



FY18
ANNUAL
REPORT



INSPIRE | INNOVATE | TRANSFORM

AUBURN IS ON THE MOVE.



WE are pleased to share with you a distinctive FY18 Annual Report, one that allows you literally to “see” the great influence that philanthropy is having on Auburn University. Through these video stories and accompanying data, we hope you will learn how your gifts are enhancing every area of our institution and empowering us to do the good work that we aspire to do every day.

FY18 was a successful fundraising year. Through 76,257 gifts, the Auburn Family provided \$140,027,028 in support of the university, allowing us to surpass our \$133,000,000 goal by more than \$7 million. These gifts are empowering us to focus on our vision to inspire, innovate, and transform.

Philanthropy enables us to provide an exceptional educational experience and **inspire** our students to reach their full potential. Gifts are increasing our ability to **innovate** new research — the caliber of which recently led the university to achieve the distinguished Carnegie One Research classification. This accomplishment is a significant indicator of the cutting-edge research our faculty members are conducting.

\$140,027,028

TOTAL RAISED IN FY18

These achievements are allowing us to **transform** our world through the lives of our students and the work of our faculty. Auburn truly is on the move, and we are grateful for your belief, and your investment, in our mission to transform lives.

Mike McLain '72

Chair, Auburn University Foundation

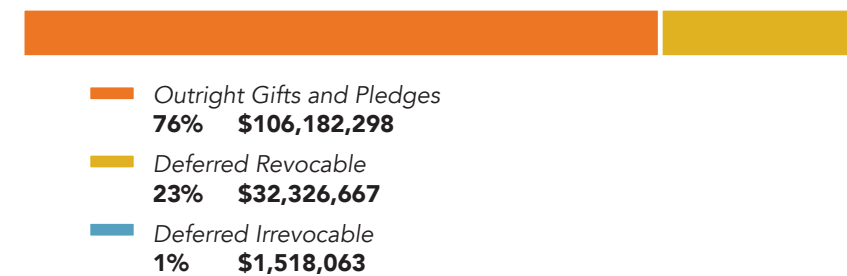
Jane DiFolco Parker

Vice President for Development, Auburn University
President, Auburn University Foundation

NEW GIFTS AND COMMITMENTS BY AREA



NEW GIFTS AND COMMITMENTS BY TYPE



ANNUAL VS. ENDOWED



R1
CARNEGIE RESEARCH
CLASSIFICATION
ACHIEVED



OUR LAND-GRANT MISSION

In the spirit of Auburn's land-grant heritage, we take our mission of instruction, research, and outreach seriously. We prepare students for life, and we work diligently to empower them to be the best they can be. We drive scholarship and research that advances knowledge, and we put that knowledge to use to improve the world around us.

Donors like Walt and Ginger Woltosz help make this possible. Their investments in scholarships, professorships, numerous programs across campus, and a variety of facilities span the breadth of our mission and propel us to new levels of excellence.

\$5M+
IN RESEARCH EXPENDITURES

56%
OF INCOMING FRESHMEN
RECEIVED SCHOLARSHIPS

80+
OUTREACH CENTERS
IN ADDITION TO 67 COUNTY
EXTENSION OFFICES

WALT AND GINGER WOLTOSZ

In addition to their previous giving, Walt, '69 aerospace engineering, and Ginger Woltosz invested \$5.4 million in FY18 to support initiatives throughout the university, including Engineering, the Gogue Performing Arts Center, Athletics, Tiger Giving Day, and much more.

OUR STUDENT EXPERIENCE

Known for its robust student experience, Auburn is home to talented students who excel both inside and outside the classroom. Students like Zac Slay, featured in our video, leave a legacy of achievement at Auburn, going on to make their mark on the world. We equip our graduates with critical thinking and leadership skills, enabling them to enjoy successful and meaningful careers, both professionally and personally. It is these unique stories of students' hard work and determination that inspire generous donors like Sam and Ann Ginn, who have supported Auburn students for decades.

\$33M

**RAISED FOR STUDENT SUPPORT
IN FY18**

235

**NEW SCHOLARSHIPS
AND FELLOWSHIPS**

118

**NEW SCHOLARSHIP AND
FELLOWSHIP ENDOWMENTS**

SAM AND ANN GINN

Auburn's Samuel Ginn College of Engineering has flourished through the philanthropy of its namesake, Sam Ginn, '59 industrial management, and his wife, Ann. In FY18, the Ginns invested an additional \$11 million in the Ginn Family Fund for Excellence to support the college.

DOING GOOD

As an essential component of Auburn's land-grant mission, outreach programs lay the foundation for experiential education that equips our students and serves the greater good. Programs like Rural Studio provide our students — and model for the world — the highest quality, yet practical, education.

Other outreach programs, including the Alabama Prison Arts + Education Project, which brings educational opportunities to those in prison, have inspired philanthropic partners like The Andrew W. Mellon Foundation to support our efforts to make a difference in society.

\$72,577,413

RAISED FOR PROGRAMMATIC SUPPORT

37

NEW PROGRAM
ENDOWMENTS

210

NEW PROGRAMS
ESTABLISHED

THE
ANDREW W.

MELLON
FOUNDATION

MELLON FOUNDATION

In FY18, The Andrew W. Mellon Foundation gave a \$900,000 philanthropic grant to Auburn in support of the Alabama Prison Arts + Education Project (APAEP). Private support allows APAEP to provide college courses in state prisons. The program now offers students the opportunity to earn a bachelor's degree, equipping them for success following incarceration.

THE AUBURN FAMILY

The Auburn Family is legendary for its loyalty and generosity, and nowhere does it shine more brightly than in giving through the Annual Fund. Donors to the Annual Fund, whose gifts are less than \$25,000, are a critical component to our fundraising achievements. Engaging new donors and retaining current annual donors, the Annual Fund utilizes a variety of strategic appeals, including the phonathon, direct mail, online solicitations, and targeted communications. Online fundraising, a staple of the Annual Fund, increased again in FY18 with Tiger Giving Day attracting 645 new donors to join the ranks of those who have given faithfully to Auburn for years.



20%
NEW
DONORS

\$4,798,962
RECORD-BREAKING TOTAL RAISED BY
ANNUAL FUND IN FY18

\$1M+
GIVEN BY AUBURN FACULTY AND STAFF

18,674
ANNUAL FUND DONORS

**TIGER
GIVING DAY**

23
PROJECTS FULLY FUNDED

3,588
DONORS TO TGD PROJECTS



57%
ACTIVE
DONORS

25%
LAPSED
DONORS

18%
NEW
DONORS



Auburn's third Tiger Giving Day, held on Feb. 21, 2018, engaged donors through projects ranging from adaptive equipment for the wheelchair basketball team to water testing equipment for developing nations, and gardens for cancer patients. One of the most popular projects, Sign the Steinway, invited donors to contribute and then sign the Auburn-themed piano that will be housed in the new Jay and Susie Gogue Performing Arts Center.

OUR ENDOWMENT

As the source of permanent, self-sustaining funding, gifts to establish endowments provide great opportunity for Auburn. Because these funds are invested and the generated income is used to support the university, endowments produce stable and flexible support for students, programs, and faculty. Corporate partnerships, such as our relationship with Delta Air Lines, help create endowments which have a lasting impact for years to come.

INCREASE IN PORTFOLIO VALUE OVER FY17

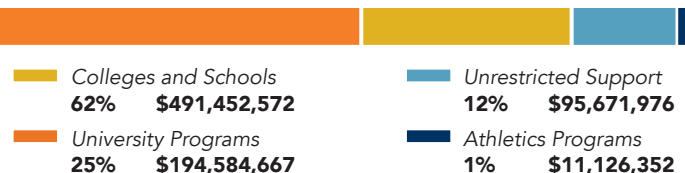
+6%

FY18 ENDOWMENT PORTFOLIO VALUE
\$792,835,567

SHARE OF ENDOWMENT PORTFOLIO VALUE

33%	67%
\$265,368,535	\$527,467,032
AU	AUF

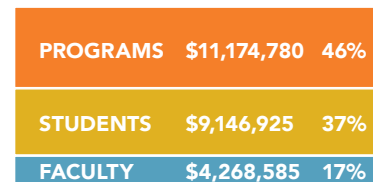
SHARE OF ENDOWMENT PORTFOLIO VALUE AMONG DIVISIONS



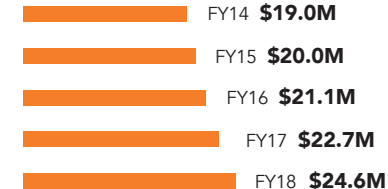
FY18 ENDOWMENT DISTRIBUTION

\$24,590,290

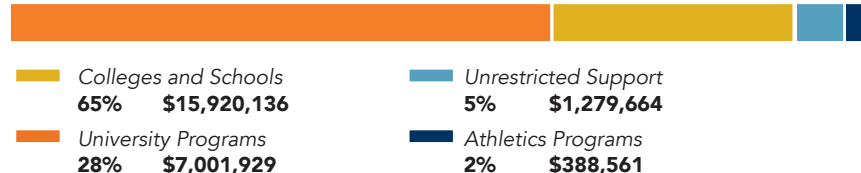
FY18 ENDOWMENT DISTRIBUTION BY DESIGNATED PURPOSE



ENDOWMENT DISTRIBUTION 5-YEAR IMPACT



ENDOWMENT DISTRIBUTION AMONG DIVISIONS



Delta Air Lines, The Delta Air Lines Foundation, and the Jacobson Family Foundation contributed a combined \$6.2 million to support multiple programs at Auburn. A portion of the gift included funding for the construction of the Delta Air Lines Aviation Education building, a 23,000-square-foot facility designed exclusively for aviation education at Auburn University. The new building was dedicated in November 2018.

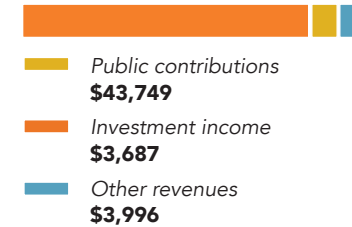
FOUNDATION FINANCIALS

The following represents the condensed financials for the fiscal years ending Sept. 30, 2018 and 2017, respectively, for the Auburn University Foundation and the Auburn University Real Estate Foundation, Inc. The consolidated financials were audited by Warren Averett, LLC of Montgomery, Ala., and the firm issued an unmodified opinion dated Dec. 13, 2018.

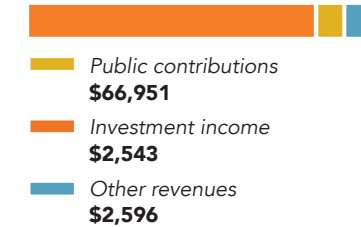
<i>(in thousands)</i>	FY 18	FY 17
TOTAL ASSETS	675,514	661,380
TOTAL LIABILITIES	32,634	29,699
TOTAL NET ASSETS	642,880	631,681
INVESTMENT GAINS (LOSSES)	30,591	50,595
TOTAL CHANGES IN NET ASSETS	\$11,199	\$58,077

REVENUES & OTHER SUPPORT *(in thousands)*

FY18 \$51,432

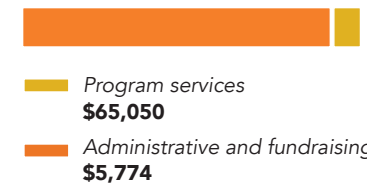


FY17 \$72,090

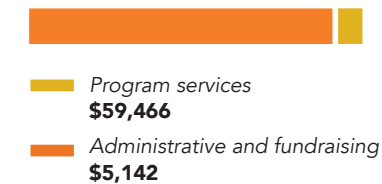


EXPENSES *(in thousands)*

FY18 \$70,824



FY17 \$64,608



FY18 included the end of Because This is Auburn — A Campaign for Auburn University. The historic campaign raised more than \$1.2 billion and engaged more than 106,000 donors.

Saying “thank you” to the Auburn Family for this unprecedented generosity should be nothing less than extraordinary, as well. A brilliant, 3D video story projected onto Samford Hall during a home football game weekend told our story of gratitude, highlighting the campaign’s game-changing impact and significant milestones.

AUBURN UNIVERSITY FOUNDATION BOARD OF DIRECTORS

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CEO & Managing Partner, ICON Investment Partners

Vice Chair

BENNY M. LaRUSSA, JR. '82

CEO, Sterling Capital Management

President

JANE DiFOLCO PARKER

*Vice President for Development
Auburn University*

Treasurer

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*President & COO (retired), PlantWeb Solutions Group,
Emerson Process Management*

Chair, Administration and Finance Committee

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Chief Financial Officer (retired), Bellsouth

Chair, Audit Committee

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*Global Chief Operating Officer – Quality, Risk, and
Regulatory, KPMG LLP*

Chair, Development Committee

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*Owner & President (retired)
Central Alabama Nursing Services*

Chair, Investment Committee

CHARLES D. (CHARLIE) MILLER '80

*Executive Vice President and Global Head of Distribution
Harbert Management Corporation*

Chair, Directorship Committee

WILLIAM J. (BILLY) COX '88

*Pharmacy Consultant, Entrepreneur, & Real Estate Investor
BSM Inc.*

Chair, AU Real Estate Foundation, Inc.

STEVEN R. (STEVE) SPENCER '78

President, Economic Development Partnership of Alabama

EX-OFFICIO

President, Auburn University

STEVEN LEATH

President, Auburn Alumni Association

WILLIAM C. (BEAU) BYRD '89

Chancellor, Auburn University at Montgomery

CARL A. STOCKTON

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KERRY BRADLEY '79

THOMAS R. (RANDY) CAMPBELL '84

CHERYL L. CASEY '83

R. BRUCE DONNELLAN '76

REBECCA M. (BECKY) DUNN '70

SHARLENE REED EVANS '86

JAVIER GOIZUETA '81

GREGORY L. HESTON '85

JAMES M. (JIM) HOSKINS '81

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GERALD W. SMITH '61

BETH THORNE STUKES

WALTER S. WOLTOSZ '69

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WANDA M. SPEROW

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LAUREL D. HENDRIX '98

Foundation Assistant Secretary

REGENA B. (GENA) ISBELL '84, CPA

Foundation Assistant Treasurer

SHAUNA MONROE '03

Foundation Assistant Treasurer

MARK R. THOMSON, CPA

Foundation Assistant Treasurer

