

WSU FOUNDATION FINANCIAL REPORT FISCAL YEAR 2010-2011

From the public launch of a historic fund-raising campaign, to the announcement of the largest gift in school history, to a record total in gift, grant, pledge, and revocable commitments from generous alumni, friends, and corporate partnerships, Fiscal Year 2011 was a momentous year for Washington State University and the Washington State University Foundation. Opportunities abound at WSU thanks to the tremendous commitment of WSU's generous donors and volunteers, whose support is essential as faculty, staff, and students pursue the remarkable potential of this University.

The following financial report of the WSU Foundation provides a summary of development activity during Fiscal Year 2011, which began July 1, 2010 and concluded June 30, 2011, and of development activity during the *Campaign for Washington State University: Because the World Needs Big Ideas* through Fiscal Year 2011, documenting development activity beginning July 1, 2006 through June 30, 2011.

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The 2011 WSU Foundation Honor Roll of Donors can be found online at foundation.wsu.edu/thanks/annualreport.



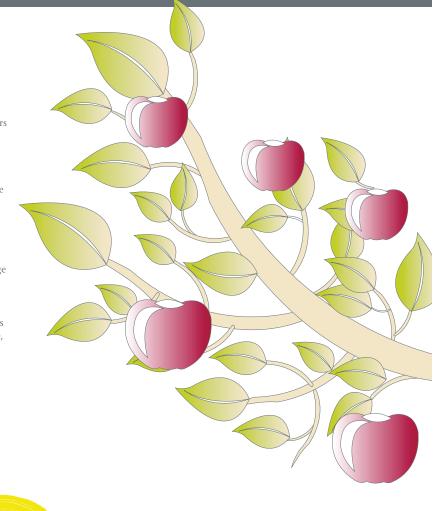
GIFT GROWS THE STATEWIDE IMPACT OF A LEADING PROGRAM

In January 2011, WSU's wine and tree fruit research and education programs received the first of a series of gifts that will span five years and total \$500,000 from Northwest Farm Credit Services.

The gift marked the first major commitment in support of the tree fruit program during *The Campaign for WSU*, with half of the donation designated to WSU's Wine Research Center at Prosser. The rest will help fund two new field laboratories at WSU's new Sunrise Research Orchard outside of Wenatchee.

"This partnership further strengthens the already-successful tree fruit program at WSU, which informs best practices that benefit Washington growers," says Dan Bernardo, dean of the WSU College of Agricultural, Human, and Natural Resource Sciences.

This type of research contributes to WSU's ability to provide solutions to some of the most complex issues facing society, such as how to build a modern food system that is productive, competitive, and sustainable.



EDUCATING TOMORROW'S TEACHERS...AND FUTURE COUGS

Construction continued throughout the year on a private, full-day kindergarten that expanded upon the University's already-successful child development program at WSU Vancouver.

The kindergarten provides a unique learning laboratory for WSU Vancouver students. Those pursuing a degree in human development can observe the kindergarten classroom as part of their studies, and WSU Vancouver nursing students can provide hearing screenings and other care to the children as part of their coursework.

"The kindergarten gives the WSU Vancouver campus and Southwest Washington a cutting-edge option for early childhood education," says Suzanne Smith, associate professor and director of human development. "We have a small student-to-teacher ratio that provides for flexibility and a more personalized learning environment."

Opened in September 2011, the kindergarten was made possible thanks to an earlier gift of \$1.5 million from the Tod and Maxine McClaskey Foundation. The couple had been married for more than 56 years and always placed special value on children and education.

A CHANCE AT A FUTURE

Spring 2011 brought the unsettling news of the fourth consecutive increase in tuition at WSU. With it came heightened concerns over the financial feasibility of current students to finish their degrees and about what might lay ahead for access to education for our state's future college students.

But it is often in trying times like these that Cougar Nation steps up to a challenge. Amid draconian budgetary actions at the state level, Cougs everywhere really have stepped up in a major way to support WSU students.

A surprise gift from the estate of WSU alumna Barbara Bethards ('74) epitomizes the loyalty of the Cougar family. WSU received more than \$2.5 million from Barbara's estate to support students in WSU's Regents Scholars Program, which awards outstanding Washington high school students with scholarships. Barbara's legacy at WSU will help future generations of students from around the state to remain in Washington for their college education.







PULLING FOR THE CREW

WSU alumnus Ernie Iseminger ('91), and his wife, Alice, fulfilled a shared dream by pledging \$30,000 to purchase a sleek, new racing boat for WSU Men's Crew—a decision they say was inspired by their desire to make a significant gift during *The Campaign for Washington State University*.

This gift honors Ernie's tenure as crew commodore while a student and as coach from 1990-98. The couple knows first-hand that as a varsity sports club, WSU Men's Crew members spend nearly as much time fund raising as they do practicing and competing.

Little institutional funding for University Recreation club sports means that it's up to alumni and friends, such as Ernie and Alice, WSU parents, and hard-working athletes to pay the bills. With continued generous support, WSU Men's Crew plans to build upon their reputation as one of the fastest club teams in the West.

"As you get older in life you reflect on those opportunities that shape you and make you who you become. My experience as a part of Crew made me who I am. The Snake River builds character," says Ernie.



HONORING MAN'S BEST FRIEND

If a man can be a dog's best friend, Bill Johnson is such a man. For the last five years, he has been keeping the memory of his beloved companions alive with a bicycle ride across the beautiful state of Washington, raising money for WSU's College of Veterinary Medicine. He makes the grueling fundraising trek in memory of his Golden retriever, Sonny, who died of canine lymphoma in 2006.

Each August, Bill retraces the 217-mile route from his Cle Elum home east along Highway 26, arriving at the Veterinary Teaching Hospital in Pullman with a police escort. The route holds a special significance for Bill—it is one that he and Sonny traversed many times to receive cancer treatments at WSU.

The money raised is added to the *Somy Angel and Cody Jo Gift of Hope Endowment*. Named for his two dogs, the fund used to help offset the costs of caring for WSU animal patients without owners or whose owners cannot afford the often expensive treatments. He believes that especially in the current economy, many loving pet owners could use a little extra help to get their best friends the best care available.

"They were both gracious and giving," says Bill of Sonny and Cody. "I think this is what they would have wanted. So that's why I'm doing it."



GRANT FUNDS ALZHEIMER'S INTERVENTION RESEARCH

Thanks to a \$320,000 grant from the Alzheimer's Association, researchers at WSU are exploring a novel intervention for treating individuals with mild cognitive impairment, a precursor to Alzheimer's disease and other forms of dementia.

The three-year early intervention study is the first to examine the effectiveness of a new treatment method that integrates two existing interventions spearheaded by WSU researchers—a cognitive rehabilitation method and a multifamily group therapy originally developed to treat schizophrenia.

"Working with both patient and caregiver is key," says Dennis Dyck, professor of psychology in neuroscience and co-principal investigator of the study. "There's a lot of information a clinician normally doesn't get which can be obtained by working with the spouse or caregiver."

The goal of the three-year intervention is to identify ways to keep people functioning independently for longer, decrease caregiver burden, and increase social support networks for both patients and family.

"We don't have any proven pharmacological interventions and there's not a whole lot of education or support for individuals diagnosed with mild cognitive impairment and their families," says Maureen Schmitter-Edgecombe, professor of psychology and principal investigator of the study. "We hope we will be developing something that can help patients and their family members cope and compensate."

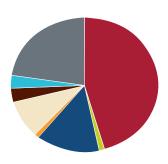


FISCAL YEAR 2011 BY THE NUMBERS

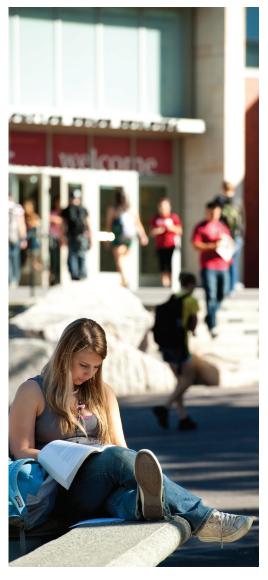
Generous alumni, friends, and corporate partners committed \$123,912,307 in private gifts, grants, and pledges to support Washington State University during fiscal year 2011, which ended June 30, 2011. An additional \$24,976,035 in revocable commitments and other contributions was recorded by the WSU Foundation during this period, bringing the total fund-raising activity to \$148,888,342 during FY 2011. During this period, the all-alumni gift participation rate was 15.9 percent.

Gifts, Grants, and Pledges by Designation, FY 2011

Research	\$28,297,044
Facilities	\$3,715,021
Faculty	\$4,233,849
Scholarships	\$11,378,234
Graduate Fellowships	\$1,054,181
Operational Support	\$17,191,495
Other	\$1,428,543
Grants	\$56,613,940
Total	\$123,912,307



Gifts and Grants by Source, FY 2011 Private Grants \$56,613,940 Alumni \$42,389,229 Friends, Parents, Faculty, & Staff \$9,707,062 Foundations \$2,254,573 Corporations \$77,521,356 All Other Organizations \$5,426,148 Total \$123,912,307



PRIVATE SUPPORT BY COLLEGE, CAMPUS, AND PROGRAM

Area	Private Gifts	Private Grants	Pledges	Revocable Gifts	Other
Ag., Human, & Nat. Resource Sciences/4-H & Extension	\$6,223,997	\$15,438,204	\$614,092	\$50,000	\$0
Business	\$1,210,740	\$28,371	\$235,948	\$\$13,216,142	\$9,200
Communication/NW Public TV & Radio	\$724,024	\$210,688	\$67,834	\$135,000	\$6,000
Education	\$412,555	\$395,369	\$92,362	\$117,500	\$0
Engineering & Architecture	\$3,839,786	\$2,913,277	\$231,408	\$655,000	\$0
Honors College	\$456,785	\$0	\$48,183	\$0	\$0
Liberal Arts	\$1,480,021	\$519,515	\$81,306	\$1,612,500	\$0
Nursing	\$188,280	\$472,746	\$5,214	\$19,000	\$2,300
Pharmacy	\$592,214	\$391,057	\$28,383	\$350,000	\$0
Sciences	\$1,395,067	\$1,271,965	\$40,815	\$1,651,297	\$0
University College	\$439,858	\$0	\$ 4,807	\$0	\$ 18,800
Veterinary Medicine	\$9,388,474	\$27,125,579	\$19,451,288	\$2,519,000	\$11,714
WSU Spokane	\$228,123	\$821,538	\$41,855	\$0	\$0
WSU Tri-Cities	\$863,719	\$195,990	\$1,169,680	\$25,000	\$0
WSU Vancouver	\$539,408	\$520,778	\$10,182	\$587,000	\$16,166
Athletics	\$5,204,485	\$0	\$448,825	-\$386,358	\$167,933
Graduate School	\$212,880	\$68,281	\$0	\$0	\$0
International Programs	\$54,782	\$2,994,812	\$1,285	\$975,000	\$0
Libraries	\$666,251	\$0	\$10,125	\$1,387,734	\$0
Museum of Art	\$433,751	\$20,000	\$120	\$155,390	\$48,575
Scholarships/Student Affairs/Equity & Diversity.	\$5,716,163	\$134,906	\$117,061	\$1,027,142	\$0
General University Support	\$1,835,732	\$147,514	\$176,721	\$554,000	\$0
	\$44,411,852	\$56,613,940	\$22,886,515	\$24,695,347	\$280,688
Total FY 2011 Gifts, Grants, and Pledges			\$123,912,307		
Total FY 2011 Fund-Raising Activity			I	I	\$148,888,342

Grand total is correct. It is smaller than column cumulative because some gifts and pledges for branch campuses are also reflected in college figures.



FISCAL YEAR 2011 ENDOWMENT REPORT

Investment Performance

From the period of July 1, 2010 to June 30, 2011, the endowment portfolio produced a total return of 20%, up from 7.9 percent during the period of July 1, 2009 to June 30, 2010. Additions to the endowment fund for this fiscal year totaled \$18,303,950. During the same period, \$16,765,025 was distributed from the endowment in support of programs at Washington State University. The endowment has grown from \$176.2 million as of June 30, 2002 to more than \$323.9 million as of June 30, 2011.

Endowed Scholarships, Fellowships, and Professorships/Chairs



Endowment Value, 2007-2011





Investment Strategy

The investment objectives of the WSU Foundation Endowment Fund reflect its long-term nature. It is recognized that the desire to grow endowment gifts and to produce a large, stable, and predictable payout stream involves tradeoffs that must be balanced in establishing the investment and spending policies. Considerations that shape the Fund's objectives are outlined here:

- Produce a relatively predictable and stable payout stream each year.
- Maintain purchasing power of the assets over the investment horizon.
- Balance the support of present and future generations of students and faculty.

In accordance with the WSU Foundation's bylaws, the WSU Foundation Investment Committee is responsible for investments, reinvestments, and general management of the endowment. The committee establishes policies for investing capital, monitoring and reviewing investment performance, establishing appropriate benchmarks, and managing the investments.

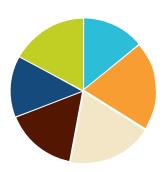
Gifts to Endowment and Investment Returns

FY	Gifts to Endowment	Return
2007	\$12,290,871	19.5%
2008	\$18,648,129	1.6%
2009	\$13,918,140	-21.1%
2010	\$14,728,094	7.90%
2011	\$18,303,950	20.00%

Endowment Net Asset Mix, FY 2011

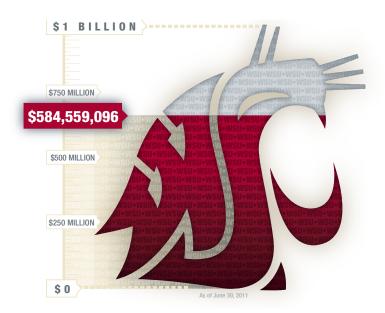
As of June 30, 2011, the market value of the WSU Foundation's endowment assets was \$323,938,792. The assets were allocated as follows:

U.S. Equity	14%
International Equity	20%
Absolute Return Equity	19%
Real Assets	16%
Fixed Income & Cash	14%
Private Equity	17%





BECAUSE THE WORLD NEEDS BIG IDEAS



A HISTORIC EFFORT:

THE CAMPAIGN FOR WASHINGTON STATE UNIVERSITY

Begun on July 1, 2006, the \$1 billion Campaign for Washington State University: Because the World Needs Big Ideas is not a mere exercise in raising money—it is the single grandest fund-raising effort in WSU history; among the larger university campaigns ever attempted in the nation. By the time it is completed, we aim to raise the bar across the University in supporting students and faculty, creating innovative research opportunities, and expanding WSU's outreach throughout the state and beyond.

The Campaign for Washington State University is an investment in our state's future; an investment to provide the margin of excellence which will take WSU to the next level, expand the reach of the University's programs, increase access to a world-class education, and develop the innovations that will drive our economy and make the state, nation, and world a better place.

With the unwavering support of every single alumnus, friend, organization, faculty and staff member, and student who generously gives, *The Campaign for WSU* is outperforming expectations. Every gift during the campaign, big or small, represents your belief in the power of Washington State University to drive the big ideas that will change lives.

The figures provided in the following pages reflect total campaign activity from July 1, 2006 through June 30, 2011.

A HISTORIC IMPACT

As a land-grant university for this century, Washington State University must be global—conducting research that benefits the world, focusing intellectual pursuits on the most pressing of society's issues, preparing students to move across cultures and borders, and equipping our communities with the tools to succeed in a volatile global marketplace. As the state's university, we must also be local, providing outreach into every county. Building on a rich foundation of past achievements and present expertise, WSU is poised to drive a wave of big ideas with far-reaching improvements for health, food production and safety, sustainability, global leadership, and Washington state.

To power these big ideas, generous private support during *The Campaign for Washington State University: Because the World Needs Big Ideas* must provide the historic infusion of resources necessary to advance the student experience, faculty support, innovative research and programs, and state-of-the-art facilities.

Together, we will make a historic impact through our students, faculty, research and programs, and facilities.



STUDENTS

\$300 million for undergraduate scholarships, graduate fellowships, study abroad programs, and other initiatives that help our students get the most out of their WSU education.



FACULTY

\$250 million for endowed faculty positions across WSU will help ensure the best education for our students and advance the cutting-edge research and discovery happening at WSU every day.



RESEARCH AND PROGRAMS

\$175 million in endowed and current-use funding in support of innovative research initiatives that will enhance the continuing exploration and discover, intellectual growth, and impact of WSU's researchers and students.

\$145 million in academic and operational initiatives create opportunities that will complement the academic experience for our students, including undergraduate research opportunities, bringing top scholars, authors, industry leaders, and other innovators to campus, and enhancing tutorial and learning assistance programs to empower each WSU student to achieve her or his full potential.



FACILITIES

\$130 million in private investment for new construction, infrastructure upgrades, facilities renovations, and the replacement of obsolete equipment university-wide, so that WSU may be competitive in the classrooms, laboratories, and on the playing fields.

A HISTORIC MOMENT

Cougar Nation gathered at locations across the state to launch the public phase of *The Campaign for Washington State University* on December 2, 2010. Whether participating from the sky bridge at the Washington State Convention & Trade Center in downtown Seattle; or from the Holland Library Atrium in Pullman; or taking in the celebration from viewing parties at campuses, research and extension centers, businesses and homes across the state; Cougs were united in WSU's goal to be among the leading land-grant institutions in the world.

The Campaign for Washington State University: Because the World Needs Big Ideas seeks to reach its \$1 billion goal by 2015, the 125th anniversary of the University's founding. As of the campaign's public launch, more than 130,000 generous donors had already committed more than \$584.6 million to the historic effort, directly supporting professorships and chairs, scholarships, graduate fellowships, research and academic programs, and state-of-the-art facilities across WSU.

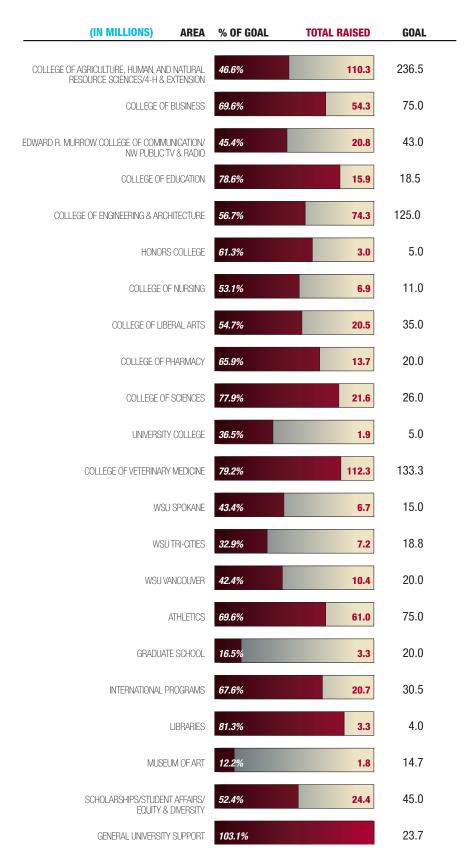
Among the day's many highlights was the surprise announcement of the largest gift to WSU in the school's history—a \$26 million commitment from Seattle investor, philanthropist, WSU alumnus, and co-founder of Microsoft Inc., Paul G. Allen, to support programs and fund construction of WSU's Paul G. Allen School for Global Animal Health.

"The Campaign for WSU is touching the lives of every WSU student and faculty member," said WSU President Elson S. Floyd during the celebration's keynote address. "Through gifts large and small, this extraordinary generosity represents the strategic investments necessary for WSU to power the next wave of big ideas that will change the world."





CAMPAIGN PROGRESS BY COLLEGE, CAMPUS, AND PROGRAM JULY 1, 2006 THROUGH JUNE 30, 2011





A HISTORIC GIFT

On December 2, 2010, University officials announced the transformational commitment of \$26 million from investor, philanthropist, WSU alumnus, and Microsoft Inc. co-founder Paul G. Allen to advance expertise in WSU's Paul G. Allen School for Global Animal Health. Allen's gift—the largest from an individual donor in WSU history—was revealed during the statewide public launch celebration of *The Campaign for Washington State University: Because the World Needs Big Ideas*.

"Expansion of the School for Global Animal Health will foster important research to improve Africa's capabilities to respond to animal-borne diseases," Allen said during the announcement. "I also look forward to seeing faculty and student exchanges that will tie WSU to communities in Africa in lasting ways."



THE ALLEN CENTER

A portion of the gift will complete the state-of-the-art Paul G. Allen Center for Global Animal Health biomedical research building on the Pullman campus, which is partially funded by a \$25 million grant from the Bill & Melinda Gates Foundation and expected to open in March 2012. The rest will fund a 10-year plan to establish research programs in Africa and build laboratory capacity in exchange programs and graduate education between WSU and institutions in Kenya and Tanzania.

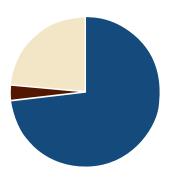
Zoonotic diseases account for more than 70 percent of human infectious disease, with a disproportionate impact in the developing world. By focusing on basic processes in infectious diseases, researchers in the school are discovering new approaches to control of both animal and human diseases.

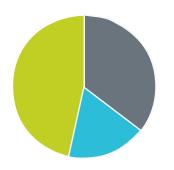


Animal health is critical to rural residents in developing countries who rely upon their animals for food, income, and labor.

CAMPAIGN BY CATEGORY, FY 2011

Gifts & Grants	\$404,126,416
Pledges	\$38,043,622
Revocable & Other Commitments	\$142,389,059





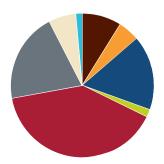
CAMPAIGN BY SOURCE, FY 2011

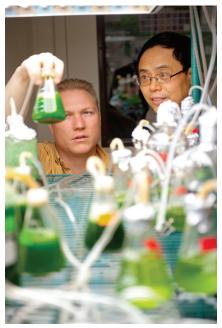
Alumni	\$126,826,281
Friends, Parents, Faculty, & Staff	\$55,365,011
Corporations, Foundations, Associations & Grant Agencies	\$259,978,746





Research	\$39,278,960
Faculty	\$18,802,169
Scholarships	\$74,882,927
Graduate Fellowships	\$7,685,846
Grants	\$177,669,011
Operational Support	\$89,719,669
Facilities	\$27,485,584
Other	\$6,645,872
Other	\$6,645,872







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