnston 1971	Ms. Kate Murray 2007	Ms. Alicia Sommers	
Mr. Archie H. Johnstone 1947	Mr. Robert A. Murray, PAg 1952	Dr. Donna E. Spracklin 1974	
Mr. Vernon Kelly 1965	New Holland	Mr. & Mrs Jim Steeves 1974 & 1976	
Dr. David B. Kennedy 1970	Mr. Vaughn S. Nichols 1951	Mr. Seymour M. Stewart, Sr. 1942	
Mr. Peter R. Kennedy 1977	Mr. Leonard H. North 1982	Sussex View Farms	
Ms. Jan M. Kennie 1995	Novartis Vets	Ms. Miriam E. Tams 1988	
Dr. G. A. Klassen	NSAC Bookstore	Mr. Jess M. Thompson 1958	
Mr. Henry Knol 1969	Overview Farms Ltd.	Mr. Charles T. Trail 1962	
Mr. George A. LaBelle 1955	Dr. K. Padmanathan	Mr. & Mrs. Paul Van de Wiel 1992 & 1993	
Dr. Carmencita J. Lake 1988	Mr. Bradley Palmer 1986	Mr. John B. Van den Hof 1979	
Mr. Lyndon R. Langille 1946	Mr. Wayne Paquet	Mr. Harry W. Van der Linden 1976	
Mr. Winston M. Langille 1940	Mr. Robert G. Parker 1971	Ms. J. Van Dyk & Mr. J. McClellan 1978 & 1977	
Ms. Clara LeBlanc 1975	Mr. Wayne F. Parker 1962	Mr. Jack L. Vissers 1972	
Mr. Scott C. Lewis 1981	Mr. Robert L. Parks 1954	Mr. Francis J. Vosman 1984	
Mr. Norman S. Logan 1950	Dr. Dian Patterson	Ms. Bonnie Waddell	
Ms. Jean Lynds 1990	Mr. Eric A. Patterson 1977	Mr. Nelson Watson	
Mr. James L. MacAfee 1972	Ms. Treasa & Mr. Michael Pauley 1998	Mr. Steven W. Watts 1983	
Mr. Brian MacDonald	Prof. Graham Pearson	Mr. Jason J. Webster 1993	
Dr. Bertrum H. MacDonald 1971	Ms. Joan Pearson	Ms. Lisa M. Welland 2001	
Dr. Bernie MacDonald	Mr. Gregory H. Pelkey 1981		
Mr. S. Gibb & Ms. S. MacDonald 1987	Ms. Madeleine Peloquin		
Mr. Donald L. MacDonald 1960	Mr. James A. Pickett 1963		
Dr. Donald C. MacKay 1943			