



MINNESOTA STATE
UNIVERSITY

MANKATO



FOUNDATION 2017-18 DONOR REPORT





WELCOME

"The impact of your gifts touches every corner of our campus, every one of our students, and all of the faculty and staff who support those students and help them achieve their goals. Your support has helped change lives at Minnesota State Mankato for 150 years. We are grateful for your commitment to this great university and excited about the future that we will work together to create."

Richard Davenport
President

TABLE OF CONTENTS

2017-18 Minnesota State Mankato FOUNDATION BOARD

Allan Bohlke '86
Application and Sales Manager
MAX Analytical Technologies
Woodbury, Minnesota

Jim Clark '79
Regional Managing Director
Principal Financial Group
Sioux Falls, South Dakota

Craig Gomez '78
Chartered Accountant
Baker Tilly Gomez
Nassau, Bahamas

John Green '81
Vice President & Operating Group CFO
The MENTOR Network
Edina, Minnesota

Paul Hanson '84
Chief Operating Officer
MyAlerts
Minnetonka, Minnesota

Timothy Huebsch '02
Solutions Manager, General Mills, Inc.
Minneapolis, Minnesota

Rod Johnson '80
COO
Merrill Corporation
Saint Paul, Minnesota

Leslie Karam '88
Managing Attorney
Karam Law
Bloomington, Minnesota

Barb Kaus
CEO
Greater Mankato Area United Way
North Mankato, Minnesota

Jean Fitterer Lance '83
Legal and Compliance Consulting
Medina, Minnesota

Jerry Lee '77
CPA
Lee Financial Group
Wayzata, Minnesota

Craig Lloyd '72
Owner/Chairman of the Board
Sioux Falls, South Dakota

Jim Lund '85 '86
Partner
NorthernRock Partners
Minneapolis, Minnesota

Robert Makela '86
Treasurer
Taylor Corporation
North Mankato, Minnesota

Colin Meier '93
Director of Internal Audit and Compliance
Bluestem Brands
Eden Prairie, Minnesota

Paul Rasmussen '89
CEO & President
Zepol Corporation
Edina, Minnesota

Rod Schmidt '73
Owner
Equity Management/Vintage
Apartments
Sioux Falls, South Dakota

Jennifer Spaude '97
Vice President of Corporate
Communications
Consolidated Communications
North Mankato, Minnesota

Darryl Wills '88
Senior Vice President Solution Sales,
Optum
Eden Prairie, Minnesota

Welcome	2
Foundation Board	3
Endowment Report	4
Fundraising Summary.....	8
Great Lakes Grant: Emergency Aid	10
Heather Kaiser: Giving Every Year.....	11
Northern Trust: Partner in Giving.....	12
Marcia Chalgren: Caring for Others.....	13
Curt Stangler Internship Endowment....	14
CASE Honors for Scholarship Finder	15

Ex-Officio Members

Richard W. Davenport
President
Minnesota State University, Mankato

Kent Stanley
Vice President for University
Advancement
Minnesota State University, Mankato

Richard J. Straka '09
Vice President for Finance &
Administration
Minnesota State University, Mankato

Lisa Hughes '05
Regional Business Development
Manager
MN Department of Employment &
Economic Development
Mankato, Minnesota

OVERVIEW

of the Minnesota State University, Mankato Endowment



ENDOWMENTS HELP MINNESOTA STATE MANKATO MAINTAIN A COMPETITIVE EDGE IN ATTRACTING AND RETAINING STUDENTS AND FACULTY. ENDOWMENTS ENABLE OUR COLLEGES, DEPARTMENTS AND PROGRAMS TO GROW AND INNOVATE. THE INDIVIDUAL ENDOWMENTS WITHIN OUR FOUNDATION'S ENDOWMENT ARE LARGELY DESIGNATED TO PROVIDE PERPETUAL FINANCIAL SUPPORT TO SCHOLARSHIPS, TECHNOLOGY, PROFESSORSHIPS AND A WIDE RANGE OF PROGRAMS.

The Minnesota State University, Mankato Foundation Endowment comprises approximately 345 individual endowment funds. It is similar to a mutual fund in which each endowment purchases units in the investment pool. The individual endowments are pooled together for investment purposes and the overall market value is subject to economic fluctuations and may increase or decrease accordingly. The market value of an individual fund is determined by its number of units as a percentage of the entire pool.

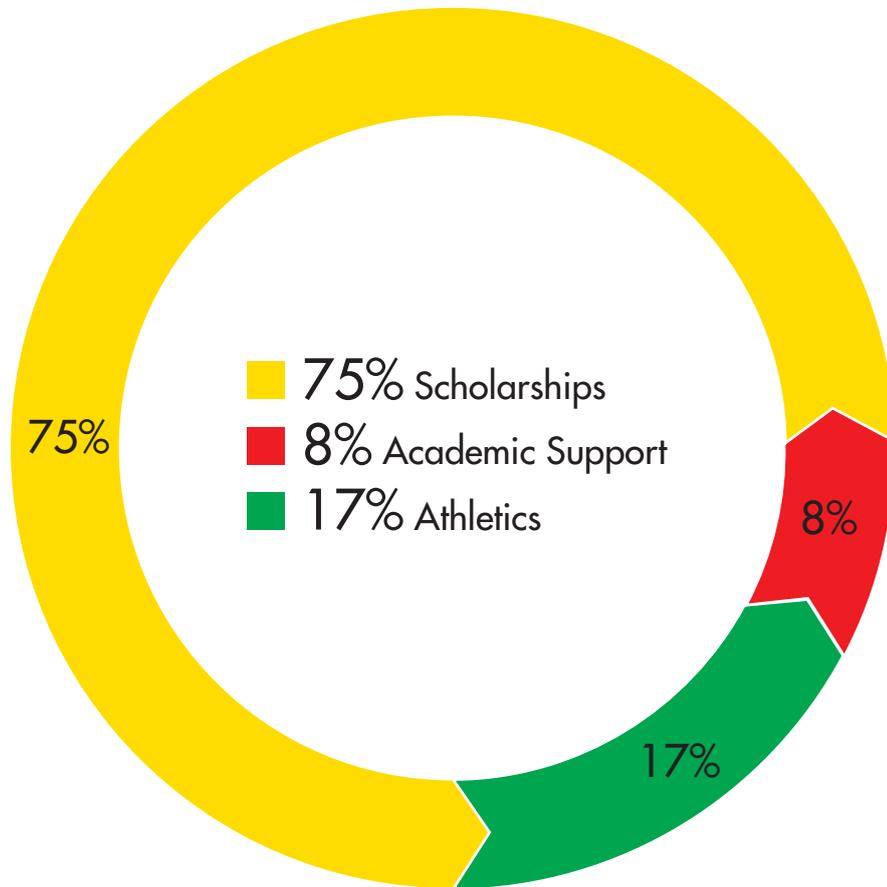
ENDOWMENT MANAGEMENT

In managing the Minnesota State Mankato Foundation Endowment, the Foundation strives to balance both the future purchasing power and current spending needs that the endowment funds. The Foundation endowment is invested with a long-term view to ensure that it will grow at a rate that covers inflation and the annual spending allocation.

The Foundation pursues a thoughtful implementation of investment strategies and vigilant risk management in achieving these objectives. The Foundation investment committee is the advising body for endowment management and guides discussion and decisions on strategic uses, investments and associated risks. With consultant Northern Trust, the investment committee also establishes guidelines and asset allocation for the investment of the Minnesota State Mankato Foundation Endowment.



Endowed Support by Purpose



Spending Policy:

3.75% The Foundation Board has approved a spending formula that calls for an annual distribution rate of 3.75% of the previous 12-quarter rolling market value average of the endowment.

FY 18 Distribution:

\$1,741,450

HIGHLIGHTS

Minnesota State Mankato Foundation Endowment

\$53,379,826

Value as of 6/30/2018

345

Total number of individual endowments

Financial Summary

Total Raised in FY 2018

\$11,621,538

OVERVIEW

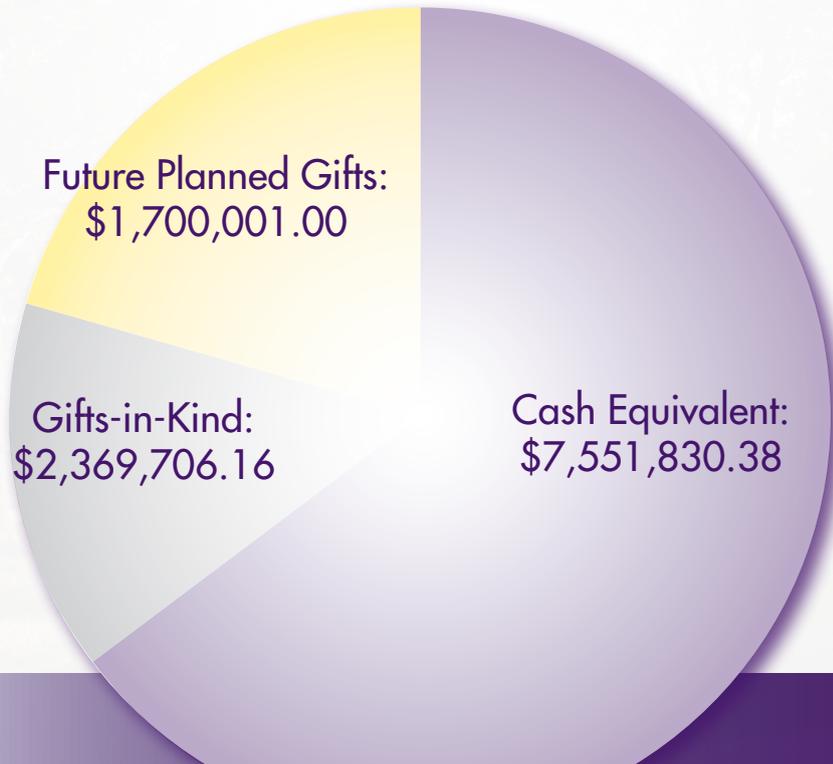
10-year Fundraising Review



The past three years have been the best three consecutive fundraising years in our history.

FY 18 Fundraising by College

College of Allied Health and Nursing	\$212,812.44
College of Arts and Humanities	\$248,821.41
College of Business	\$1,439,443.29
College of Education	\$736,569.12
College of Science, Engineering and Technology	\$3,810,216.81
College of Social and Behavioral Sciences	\$454,654.10
Intercollegiate Athletics	\$990,736.44
Non-Government Grants	\$2,954,476.29
Other	\$330,087.83
Student Affairs	\$268,809.48
Unrestricted	\$174,910.33



FY18 Fundraising by Gift Type

Help in a Hurry

A new emergency aid program helps students stay in school by providing financial help when needed.

Minnesota State Mankato is helping students stay in school with emergency grants that help cover unexpected expenses.

"Many students leave universities because of \$500 or \$1,000 bill that's not even related to their education expenses," says Carolyn Nelson, scholarship director of admissions at Minnesota State Mankato.

The Great Lakes Emergency Grant Program gave the University \$420,000 to operate and maintain an emergency aid program for two years.

The grants have helped students fix cars, cover medical bills and, in one case, escape an abusive relationship by covering the deposit on a new apartment.

As part of the program, some 40 staff and faculty throughout the University serve as grant advisors. They meet with the applicants during the crisis and then follow up and offer tips on keeping finances manageable.

The University has made sustaining the emergency grant program a priority. A five-pronged approach to raising additional funds is now in place.



Heather Kaiser

Giving Every Year

Heather Kaiser has been contributing to the University since her undergraduate days.

The Mankato native says it was the least she could do, having been the beneficiary of scholarships as a student, including the Truman Wood Scholarship and the Larry Schnoor Forensics Endowment.

Today, Kaiser is an attorney in Minneapolis. She looks back on her experience at Minnesota State Mankato as one that provided her with incredible opportunities. And she took all of them, from scholarships to travel.

The bonds, friendships and experiences of Kaiser's extra-curriculars are what she thinks about when she contributes to the Schnoor fund.

"The exposure and the learning opportunities from doing extra-curriculars has been just as much a benefit to me as the actual curriculum I learned in the class," she says.

Kaiser hopes her contributions will help make the University more visible to prospective students. She knows from experience that Minnesota State Mankato offers the same quality as a large, research-focused university—but with more attention on individual students. "I feel like my contributions to scholarships can help induce students to consider Minnesota State Mankato," she says. "I think we have outstanding professors."





Partner in Giving

Northern Trust helps Maverick Fund students gain real-world investing experience and support other students.

In early 2018, 10 Minnesota State Mankato students were pleased to see an unfamiliar name next to a very welcome number on their tuition bills.

What they received was a brand-new scholarship made possible by fellow students. Also playing a role were the University Foundation Board and Northern Trust, the financial firm that manages the Foundation's endowment.

In 2011, the Foundation provided \$250,000 from its endowment for a business class. That fund is now worth more than \$500,000, which in 2017 led to a new idea: In years where the fund's growth exceeds \$10,000, the Maverick Scholarship Fund will provide \$10,000 in scholarships to students based on demonstrated need and other criteria, supplemented by a \$5,000 contribution from Northern Trust.

Northern Trust's Minnesota Division President David Heidel says the firm is impressed with how the University gives students real-time, real-world experience in the market. "One of

the things that we as an organization and I personally think is important when it comes to training—especially at the undergraduate level—is that there be a practical, hands-on element to it," he says. "Something that goes hand-in-glove with theory.

"And to see a program like the Maverick Fund, where investment management majors get a chance to actually trade in the markets and understand how to digest information and run a portfolio—we feel that's a fantastic practical experience for them. It will make them a more attractive candidate for employers in the future."

Northern Trust, which donated two Thomson-Reuters market terminals to the College of Business, is more of a custodian with the Maverick Scholarship Fund. The investment decisions in that fund are made by the students, with guidance from faculty.

"It's not theoretical, it's not a game they're playing," Heidel says. "They are actually making the investment decisions, they're doing the investment research, they're trying to understand the risk and return characteristics of the portfolio they're choosing. What's really wonderful is that the results of their efforts actually funds tuition for other students. That's why we like to help out."

From a Closet to a Center

Jim Chalgren helped found one of the first LGBT Centers in the country—and his stepmom Marcia has helped continue the work he started.

By Joe Tougas

In organizing the 40th anniversary celebration for the Jim Chalgren LGBT Center in April, director Jessica Flatequal made sure that one person received full-fledged VIP treatment, including getting a ride to and from the event: Marcia Chalgren

Chalgren brought pictures, mementos and other memories of her stepson Jim, who in 1977 founded the Alternative Lifestyles office at Minnesota State Mankato. Now, the LGBT Center in the Centennial Student Union stands as a colorful, active and vibrant part of the University.

And with pun intended or not, Marcia recalls what it was like 40 years ago when she first went to visit Jim. “He had a little room. It was just like a closet,” she says.

Jim’s small office was on the second floor of the Centennial Student Union, within the Counseling Center. It was small, but it had nationwide significance as one of only two such offices at public universities in the country.

The Center has grown from that small office to its place today in the heart of the remodeled CSU.

Marcia says that what the Center has become would please Jim, who died in 2002, to no end. “I think he’d be just thrilled,” she said. “He fought hard.”

At the 40th anniversary celebration, she was approached by several older alumni who knew Jim. “At least six men came over and hugged me and thanked me for Jim. That made me feel real good that they did that.”

Marcia continues to contribute financially to the LGBT Center, helping to ensure Jim’s legacy and to make sure that there’s a welcoming place for all students at the University. It heartens her to see widening acceptance of the LGBT community and to see the growth of the center Jim started.

“It’s grown from that little closet.”





The Intern Edge

A new endowed fund connects students and businesses to create meaningful internship experiences.

Curt Stangler is retired, but his generosity remains active and innovative. The latest example is the Curt Stangler Endowed Internship Fund, a program established to give student interns and the businesses where they land a significant edge.

Stangler arrived at Minnesota State Mankato in 1963, developed a fondness for accounting and graduated in 1968 with a double-major in accounting and political science. He started his professional career with the international business consulting firm Andersen Consulting, later named Accenture. Stangler ultimately became a partner in the company, which today boasts clients in 40 industries and 120 countries.

Stangler has made a donation to Minnesota State Mankato every year since 1968. When he retired in 1999, he ramped up his support.

In 2000 he established the Curt Stangler/Accenture Consulting Endowed Scholarship, which is awarded annually to students interested in using information technology to enhance business performance.

A longtime champion of the College of Business, Stangler also approached Dean Brenda Flannery to see where help was needed. Flannery expressed a desire to improve the College's internship opportunities. The result was Stangler's creation of the internship program, which is designed to give more students high-impact business internships while giving small- and medium-sized businesses in southern Minnesota resources to attract, train and keep interns.

"Internships give students a chance to do some real work and have real-life experiences in an area that they believe they want to practice in," Stangler told the College of Business' In Review magazine. "I did an internship in accounting when I was at school and I found it to be extremely helpful. It made me feel good about my decision to be an accounting major. It also helped me figure out what kind of company I wanted to work for."

Supporting the College of Business, he said, is simply his way of showing gratitude.

"I wouldn't have had the success I had if I hadn't been in college and been lucky enough to find an area that I could do well in," he said. "I went to school there, that school helped me. I owe them back."

Scholarship Finder Wins Top Award

Minnesota State Mankato's novel system of coordinating available scholarship money with student applicants received the 2018 gold award for overall excellence for Advancement Services Programs from the Washington D.C.-based Council for Advancement and Support of Education (CASE).

The online Scholarship Finder system was established as a way for students to submit only one scholarship application and have that application matched with all available scholarships across campus. Not only does it make it easier for students to apply, it also helped the University distribute more of the available scholarship dollars than it had in previous years.

Noting that the issue is a complex one that touches many institutions, the judges praised the University's solution as one that is "campus-wide in its impact, in addition to being an extremely important asset to donor relations and stewardship."



Need help paying for college?

We have scholarships for you!

Apply now!

mnsu.edu/scholarshipfinder



MINNESOTA STATE
UNIVERSITY

MANKATO

150
YEARS

1868

2018



MINNESOTA STATE

Minnesota State University, Mankato
A member of Minnesota State

A member of the Minnesota State system and an Affirmative Action/Equal Opportunity University. This document is available in alternative format to individuals with disabilities by calling University Development at 507-389-2021 (V), 800-627-3529 or 711 (MRS/TTY). DEWK357BK 08-18