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

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

7% FACILITIES:
to create and reimagine campus facilities that allow Auburn’s vital work to continue

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

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 EFFORTS 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

27,174 GIFT RECEIPTS

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

12,179 TOTAL ANNUAL-GIVING 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
NEW GIFTS AND COMMITMENTS
FY14 was the most successful fundraising year in the foundation's history.

<table>
<thead>
<tr>
<th>Year</th>
<th>$150,449,512</th>
<th>$147,647,081</th>
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<td></td>
<td></td>
</tr>
<tr>
<td>FY11</td>
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<td>$71,813,397</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FY10</td>
<td>$71,813,397</td>
<td></td>
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</table>

FY 14 GIFTS AND COMMITMENT CATEGORIES
- 33% Deferred
  - Revocable
- 1% Deferred
  - Irrevocable
- 66% Outright Gifts and Pledges

Outright Gifts: 39.5%
Planned Giving: 34.5%
Pledges: 26.0%
SOURCE OF FY14 NEW GIFTS AND COMMITMENTS

From whom did the $150 million come?

INDIVIDUALS
- Friends: 6.7%
- Faculty/Staff/Students: 0.3%
- Parents/Grandparents: 2.3%
- Alumni: 64.6%

ORGANIZATIONS
- Corporations: 18.4%
- Foundations: 2.7%
- Other Organizations: 5.0%

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

$1.2 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

FY10: $1,044.33
FY11: $1,253.65
FY12: $1,272.42
FY13: $1,398.56
FY14: $1,622.32
For more information regarding planned or real estate gifts, contact the Office of Trusts, Estates, and Gift Planning at 334.844.7375.

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

### PLANNED GIVING BY THE NUMBERS

<table>
<thead>
<tr>
<th>Category</th>
<th>Number</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>109 Number of new planned giving commitments received in FY14</td>
<td>$51.8 million</td>
<td></td>
</tr>
<tr>
<td>BEQUESTS</td>
<td>72</td>
<td>Value: $37.8m</td>
</tr>
<tr>
<td>RETIREMENT PLAN ASSETS</td>
<td>10</td>
<td>Value: $7.7m</td>
</tr>
<tr>
<td>CHARITABLE REMAINDER TRUSTS &amp; GIFT ANNUITIES</td>
<td>7</td>
<td>Value: $1.5m</td>
</tr>
<tr>
<td>OTHER</td>
<td>20</td>
<td>Value: $4.8m</td>
</tr>
</tbody>
</table>

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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.

PROCEEDS FROM THE SALE OF DONATED REAL ESTATE IN FY14

$111,925

REAL ESTATE PROCEEDS | DESIGNATED PURPOSES

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.
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.
**FY14 NEW ENDOWMENT GIFTS | DESIGNATED PURPOSE**

- **PROGRAMMATIC SUPPORT**: 38% | $11.2M
- **STUDENT SUPPORT**: 26% | $7.5M
- **FACULTY SUPPORT**: 36% | $10.5M

**$29.2 MILLION**

**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.

**DESIGNATED PURPOSE**

- **49% Programs**
- **16% Faculty**
- **35% Students**

**DESIGNATED UNITS**

- **61% Colleges and Schools**
- **2% Athletics Programs**
- **31% University Programs**
- **6% Unrestricted Support**

**ENDOWMENT DISTRIBUTION: 5-YEAR IMPACT**

- **FY10**: $7.2M
- **FY11**: $14.5M
- **FY12**: $17.2M
- **FY13**: $19.0M
- **FY14**: $14.4M

5-year Average: $14.5M
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)

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<th></th>
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<th>FY 13</th>
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<tr>
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<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$3,350</td>
<td>$1,373</td>
</tr>
<tr>
<td>Investments</td>
<td>418,125</td>
<td>366,454</td>
</tr>
<tr>
<td>Contributions receivable, net</td>
<td>68,585</td>
<td>56,502</td>
</tr>
<tr>
<td>Other assets</td>
<td>15,048</td>
<td>13,417</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>505,108</td>
<td>437,746</td>
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<td><strong>LIABILITIES</strong></td>
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<tr>
<td>Other liabilities</td>
<td>424</td>
<td>268</td>
</tr>
<tr>
<td>Annuities payable</td>
<td>8,637</td>
<td>9,033</td>
</tr>
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<td>Due to other university organizations</td>
<td>17,765</td>
<td>16,485</td>
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<td><strong>Total Liabilities</strong></td>
<td>26,826</td>
<td>25,786</td>
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| **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 |

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**CONSOLIDATED STATEMENT OF ACTIVITIES AND CHANGES IN THE FOUNDATIONS’ NET ASSETS**
(In thousands)

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<td><strong>REVENUES &amp; OTHER SUPPORT</strong></td>
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<td></td>
</tr>
<tr>
<td>Public support — contributions</td>
<td>$65,671</td>
<td>$65,657</td>
</tr>
<tr>
<td>Investment income</td>
<td>2,511</td>
<td>2,723</td>
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<td>Other revenues</td>
<td>2,038</td>
<td>2,063</td>
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<td><strong>TOTAL REVENUES &amp; OTHER SUPPORT</strong></td>
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<td>4,214</td>
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<td>Unrestricted</td>
<td>2,492</td>
<td>2,905</td>
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<td>29,700</td>
<td>26,356</td>
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<td>34,130</td>
<td>40,080</td>
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**TOTAL LIABILITIES & NET ASSETS**

$505,108  $437,746

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### Changes in Net Assets

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### 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.**
## 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**  
**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 ’81**  
Retired 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.

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

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Ex officio
President, Auburn Alumni Association

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Vice President, Mayer Electric Supply Company
Rainbow City, Ala.

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

Ex officio
President, Auburn Alumni Association

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

BOARD SUPPORT

Foundation Vice President

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

Wanda Sperow
Executive Assistant, Auburn University Office of Development

Foundation Assistant Treasurer

Regina Isbell, ’93, CPA
Interim Director, Auburn University Endowment Investment Office

Mark Thomson, CPA
Director, Development Accounting, Auburn University Office of Alumni and Development Support Services
For more information about the Auburn University Foundation, please contact:

Jane DiFolco Parker
Auburn University Foundation President
317 South College Street
Auburn, AL 36849
334.844.3363
janeparker@auburn.edu

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