





ABOUT THE AUBURN UNIVERSITY FOUNDATION

Founded in 1960, the Auburn University Foundation's continuing mission is to generate increased philanthropic support for Auburn University. A 501(c)(3) public charity separate and distinct from Auburn University, the foundation's volunteer board leadership works in cooperation with fundraising professionals in Auburn's Office of Development as it receives philanthropic gifts; invests and manages the combined endowment; and ensures gift funds remain separate from state funds and are used consistent with donor intent. In doing so, the foundation strives to promote, nurture, and expand the culture of support for Auburn University.

Dear Alumni and Friends:

We are pleased to offer you an overview of the Auburn University Foundation's success during the 2014 fiscal year, which spanned October 1, 2013, through September 30, 2014. As you will see, FY14 represents the most successful fundraising year in the foundation's 54-year history, with donors' total gifts and commitments valued at more than \$150.4 million.

While tracking data points is a vital part of our continuous improvement, these statistics pale in comparison to the stories behind our donors' philanthropic investments. Philanthropy fuels the engine that propels our university forward. Gifts bolster Auburn's academic excellence by providing new opportunities for our students and enabling us to attract and retain best-in-their-field faculty through endowed chairs and professorships. Gifts fund innovative research in every school and college, and across every discipline at Auburn. And gifts help construct new facilities and renovate existing facilities where this vital work continues.

Your philanthropy renews and strengthens Auburn and enhances its ability to shape our world, serve our communities, develop our students, and build a better future. Philanthropy connects alumni, students, fans, faculty, staff, parents, and every member of the Auburn Family to this institution and reminds them what makes it great.

There is tremendous power in each and every gift and within each person who supports our cause. We envision a very bright future for Auburn University. In response to your philanthropic investment, which makes this vision a reality, we say, "thank you."

War Eagle!



Jeff Stone '79 2014 Chair



Jane DiFolco Parker
President

FYI4 IN REVIEW

FY14 saw an increase over FY13 activity in a number of areas related to philanthropic support.



5.9%

Total New Gifts and Commitments **Total Alumni Donors**

FY14 New Gifts and Commitments:

\$150.4 million

FY14 NEW GIFTS AND COMMITMENTS | DESIGNATED PURPOSES

Where donors directed their \$150 million in gifts and pledges

28% STUDENTS:

to increase access to an Auburn education through scholarships and fellowships, and to prepare our students for a lifetime of learning

9% FACULTY:

to recruit and retain top faculty through endowed professorships and chairs, and to help all faculty sustain their acumen and remain experts in their respective fields

7% FACILITIES:

to create and reimaaine campus facilities that allow Auburn's vital work to continue

56% PROGRAMS:

to advance Auburn's mission of instruction. research, and outreach. and to connect the Auburn Family with people everywhere

34,742 **DONORS** MADE

71,251 **NEW GIFTS** AND COMMITMENTS

TOTALING \$150.4 **MILLION**

BENEFITING THE ACADEMIC **EXPERIENCES OF**

25,912 STUDENTS.

THE FEFORTS **OF NEARLY**

1,200 FACULTY,

AND THE VALUE OF AN AUBURN DEGREE FOR MORE THAN

239,800 ALUMNI!



THIS IS AUBURN. THANKS TO YOUR CONTINUED SUPPORT

YOUR GIFTS IN FY14...

CREATED 191

NEW ANNUAL AND ENDOWED SCHOLARSHIPS **ENDOWED**

13

NEW PROFESSORSHIPS AND CHAIRS INCLUDED

1,040

HONORARY AND MEMORIAL GIFTS TOTALING \$458,150

FY14 FUNDRAISING EFFORTS INCLUDED:



61,539
INDIVIDUAL GIFTS
AND 9,712
PLEDGES



8,016

FACE-TO-FACE
FUNDRAISING VISITS WITH
ALUMNI AND FRIENDS



1,576
DISTRIBUTED ENDOWMENT REPORTS



27,174GIFT
RECEIPTS



721,042 TELEPHONE
CALLS PLACED BY OUR
65 PHONATHON STUDENTS,
RESULTING IN 33,460
DONOR INTERACTIONS AND
7,553 PLEDGES



12,179 TOTAL ANNUALGIVING DONORS (INCLUDING
1,436 FIRST-TIME DONORS)
WHO GAVE THROUGH THE
AUBURN FUND PROGRAM AS
A RESULT OF OUR STUDENT
CALLER AND MAIL PROGRAMS



34,742 DONORS —
BOTH INDIVIDUALS AND
ORGANIZATIONS — WHO
COMMITTED SUPPORT TO
AUBURN AND AUBURN AT
MONTGOMERY

Overall Fundraising

NEW GIFTS AND COMMITMENTS

FY14 was the most successful fundraising year in the foundation's history.



FY 14 GIFTS AND COMMITMENT CATEGORIES



FY14 NEW GIFTS AND COMMITMENTS BY TYPE



SOURCE OF FY14 NEW GIFTS AND COMMITMENTS

From whom did the \$150 million come?



FY14 GIVING BY INDIVIDUALS



ALUMNI

1.02 out of 10



FACULTY STAFF

5.7 out of **10**

FY14 MATCHING GIFT IMPACT

\$1.9
MILLION

from 2,046 individual donors

+

MILLION
in anticipated
matching gifts

\$3.1 MILLION

TOTAL IMPACT OF MATCHING GIFTS

Learn more about these opportunities at www.matchinggifts.com/auburn

AVERAGE ANNUAL GIFT PER DONOR



\$1,253.6







FY10

FY11

FY12

FY1

PLANNED GIVING

PLANNED GIVING BY THE NUMBERS



Learn more about planned giving opportunities at auburn.edu/plannedgiving.



156

Number of new Petrie Society members/households added in FY14 841

Total number of current Petrie Society members/households

For more information regarding planned or real estate gifts, contact the Office of Trusts, Estates, and Gift Planning at 334.844.7375.

REAL ESTATE

Gifts of donated property — primary and vacation homes, undeveloped land, commercial property, farms, and timberlands — can be immediate or planned gifts that, when sold, generate support for scholarships, academic programs, and other university activities of the donor's choosing. Donated property provides donors with tax benefits, while retained life estate donations provide donors with the added benefit of using the donated property during their lifetimes.

9 AUREF-owned propertiesat the start of FY14

PROCEEDS FROM THE SALE OF DONATED REAL ESTATE IN FY14

\$111,925

REAL ESTATE PROCEEDS | DESIGNATED PURPOSES

Additional properties accepted by AURFF during FY14

AUREF
properties sold
during FY14



Student Support **70.3%**

Program Support 29.7%

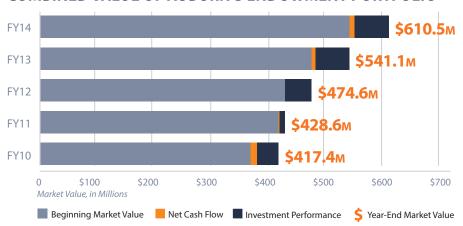


The Auburn University Real Estate Foundation, Inc. facilitates and receives gifts, bequests, and transfers of donated real property on behalf of Auburn University and Auburn University at Montgomery. Learn more about AUREF, the process for donating real property, or AUREF property available for purchase at www.auburnuniversityrealestatefoundation.org.

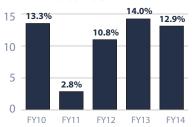
Endowments

Charitable gifts in support of an endowment — unlike annual, outright gifts that are intended for use in the short term — are held and invested to produce income to be used for a donor-designated purpose. Normally, the original principal remains intact and unspent in perpetuity, with the earnings on the invested principal distributed to the university purpose specified by the donor. The Auburn University Foundation manages Auburn's combined endowment portfolio, which includes endowments held by both the foundation and the university, through established investment and spending policies.

COMBINED VALUE OF AUBURN'S ENDOWMENT PORTFOLIO



CHANGE IN PORTFOLIO VALUE OVER THE PREVIOUS FISCAL YEAR



SHARE OF ENDOWMENT PORTFOLIO VALUE as of September 30, 2014

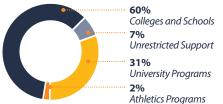


ENDOWMENT PORTFOLIO VALUE GROWTH OVER 20 YEARS

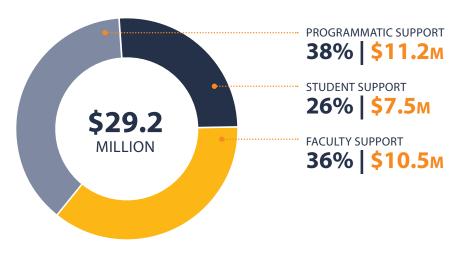


SHARE OF ENDOWMENT PORTFOLIO VALUE AMONG DIVISIONS

as of September 30, 2014

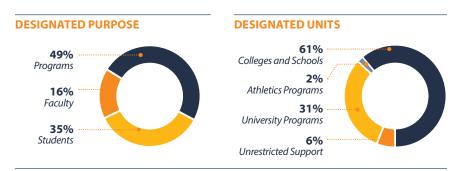


FY14 NEW ENDOWMENT GIFTS | DESIGNATED PURPOSE

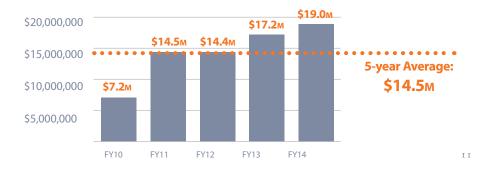


FY14 ENDOWMENT DISTRIBUTION | \$19.0 MILLION

The foundation distributes earnings from Auburn's combined endowment portfolio to fund the university purposes designated by the donors of these endowments.



ENDOWMENT DISTRIBUTION: 5-YEAR IMPACT



FINANCIALS

Following are the condensed financials for the fiscal years ending Sept. 30, 2014, and 2013, respectively, for the Auburn University Foundation and the Auburn University Real Estate Foundation, Inc. Warren Averett, LLC of Montgomery, Ala., audited these consolidated financials and issued an unqualified opinion dated Dec. 10, 2014.

CONSOLIDATED STATEMENT OF THE FOUNDATIONS' FINANCIAL POSITION

(In thousands)

	FY 14	FY 13
ASSETS		
Cash and cash equivalents	\$ 3,350	\$ 1,373
Investments	418,125	366,454
Contributions receivable, net	68,585	56,502
Other assets	15,048	13,417
TOTAL ASSETS	505,108	437,746
LIABILITIES & NET ASSETS		
LIABILITIES		
Other liabilities	424	268
Annuities payable	8,637	9,033
Due to other university organizations	17,765	16,485
Total Liabilities	26,826	25,786
NET ASSETS		
Unrestricted	23,016	20,524
Temporarily restricted	123,460	93,760
Permanently restricted	331,806	297,676
Total Net Assets	478,282	411,960
TOTAL LIABILITIES & NET ASSETS	\$ 505,108	\$ 437,746

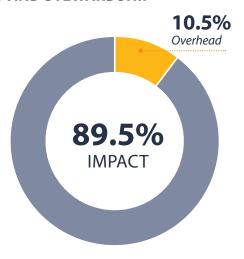
CONSOLIDATED STATEMENT OF ACTIVITIES AND CHANGES IN THE FOUNDATIONS' NET ASSETS

(In thousands)

	FY 14	FY 13
REVENUES & OTHER SUPPORT		
Public support — contributions	\$ 65,671	\$ 65,657
Investment income	2,511	2,723
Other revenues	2,038	2,063
TOTAL REVENUES & OTHER SUPPORT	70,220	70,443
EXPENSES		
Program services	34,907	30,552
Administrative and fundraising	4,396	4,214
TOTAL EXPENSES	39,303	34,766
INVESTMENT GAINS (LOSSES)	35,405	33,664
CHANGES IN NET ASSETS		
Unrestricted	2,492	2,905
Temporarily restricted	29,700	26,356
Permanently restricted	34,130	40,080
TOTAL CHANGE IN NET ASSETS	\$ 66,322	\$ 69,341

FIDUCIARY RESPONSIBILITY AND STEWARDSHIP

The Auburn University Foundation values integrity and stewardship and believes prudent fiscal and expense management are vital in building bonds of trust with and demonstrating accountability to our donors. Maintaining an appropriate balance between fundraising and endowment management expenses, and the outcomes of those efforts for Auburn's benefit, are imperative. For the second year in a row, combined fundraising overhead has remained below 11 percent of total fiscal year gifts and commitments.



FOR EVERY \$1 SPENT ON FUNDRAISING AND FOUNDATION EFFORTS,



DONORS HAD A \$9.52 IMPACT ON AUBURN.





2014 BOARD OF DIRECTORS

EXECUTIVE COMMITTEE



Chair

Jeffrey I. Stone '79

Chief Operating Officer,
Brasfield & Gorrie
Birmingham, Ala.



Vice Chair

Thomas Gossom Jr. '75

Actor, Writer, and
Consultant, BestGurl, Inc.
Fort Walton Beach, Fla.



President

Jane DiFolco Parker

Vice President for
Development
Auburn University



Treasurer
Chair, Administration and
Finance Committee
Rebecca M. Dunn '70
Retired Senior Vice President and
Corporate Secretary, BellSouth
Birmingham, Ala.



Chair, Auburn University Real Estate Foundation, Inc. Faye Baggiano '79 Retired healthcare executive Montgomery, Ala.



Chair, Directorship Committee
Melanie Barstad '75
Retired executive,
Johnson & Johnson
Westlake, Texas



Chair, Audit Committee
John W. Brown '57
Chairman Emeritus,
Stryker Corporation
Portage, Mich.



Chair, Development Committee
William R. McNair '68
Retired Vice President,
Network Operations, BellSouth
Point Clear, Ala.



Chair, Investment Committee
W. Allen Reed '70
Retired Chairman and CEO, GM
Asset Management Company and
GM Trust Company
Charleston, S.C.



Ex officio President, Auburn University **Dr. Jay Gogue '69**

BOARD MEMBERS



Dottie Kenady Blair '81Retired business owner
Montgomery, Ala.



Tom Clement '66
Retired President and Founder,
The Clement Group, LLC
Montgomery, Ala.



Ronald M. Dykes '69 Retired Chief Financial Officer, BellSouth Atlanta, Ga.



Walton T. Conn Jr. '85 Audit Partner and Global Head of Audit Methodology & Implementation, KPMG LLP Darien, Conn.



William J. Cox '88

Pharmacy consultant
and real estate investor

Mobile, Ala.



John A. Jernigan, M.D. '75 Internist, Mulberry Medical Associates Montgomery, Ala.

BOARD MEMBERS



Joe W. Forehand '71 Retired CEO, Accenture Dallas, Texas



Maj. James M. Hoskins '81 Chairman and CEO, Scitor Corporation Reston, Va.



Charles D. Miller '80 Executive Vice President and Global Head of Distribution, Harbert Management Corporation Birmingham, Ala.



William L. Stone '75
President,
Stone Building Company
Birmingham, Ala.

Dwight Wiggins '62



Retired president, Tosco Refining Company and Executive Vice President of Tosco Corporation Scottsdale, Ariz.



Michael Williams, M.D. Interventional Cardiologist, Auburn Cardiovascular P.C. Auburn, Ala.



Benny M. LaRussa Jr. '82 Founder and CEO, Sterling Capital Management Birmingham, Ala.



Michael A. McLain '72 CEO and Managing Partner, ICON Investment Partners Atlanta, Ga.



Wendy S. Wilson '88 Owner, President, and CEO, Aero Thermo Technology Inc. Huntsville, Ala.

Walter S. Woltosz '69



Co-founder, Chairman, President and CEO, Simulations Plus, Inc. Palmdale, Calif.



Ex OFFICIO
President,
Auburn Alumni Association
William B. Stone II '85
Vice President,
Mayer Electric Supply Company
Rainbow City, Ala.



Chancellor, Auburn University at Montgomery **Dr. John G. Veres III**





Robert Wellbaum III '93, CFRE Senior Associate Vice President for Development, Auburn University Office of Development

Foundation Vice President



Foundation Secretary
Wanda Sperow
Executive Assistant,
Auburn University
Office of Development



Foundation Assistant Treasurer
Regena Isbell, '93, CPA
Interim Director,
Auburn University
Endowment Investment Office



Foundation Assistant Treasurer
Mark Thomson, CPA
Director, Development Accounting,

Director, Development Accounting, Auburn University Office of Alumni and Development Support Services

For more information about the Auburn University Foundation, please contact:

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Auburn University Foundation President

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janeparker@auburn.edu

To contact staff in Auburn University's
Office of Development, visit
develop.auburn.edu/contacts

