

March 2, 2018

TO ALL MEMBERS OF THE BOARD OF REGENTS

SUBJECT: WSU Foundation Regents Report

SUBMITTED BY: Lewis Lee, President, WSU Foundation
Chair, Board of Directors, WSU Foundation

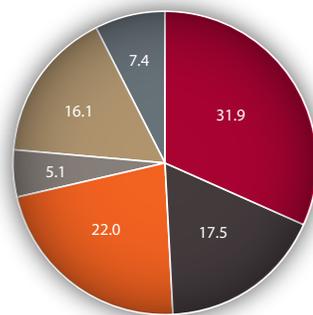
The Washington State University Foundation is pleased to report the following:

- During Fiscal Year 2018 (July 1, 2017—June 30, 2018) the WSU Foundation received \$77,561,688 in total fundraising commitments as of January 31, 2018. More information can be found on the Year-to-Date Progress Report that accompanies this report.
- The WSU Foundation's endowment continues to perform well in favorable market conditions. As of December 31, the endowment market value was \$496,564,639, a high-water mark for the fund. The investment return for the first six months of FY2018 was 7.00%. 1-year, 3-year and 5-year returns were 15.70%, 7.00% and 8.00% respectively. Additional endowment performance information can be found at: <https://foundation.wsu.edu/endowment-performance/>.
- Since October 2017, Lisa Calvert, Vice President for Advancement and CEO of the WSU Foundation, has been leading a comprehensive Philanthropic Impact Study featuring interviews with 180 advancement staff, university leadership, and volunteers. The purpose of the study is to evaluate how teams work together, align system and university leadership with emerging advancement vision, and to focus advancement staff. The results of this comprehensive study will inform improvements to organizational structure, systems, processes, staffing, and resources as necessary to position WSU's fundraising operation for optimal, sustainable philanthropic growth and engagement as planning for the next comprehensive campaign effort continues.
- The WSU Foundation Board of Directors held its annual planning retreat February 22-23 in Rancho Mirage, CA, in conjunction with the WSU Alumni Association's annual Cougars of the Desert Luncheon and Desert Golf Classic in Palm Desert, CA.
- The next meetings of the WSU Foundation Trustees will be May 17-18, 2017, at WSU Tri-Cities. The next meeting of the Board of Directors is May 18, 2018 at WSU Tri-Cities.

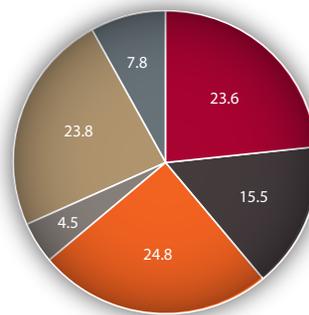
WASHINGTON STATE UNIVERSITY FOUNDATION
YEAR-TO-DATE PROGRESS REPORT
 July 1, 2017 - January 31, 2018

Fiscal Year-to-Date	1/31/2018	1/31/2017
Gift Totals	\$37,486,975	\$27,151,567
Private Grants	\$12,450,019	\$15,823,640
Sub Total, Gifts & Grants	\$49,936,993	\$42,975,206
Pledge Balance	\$7,413,230	\$2,597,200
Sub Total Gifts, Grants & Pledges	\$57,350,224	\$45,572,406
Revocable Gifts	\$10,908,002	\$9,121,617
Annual Fundraising Totals	\$68,258,226	\$54,694,023
Other Contributions	\$9,303,462	\$11,751,868
Annual Total	\$77,561,688	\$66,445,891

Note: These figures are unaudited



JANUARY 2018



JANUARY 2017

FISCAL YEAR
CONTRIBUTIONS
BY SOURCE
(AS A PERCENTAGE)



Month Ended January 31st	1/31/2018	1/31/2017
Gift Totals	\$12,100,487	\$5,378,311
Private Grants	\$2,753,672	\$3,268,662
Sub Total, Gifts & Grants	\$14,854,158	\$8,646,973
Pledge Balance	-\$2,126,369	-\$196,191
Sub Total Gifts, Grants & Pledges	\$12,727,789	\$8,450,782
Revocable Gifts	\$1,615,000	\$905,000
Other Contributions	\$0	\$0
Monthly Total	\$14,342,789	\$9,355,782

Endowment Summary	Six Months Ended 12/31/2017	Six Months Ended 12/31/2016
Endowment, Beginning 6/30	\$466,147,989	\$418,880,665
Gifts and Other Additions	\$9,757,178	\$7,083,844
Investment Gains (Losses)	\$32,782,744	\$17,521,337
Distributions to WSU Programs and Advancement Fee	-\$12,123,272	-\$11,874,765
Endowment, Ending	\$496,564,639	\$431,611,081
Investment Return, FY2018 (July 1-Dec. 31, 2017)	7.00%	4.20%
1-year Return	15.70%	5.50%
3-year Return	7.00%	3.80%
5-year Return	8.00%	6.80%
10-year Return	4.60%	4.20%

KEY STATISTICS	1/31/2018	1/31/2017
Alumni of Record Available for solicitation	185,674	176,917
Alumni Participation Rate	7.3%	7.6%
Total Number of FY Donors	33,042	34,361
Total FY Gifts, Grants, Pledges, Revocable Commitments	60,374	57,755

March 2, 2018

TO ALL MEMBERS OF THE BOARD OF REGENTS

SUBJECT: Faculty Senate Report

SUBMITTED BY: Judi McDonald, Chair of the Faculty Senate



The Faculty Senate continues to view this as an exciting year of activities and opportunities. We continue to discuss, edit, and pass the proposals forwarded from the committees to the senate, and our committees continue to prepare and review proposals for positive changes in curriculum, programs and policies.

The senate executive benefitted greatly from attending the PAC-12 Academic Leadership Coalition in mid-February. We were able to see that there are some areas where our shared governance structure is working well, and others where we can look to our peers for models that will lead to substantial improvement in the way the Faculty Senate operates.

Budget cuts, coupled with the need to improve and change in order to increase revenue and reputation are a significant challenge for the university and an important part of all of our discussions. The Faculty Senate remains committed to finding ways to enhance our academic curriculum and programs, improve working conditions for faculty and students, and support research and innovation.

March 2, 2018

TO ALL MEMBERS OF THE BOARD OF REGENTS

SUBJECT: ASWSUTC Report

SUBMITTED BY: Israa Alshaikhli, ASWSUTC President

This year ASWSUTC is focusing on five initiatives: innovation, inclusion, transparency, college accessibility, and community. Our goal is to evaluate and continually improve the ways we reach out to students and involve them in our decision-making process; we want everyone on campus to feel welcome and represented. We are focusing on being more transparent with students regarding our decisions and finances as well as provide more resources to all our students such as providing book stipends, coordinating legal services for undocumented students, and supporting our LGBTQ community. With all of these initiatives, we want to continue building a supportive community on campus where everyone works together to serve the students.

Below are some of the projects and initiatives we worked on or have been working on to achieve our goals:

- We are working with the WSU Tri-Cities administration to build a recreation facility on campus, open a diversity center, and continue exploring the options of affordable healthcare for students.
- During the fall semester, we worked on increasing civic engagement's efforts on campus, so we hosted a forum where we invited Washington State Attorney General, Bob Ferguson and WSU Vice-President of Government Relations, Colleen Kerr to talk to students about the different university and state initiatives regarding higher education and undocumented students.
- We were able to have a ballot drop box on campus during election, and we registered more than 150 students to vote.
- To increase our inclusion efforts on campus, we collaborated with clubs, WSU administrators, and departments to host LGBTQ week where our LGBTQ students felt supported and heard. We also hosted family-friendly events, and service-based events, such as Service Week where students participated in a different community service project every day. Additionally, we helped raise approximately \$700 for the American Cancer Society and \$650 for the hurricane relief.
- Our Senate has passed four resolutions so far this year. They were centered around increasing sustainability on campus, opening a diversity center, improving the café services in the SUB, and recognizing Columbus day as Indigenous Peoples Day.

In addition to fulfilling our goals and delivering on our promises, we transitioned our offices to the new Student Union Building, and we have been reaching out to students and working with the building's Governance Board to make sure that the building meets students' expectations. Examples include, coffee services, healthier food options, and hygiene products in the bathrooms.

We will be working on the following for the remaining of the academic year:

- Advocating for a diversity center on campus.
- Working on a feasibility study for a recreation facility.
- Repurposing the old student lounge as a clubs and organizations space.
- The 8th Annual Fund the Future 5K Run on March 31st-To raise money for scholarships.
 - We have received \$2,250 in donations so far.
- The 3rd Annual Crimson Fest on March 31st- A campus-wide event for students and their family.
- The 2nd Annual Multicultural Night on March 2nd- A campus-wide event where we feature different cultures
- We received \$3,250 from the bookie corporation that will be allocated toward the 5k and the Multicultural Night.

We are looking forward to welcoming our new Chancellor, Dr. Haynes, and working with her and our WSU administrators to accomplish our goals.

March 02, 2018

TO ALL MEMBERS OF THE BOARD OF REGENTS

SUBJECT: APAC Report

SUBMITTED BY: Brigitta Jozefowski, Chair, Administrative Professional Advisory Council

The Administrative Professional Advisory Council is pleased to report the following:

- At the direction of President Schulz, APAC reached out to VPs and upper administration to speak at our monthly meetings. Dr. Asif Chaudhry, VP of International Programs, was our guest speaker in December; Stacy Pearson, VP of Finance and Administration, in January; and Dr. John Tomkowiak, Dean, Elson S Floyd College of Medicine, was the speaker in February.
- Officers met with Vice Provost for Academic Affairs, Erica Austin, regarding APAC involvement with developing FAQs on campus climate for the NWCCU accreditation on-site evaluation.
- Officers participated in a Readiness Assessment for WSU's Modernization Initiative (ERP implementation) conducted by ISG. This assessment was required by the State Office of the CIO.
- APAC Chair and respective sub-committee collaborated with the chairs and respective sub-committees of the President's Commission on the Status of Women and the Association for Faculty Women to submit a memo to President Schulz and Provost Bernardo outlining a proposed pilot salary study. President Schulz was very receptive of this request and asked Vice Provost Kelly Ward to take the lead on this important initiative. A representative from the Faculty Senate and Fran Hermanson will also be involved.
- Officers participated in the WSU Tri-Cities Chancellor Search interview process.
- After several months of a vacant council position, WSU Tri-Cities has representation on APAC! This was accomplished through personal visits by the APAC Chair to the TC campus.
- APAC continues work on the Professional Development Initiative. The respective sub-committee selected and confirmed Robin Blanchard for the Keynote Spring Semester Seminar. Venue has been confirmed and marketing campaign initiated. Monthly seminars are well received and attended. APAC is collaborating with HRS in marketing and registering attendees via SkillSoft.
- APAC continues work on the tuition waiver issue. The respective sub-committee reached out to Global Campus reps to discuss the inclusion of online-courses in the tuition waiver program. David Cillay, VP for Academic Outreach and Innovation, has been part of these conversations.
- APAC underwent a very tedious process of combining APAC Guidelines and By-Laws into one document. This included necessary updates to the document as well as an overhaul of the election process for council members and alternates.
- Officers continue monthly meetings with President Schulz to discuss current AP issues, updates on shared governance, and Presidential initiatives.
- APAC Chair proudly participated in Fall Convocation on the WSU Pullman campus.
- APAC graciously enjoyed a holiday reception hosted by President Schulz and First Lady Schulz.

March 2, 2018

TO ALL MEMBERS OF THE BOARD OF REGENTS

SUBJECT: WSU Alumni Association Progress Report

SUBMITTED BY: Mike King, WSUAA President

We More Than Doubled Membership...But Why Stop There?

This spring, the WSUAA will launch the “40-By-20” membership drive. Our goal is to reach 40,000 members by 2020. This member expansion will broaden the base of support to help set the stage for WSU’s next comprehensive fundraising campaign. WSU Foundation research found that WSUAA members are twice as likely to give to WSU and they give twice as much as nonmembers. The WSUF also reported that the WSUAA was the single largest source of new donors to the last campaign. The WSUAA is committed to this aggressive growth plan in order to help WSU reach its fundraising goals.

Breaking Records Doesn’t Just Happen at the Olympics

It was another record-setting fall for the WSUAA. We saw the fastest sell-out of *The Feast* dinner series, and our Platinum Life and Life Member Reception at Homecoming was the biggest ever. PreGame events surpassed attendance forecasts, and we added an Apple Cup Rally that exceeded venue capacity. In total, we hosted 804 events last year for Cougs to connect with WSU and one another.

Two Cougar-Powered Wine Programs

Since the WSUAA established it in 2006, the Wine-By-Cougars Wine Club has celebrated the impact Cougs make on the wine industry. The WSUAA’s other wine initiative, the Cougar Collectors’ Series, shines the spotlight on Cougar wines at the retail level, too. Together, Wine-By-Cougars and the Cougar Collectors’ Series accounted for over 18,000 bottles of wine being enjoyed by sophisticated Cougs across the country. The programs generate \$100,000 of revenue per year (including \$24,000 that supports the WSU trademark and licensing program). While this revenue supports many important WSUAA programs and initiatives, we are especially proud of the two endowed scholarships the WSUAA established in Viticulture & Enology and Wine Business Management. We’ve showcased over 110 Cougar wineries thus far.

The Cougar Collectors’ Series, those boldly emblazoned bottles with the Cougar logo, is currently offering Cougar IV in 60 retailers (and selling quickly!). Each Series installment features the fabulous wine from a different Cougar-connected winery. This year’s release was produced by EFESTE. We are very proud to announce Mercer Estates will release Cougar V in August 2018.

WSUAA—Always Up for the Next Challenge