



## TO WSU'S GENEROUS DONORS



Dear Cougs and generous partners:

On behalf of Washington State University's students, faculty, and staff, the WSU Foundation extends a sincere thank you to all of our donors and volunteers for your continued investment and thoughtful leadership throughout fiscal year 2018, which ended June 30.

FY2018 was an exceptional year for WSU philanthropy. More than 53,800 alumni, friends, and corporate partners committed \$145.1 million in total philanthropic activity University wide, making it the third most successful fundraising year in WSU history. It was also the best year outside of a comprehensive campaign effort.

Philanthropic support for scholarships and fellowships surpassed \$17 million, opening doors for thousands of students to receive a quality WSU education across all six campuses. Donors contributed more than \$64 million to propel faculty, research, and academic programs. Private support empowers students and faculty to be leaders in their fields of study, and to pursue the discoveries that will result in healthier lives, robust economies, and stronger communities across our state and around the globe.

Through this report, we are excited to share with you just a few of the stories where your generous support is creating opportunities University wide. The generosity demonstrated through investment in WSU year after year is the foundation on which the University's culture of philanthropy is built—and it makes a world of difference. What private support creates, empowers, and inspires across our beloved institution today sets the stage for even greater accomplishments tomorrow.

Thank you and Go Cougs!

Lisa Calvert  
Vice President, WSU Advancement  
CEO, Washington State University Foundation



\$145,124,346

TOTAL FUNDRAISING ACTIVITY

PERCENT INCREASE  
OVER FY 2017 18.3

9 GIFTS OVER \$1,000,000



GIFTS UNDER \$1,000 90,370



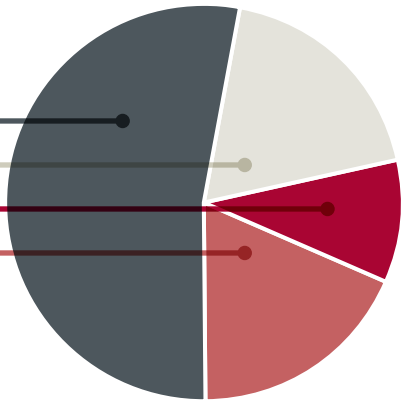
# COUGS HELP COUGS: MAKING A DIFFERENCE AT WSU

## TOTAL PHILANTHROPIC SUPPORT BY SOURCE (FY2018)

53,859 *TOTAL DONORS*  
*Alumni Participation Rate: 11.3%*

### FY 2018 CONTRIBUTIONS BY SOURCE\*

SOURCE	AMOUNT	%
INDIVIDUAL DONORS	\$ 77,102,745	53.2
CORPORATE PARTNERS	\$ 27,055,817	18.6
FOUNDATIONS & ORGANIZATIONS	\$ 14,738,977	10.1
GRANTS PROCESSED BY WSU ORSO	\$ 26,226,772	18.1



#### \*SOURCE DEFINITIONS

INDIVIDUAL DONORS: Includes philanthropic support from alumni, friends, faculty, staff, students, parents, and other individuals.

CORPORATE PARTNERS: Includes philanthropic support from businesses, corporations, and associated corporate foundations.

FOUNDATIONS AND ORGANIZATIONS: Includes philanthropic support from foundations, associations, industry commissions, trusts, and donor advised fund management providers.

GRANTS PROCESSED BY WSU ORSO: Includes all philanthropic grants—primarily for faculty and research support—received and processed through WSU’s Office of Research Support and Operations.

### I’m an adopted Cougar, but I found my home

ALTHOUGH I DID NOT ATTEND WSU, Cougs of all backgrounds have put their arms around me, a girl from Virginia, and welcomed me into the Cougar family. I work as a student support and writing portfolio coordinator for WSU’s Global Campus. My job entails helping our largely nontraditional student population complete all of their writing requirements so they can graduate on time. In addition, I collaborate with the admissions teams to help prospective students complete the application process.

In addition to my fabulous coworkers, I have found my place at WSU by advising a student group—the Black Women’s Caucus—and as a member of the Black Faculty and Staff Association. Although I participate in other groups, I feel these organizations have given me a chance to give back to the University in a profound way. I give back to WSU because I want to contribute in any way I can, so every WSU student can have an optimal experience. I’m grateful I can continue to grow and learn with my students and coworkers. I believe in the potential of WSU and want to support our mission.

–Sylvia Bullock  
Program Assistant, WSU Global Campus



**TOTAL PHILANTHROPIC SUPPORT BY COLLEGE, CAMPUS, AND UNIT AREA (FY2018)**

<b>COLLEGE/CAMPUS/UNIT</b>	<b>TOTAL COMMITMENTS</b>
<i>CAHNRS/4-H/Extension</i>	37,751,749
<i>College of Arts &amp; Sciences</i>	6,689,270
<i>Carson College of Business</i>	4,110,291
<i>Murrow College/Public Media</i>	5,535,951
<i>College of Education</i>	2,564,437
<i>Voiland College of Eng. &amp; Arch.</i>	27,999,561
<i>Honors College</i>	2,829,266
<i>Floyd College of Medicine</i>	8,445,373
<i>College of Nursing</i>	794,839
<i>College of Pharmacy</i>	987,990
<i>College of Veterinary Medicine</i>	15,378,829
<i>WSU Spokane</i>	1,015,444
<i>WSU Tri-Cities</i>	1,225,186
<i>WSU Vancouver</i>	4,157,765
<i>Cougar Athletics</i>	15,494,058
<i>Graduate School</i>	283,139
<i>International Programs</i>	413,935
<i>Libraries</i>	360,881
<i>Museum of Art</i>	897,378
<i>Student Affairs &amp; Enrollment</i>	3,992,946
<i>General University Support</i>	4,196,057
<b>Annual Totals</b>	<b>\$145,124,346</b>

# ENDOWING TALENT ACROSS THE GLOBE...

## Schweitzer and SEL Establish Endowed Chair

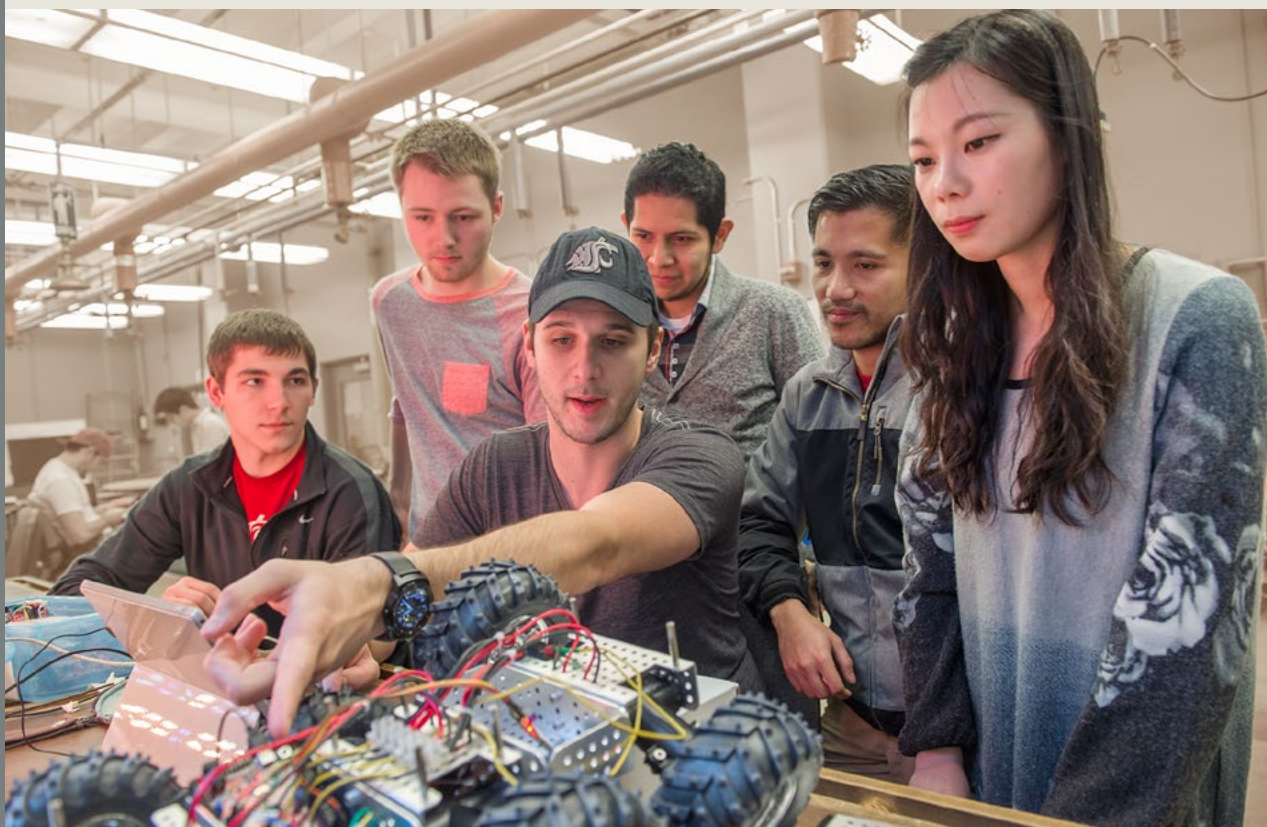
THANKS TO GIFTS TOTALING \$1.5 MILLION from Edmund and Beatriz Schweitzer, and the employee-owners of Schweitzer Engineering Laboratories (SEL) in Pullman, WSU's power engineering program will establish the Edmund O. Schweitzer III Chair in Power Apparatus and Systems in the Voiland College of Engineering and Architecture. The new endowed chair will support WSU's teaching and research in the fundamentals of power engineering, including electromagnetics, controls, communication theory, high-voltage materials, and practice.

Because of support and advocacy from the Schweitzers and SEL, Voiland College's School of Electrical Engineering and Computer Science has experienced dramatic growth. Annual research expenditures have more than doubled in the past six years to \$7.6 million annually with about \$4 million of that increase in power engineering research. Enrollment in the school has also

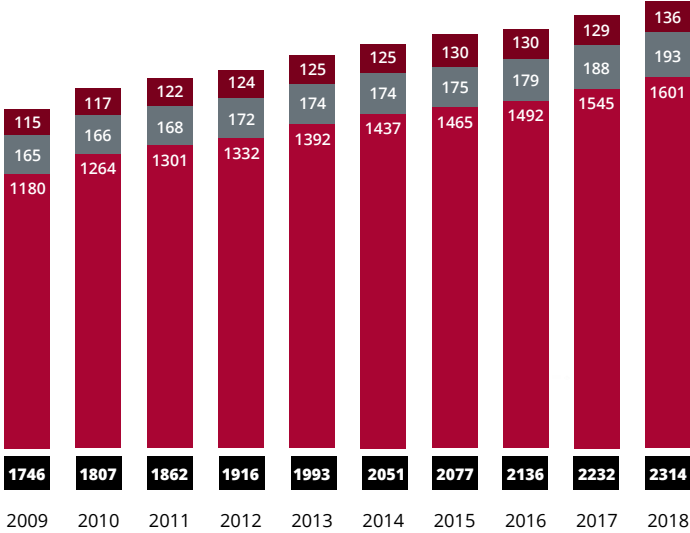
doubled to more than 1,000 undergraduates and nearly 200 graduates each year.

During the past two years, SEL has hired more than 10 percent of the school's graduates—more than any other employer. To date, the Schweitzers and SEL have collectively contributed more than \$3.6 million to support students, teaching, and research across the University.

*Noel Schulz has been named the Edmund O. Schweitzer III Chair in Power Apparatus and Systems at WSU's School of Electrical Engineering and Computer Science.*



# **ENDOWED SCHOLARSHIPS, FELLOWSHIPS, PROFESSORSHIPS/CHAIRS (FY2018)**



■ PROFESSORSHIPS/CHAIRS    ■ SCHOLARSHIPS  
■ GRADUATE FELLOWSHIPS    ■ TOTAL ENDOWED FUNDS

*Total distribution from Endowment Fund in support  
 of programs at Washington State University*

\$18,629,989

## **Estate Gift Draws Best and Brightest to Entomology Department**



THE JAMES AND MARILYN OLIVER HYDE ESTATE has gifted \$1.4 million to support students in Washington State University's Department of Entomology. The gift marks the largest one-time contribution ever designated for WSU insect education and research. This donation is the legacy of the Hydesh—longtime residents of Kennewick, Wash.—who shared their love of learning, nature, and study of insects with many Washingtonians. The entomology program is part of WSU's College of Agricultural, Human and Natural Resource Sciences.

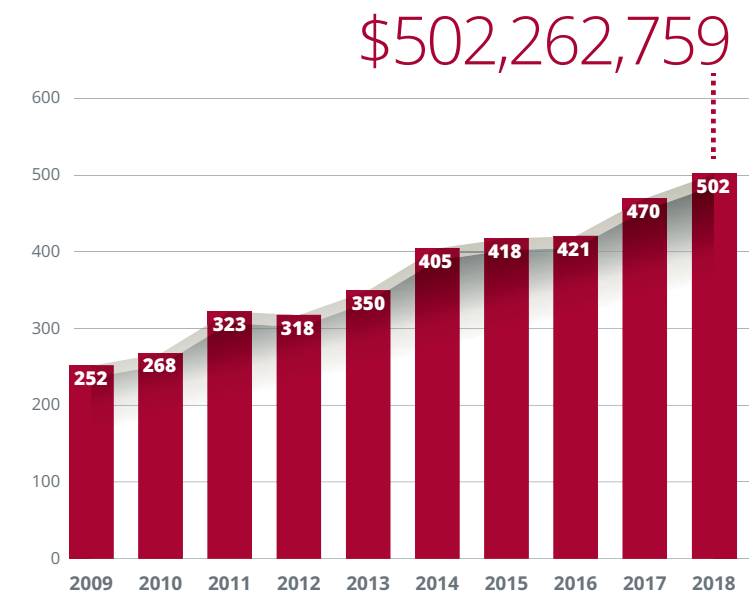
"WSU Entomology is truly fortunate to have supporters like James and Marilyn Hyde," said Walter Sheppard, department chair. "Their generous gift helps us draw the best and brightest students whose research makes a real difference."

In addition to philanthropic support, James Hyde donated a 600-species insect collection to the M.T. James Entomological Collection, WSU's 1.25 million-specimen resource for education and outreach. Students can gain hands-on experience in preparation to become entomologists making great contributions to diverse fields, including agriculture, chemistry, biology, human/animal health, molecular science, criminology, and forensics. Professional entomologists work to improve humanity by discerning the role insects play in the spread of disease, discovering ways to protect food and fiber crops, and prevent livestock damage. The estate gift also established the Hyde Speaker Series, where WSU invites experts to share the latest advances in research regarding pollinators, pests, and insect science.



# ... AND BEYOND.

## WSU FOUNDATION ENDOWMENT FUND 10-YEAR VALUE



*The WSU Foundation consolidates all endowed funds available for long-term investment in its endowment fund, with the exception of funds restricted by law or by special donor limitations.*

(In Millions of Dollars)





*First Cougar Astronaut John Fabian, right.*

## John Fabian—First Cougar Astronaut

IN THE HISTORY OF THE WORLD, ONLY 533 PEOPLE have had the privilege of looking at the Earth from space. Washington State University alum and first Cougar Astronaut John Fabian ('62) is one such person.

John's passion for aeronautics began when he started taking classes in WSU's mechanical engineering program. He struggled with intense coursework. "It was not just science," he remembered, "but the application of science. And they set a high standard." Though he received a scholarship, John had to work three jobs to pay for his education. Balancing work, school, and WSU's ROTC program was worth it, and John graduated in 1962. "WSU is an outstanding institution," John said. "I owe much to my experiences and education there, establishing a firm foundation for my professional and personal life."

He left Pullman a commissioned Air Force officer, and went on to fly 90 combat missions in Vietnam. In 1978, John was selected by NASA to be an astronaut. He was one of 35 candidates selected from some 17,000 applicants.

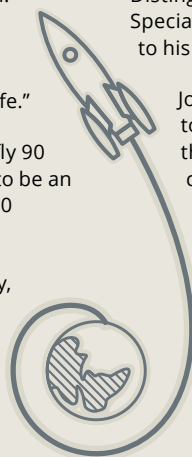
John flew missions on the space shuttles Challenger and Discovery, and was the first person to release and retrieve an orbiting satellite from a space ship. "My world changed when I flew into space and looked down at the Earth," John said. "I don't know anybody who's done it and hasn't come back more environmentally aware."

In 1986, John became Director of Space for the Air Force, served on the Presidential Commission investigating the Challenger disaster, and later, the Presidential Commission on Design of the International Space Station.

For his military service and work in the space program, John has received an extensive list of awards, including the Air Force Meritorious Service Medal; French Legion of Honor; and the WSU Distinguished Alumnus Award for superb performance as Mission Specialist on Challenger II and for bringing great distinction and honor to his alma mater.

John and his wife Donna ('63) are avid supporters of WSU, wanting to give back to the institution that started their great journey, and their generosity makes a significant impact on students across all campuses. They established the *John and Donna Kay Fabian Scholarship Fund*, which supports upperclassmen or graduate students majoring in mechanical engineering.

"Scholarships encourage, inspire, and facilitate education," John said. "Sometimes they make possible what otherwise would not be." John and Donna's generous support is providing opportunities for the next round of students who have out-of-this-world dreams.



# CHANGING LIVES, ONE DAY AT A TIME

## From Guam to Brooklyn

AFTER WATCHING THE MOVIE *THE DEVIL WEARS PRADA*, Kim Santos knew she wanted to leave her home in Guam for a career in New York City. She grew up on a ranch subsistence farming with her family,

however, like many aspiring artists, Kim looked at the stars and imagined far more for herself. “What I

wanted,” she said, “was bigger than the island.” Her uncle from Renton, Wash.,

invited Kim to move to the states and

live with him and his family. After attending the Alive! Orientation, Kim enrolled at WSU Pullman where she’s earning a double major in Digital Technology and Culture, and Fine Arts. Her uncle transferred his Chapter 33, Post 9/11 G.I. Bill to her to fund her education, and Kim received private support, which funded her internship at the Jordan Schnitzer Museum of Art WSU. After two years, she was hired as the museum’s Marketing and Social Media Assistant. Kim was accepted into the Pratt Art Institute in Brooklyn, New York, where she will earn a Master of Arts in Communication Design and Digital Media. She hopes to build a career in communication design, which includes advertising, branding, and creating campaigns.



# #COUGSGIVE: GIVING DAY SUCCESS

#CougsGive is a one-day event celebrating the dedication of WSU's many generous donors. In the event's first four years, #CougsGive has raised more than \$1.4 million toward student success, research support, scholarships, and various other WSU fundraising initiatives. It is a combination of online giving, social media sharing, campus celebrations, and fundraising campaigns across the entire WSU system. On March 28, 2018, #CougsGive saw its most successful year to date, with a record 1,107 gifts and \$420,225 in philanthropic support—a single-day fundraising record for WSU. Cougs came together to act as Cougar Ambassadors, sharing social media posts, and encouraging others to give. Many donors instigated a "Challenge" or "Match," adding a bit of excitement to #CougsGive. A matching gift is a dollar-for-dollar match of donations, up to a certain amount. When a gift is made, matching donors will make an equal gift to your area of inspiration. Challenges add a fun element to #CougsGive. Donors set aside specific amounts to "unlock" when certain thresholds are met, such as gift totals, social media activity, ambassador sharing, and more.

cougs give



**\$420,225**  
—RAISED



**47** MATCHES AND  
CHALLENGES  
UNLOCKED  
TOTALING \$140,000+

**222 GIFTS & \$37,757**

INSPIRED BY REGISTERED COUGAR AMBASSADORS

**100%**  
OF STUDENTS  
IMPACTED

**22+**  
COLLEGES, SCHOOLS, &  
PROGRAMS SUPPORTED



ALUMNI, PARENTS, FRIENDS, FACULTY,  
STAFF, AND STUDENTS PARTICIPATED

**18%**  
are  
**NEW**  
donors to  
WSU

**15%**  
new donors  
who are  
faculty  
and staff

**21%**  
new  
donors  
who are  
students

## ALUMNI DONORS BY DECADE

(as a percentage)

**2**

**10**

**18**

**22**

**18**

**19**

**11**

1950s

1960s

1970s

1980s

1990s

2000s

2010s

**MAKE YOUR  
IMPACT TODAY**

[give.wsu.edu](http://give.wsu.edu)  
800-GIV-2-WSU



WASHINGTON STATE  
UNIVERSITY  
FOUNDATION

## 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 every 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 WSU Foundation 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.

## ABOUT THE WSU FOUNDATION

The mission of the Washington State University Foundation is to promote, accept, and maximize private support for programs, initiatives, and properties of WSU and all of its campuses. The WSU Foundation prudently manages, invests, and stewards the assets entrusted to it by WSU and its alumni, friends, and donors.

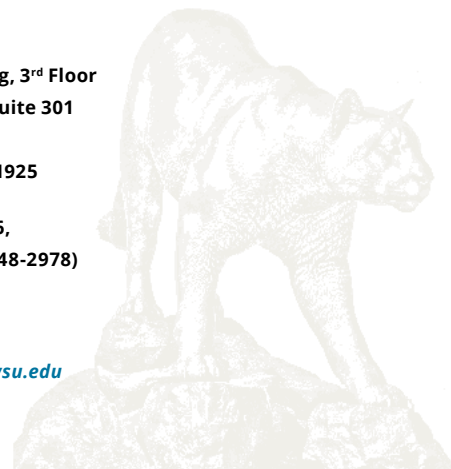
Established in 1979, the WSU Foundation was created not as an object of philanthropy itself, rather as the preferred mechanism through which private support is raised and managed for the sole benefit of WSU. Private gifts and grants to the WSU Foundation are designated to the WSU college, program, or fund of the donor's choosing.

**Town Centre Building, 3<sup>rd</sup> Floor**  
**255 E. Main Street, Suite 301**  
**PO Box 649125**  
**Pullman, WA 99164-1925**

**Phone: 509-335-6686,**  
**or 800-GIV-2-WSU (448-2978)**

**Fax: 509-335-4788**

**Email: [foundation@wsu.edu](mailto:foundation@wsu.edu)**



## ENDOWMENT MANAGEMENT AND FEES

In accordance with WSU Foundation bylaws, the WSU Foundation Endowment Fund is managed by the Investment Committee, a subcommittee of the WSU Foundation Board of Directors. The 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 to maximize the endowment's financial potential while minimizing risk. Mercer Investment Consulting, Inc. serves as the Foundation's investment consultant.

Every year, the WSU Foundation distributes four percent of the endowment fund's 36-month rolling average to benefit WSU as designated in the Gift Use Agreement. Additionally, a 1.5 percent management and advancement fee is charged to the distribution fee charged to a 36-month average from the endowment. Other costs are associated with the endowment, such as investment management fees, custodial costs, and consulting expenses. Investment growth beyond the University distribution and advancement and management fees grows the value of the fund.