TO A BILLION

FLORIDA STATE UNIVERSITY FOUNDATION
2016–17 REPORT ON GIVING
When we launched *Raise the Torch: The Campaign for Florida State*, we knew it would take more than bold ideas to shape the future of our University. It would require commitment from our entire Seminole family to make the extraordinary happen. As we enter our final year of the campaign, Florida State is poised for the next milestone, and we could not have achieved this without donors whose philanthropy is transforming the landscape of our campus and community. Our journey will soon be complete, but our gratitude is endless.
It’s been another exciting year at Florida State University as we continue our journey toward completing Raise the Torch: The Campaign for Florida State. As you may have heard, Florida State rose another five places in the 2018 U.S. News & World Report annual “Best Colleges” rankings to No. 33 among all public national universities. FSU is moving closer and closer to our goal of being a Top 25 university!

Our excellent graduation and student retention rates are a driving force behind our jump. Our four-year graduation rate is among the Top 25 nationally, and our 93 percent freshman retention rate ranks FSU No. 18.

We also have hired more faculty and worked on providing market equity raises, which has allowed us to see improvement in key areas that affect the rankings: faculty compensation, class size and student-faculty ratio. This reinforces our belief that if we focus on student success and elevating our faculty, the rankings will follow.

Our alumni played a key role in our rise in the national rankings. The two-year average rate for our alumni giving has increased to 19.5 percent, and we are now No. 9 in the country when it comes to alumni giving! I am thrilled our Seminole family shows pride and confidence in the direction we are moving by making charitable gifts.

This fall, the Jim Moran School of Entrepreneurship welcomed its first class of 80 juniors. The creation of the nation’s largest interdisciplinary, degree-granting school of entrepreneurship would not have been possible without private support—particularly that from Jan Moran and The Jim Moran Foundation who generously provided a $100 million gift. Not only does this transformative gift provide funds to start and sustain the Jim Moran School of Entrepreneurship, it also offers additional support to the Jim Moran Institute for Global Entrepreneurship, a program long supported by Mrs. Moran and The Jim Moran Foundation. This gift has allowed FSU to greatly expand the entrepreneurship courses offered to our students and become a go-to resource for government leaders, trade associations, entrepreneurs, nonprofits and small businesses on a national level.

Overall, we ended the fiscal year with a total university endowment of $639,371,375. The FSU Foundation’s endowment of $477,355,476 created earnings that, combined with outright gifts, provided more than $43 million to the University in support of student scholarships, endowed chairs and professorships, academic programs, facilities and other initiatives. This is an increase of $1 million over last year, which can be attributed, in part, to a larger number of donors in 2016–2017.

Thank you for being a supporter of Florida State. I look to the coming year with confidence and anticipation of wonderful things for our great university.
Alumni Michael and Jean Shahnasarian have a long history of being actively involved with and supporting Florida State University, one that goes back decades in support of FSU’s College of Education. Both have served on multiple committees and Michael does the occasional lecture on campus. Their years of generosity are motivated by a shared personal desire to give back to the institution they credit with much of their successes. Additionally, Michael and Jean hope to create tremendous experiences for current and future students, ones comparable to their own at Florida State. Together, they created the Michael and Jean Shahnasarian Endowed Professorship within the College of Education to recruit and retain distinguished faculty. Professorships play a key role in opening the door to advancing institutional programs, and gifts like these assist FSU with bringing notable talent to campus.

Q: What has inspired you to continuously give to the College of Education?
A: We share the belief that we wouldn’t be where we are today without Florida State. FSU gave us the opportunities and the skills that we attribute to much of our success. The importance of FSU also resonated with our children, creating a lineage and personal affinity within the University. We are grateful to be able to give back to an institution that has positively impacted all of our lives.

Q: Why did you decide to establish the Michael and Jean Shahnasarian Endowed Professorship?
A: We listened and saw the immediate needs of the College of Education—the ability to attract quality professors and to have the resources to do so. We believe the bedrock of what makes a college great is quality faculty members. This is ultimately for the students, and the professorship will be able to enhance their learning environment and academic opportunities.

Q: How do you see this gift impacting the future of the University?
A: We hope this gift benefits the students and the College of Education not just initially, but in the future as well. We believe this gift will continuously meet the critical need of bringing strong faculty to FSU who students will want to learn from. That’s something that will benefit everyone.
STUDENT SCHOLARSHIPS

Charles Haworth

Q: What has inspired you to support Florida State?
CH: I am fortunate to have witnessed commendable leadership, both from former President Bernard Sliger and currently with President John Thrasher. Their bright leadership has created a lasting impression with me, especially when I decided to return to active duty service during my time at FSU. Looking back and watching the unprecedented growth of the University’s leadership, FSU has shown that they have the ability to effectively use the resources given and, because of that, have been able to grow on a national scale.

I wanted to show admiration to those men and women who chose to serve by helping them continue their education goals. I relate to these people and the sacrifices they have made. They deserve our support as they make the transition into life after service.

Q: Why did you want to create scholarships for student veterans enrolled at FSU?
CH: I have enjoyed meeting with the scholarship recipients, listening to their stories, and I am in awe of their ambition. These students are handling multiple jobs and taking care of families while still continuing their education, and I’m glad I’ve been able to support them in pursuing their dreams. It’s Sylvia’s and my hope to expand these opportunities for veterans in other programs at FSU.

I intend to continue my life of service to my community and to my country; giving back because of what was given to me, and bringing honor to the one from whom this scholarship is named.

—Scott Scharinger [FAR RIGHT], The Charles T. Haworth Scholarship for Veterans recipient

Q: How do you plan on helping FSU’s student veterans in the future?
CH: I intend to continue my life of service to my community and to my country; giving back because of what was given to me, and bringing honor to the one from whom this scholarship is named.

FSU CONNECTION

GIVING TO FLORIDA STATE

FUTURE IMPACT

Shortly after completing his studies at Stanford University in 1959, Charles Haworth decided to serve his country in the U.S. Navy. After five years of active duty, Charles enrolled at the University of Oregon to earn his doctorate in economics, ultimately joining the Florida State University faculty in 1968. Continuing to serve during his tenure in FSU’s Department of Economics, Charles developed a passion and an idea to give back to those individuals who voluntarily made sacrifices to protect and serve our nation. With confidence in the leadership of FSU’s College of Social Sciences & Public Policy, and the wholehearted support of his wife Sylvia, The Charles T. Haworth Graduate Scholarship for Veterans was established as a way of showing appreciation for student veterans, including their decision to further their education after a military career. Charles recognized that scholarships make a significant impact on deserving students by helping to alleviate some of the financial barriers faced when pursuing higher education. Scholarships also allow FSU students to focus on their academic goals and achievements, developing skills that will lead to positive change in their communities and chosen professions.

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—Scott Scharinger [FAR RIGHT], The Charles T. Haworth Scholarship for Veterans recipient
How has FSU impacted your life?

FSU has been a large part of my life. I love keeping up with the University as it grows, staying involved and seeing how they’re advancing education. It’s a one-stop-shop for knowledge. Whatever it is you want to study, or whatever subject you want to learn, it’s here. Florida State has everything you could want in a University.

You hold a long and celebrated history of giving to Florida State. What motivates you to give each year?

The point in giving for me is simple—students. I’m interested in our students succeeding, and I believe education is the answer to everything. It enables you to learn a new skill, to develop a career... it gives everyone a chance to change their lives. I have always loved to learn, and I’ve never stopped. I want to inspire others to do the same because I’ve seen firsthand how education can broaden experiences and change lives. Personally, whenever I receive a letter from a student who writes, ‘I couldn’t have done this without your help,’ to me, that’s the best feeling. It’s the most gratifying feeling you can get.

How do these gifts help shape the legacy you’d like to create for yourself?

I don’t worry about leaving a legacy for myself. If you give the gift of education to a student, they can pursue their dreams and goals, and they can go on to leave their legacy. That’s the kind I wish to create.
William A. “Bill” Yandow was a devoted supporter of the arts. He retired to Sarasota after an accomplished military and business career, where he provided endless amounts of his personal time and resources to help advance the mission of the FSU/Asolo Conservatory for Actor Training. Beyond his philanthropic support, Bill was a dedicated mentor to students within the prestigious program, leaving stories students continuously hear about today. Bill’s legacy continues through the Bill Yandow Endowed Fund for the FSU/Asolo Conservatory. This planned gift now assists graduate students at the Conservatory in a variety of ways, including covering the cost of their living expenses and creating study abroad opportunities. FSU/Asolo Conservatory graduate Katie Cunningham (’12) and Nolan Hennelly, currently enrolled, have both personally witnessed how this kind of generosity can help ensure the future and advancement of an institution and its programs.

Bill Yandow was enormously committed to this program. He supported the students in everything they did. His legacy gift to us now guarantees that students for years to come will benefit from his passion, and his love of our program.

—Greg Leaming, Director, FSU/Asolo Conservatory for Actor Training

How has Bill’s support and legacy impacted you as a student?

Bill Yandow was a bright light and a dear friend and supporter for me and many Conservatory students who knew him. Above and beyond his generous financial support, Bill was a front-row fan of every production and event that the Conservatory students put on. The personal connection that Bill made was special and profound.

There are many reasons I personally chose this program, but one was certainly because of the incredible financial support. It can be financially daunting as a young actor wanting as much education as possible before venturing out into a difficult job market. The training I’ve received has not only impacted, but changed my life.

Although the students who personally knew Bill have graduated, they all passed on quite a few fond memories of him that we’re lucky to have. Sponsors wear buttons showcasing their student’s headshot as a way of identifying who is supporting who. Bill was famous for wearing so many buttons on his tie that they sort of clinked when he gave you a hug. It’s incredible how he was able to give so much but also keep a personal connection with each student, year after year.

Bill’s gift speaks volumes about his belief that the arts are a vital part of the American conversation. This gift will help secure the financial solvency of the FSU/Asolo Conservatory and its students. The FSU/Asolo Conservatory for Actor Training is a jewel in FSU’s crown, and people like Bill are what make it possible.

I know the program has been able to keep growing in scope. Mr. Yandow’s gift helps ensure that a student’s tuition is covered, while helping the entirety of the Conservatory in increasing quality of production and availability of new opportunities.
Douglas Dunlap and David Oglesby

Q: What does being a Seminole mean to you?
DD: It’s gratifying to be part of a relatively young coed institution which has experienced amazing success and become one of the top major public research universities. Florida State has excelled in a range of endeavors, from enrollment, faculty, research and student achievements. I’m a seasoned traveler, and my FSU apparel is recognized and appreciated worldwide.

Q: Your generous gift is helping make Legacy Hall a reality. Why is this initiative important to you?
DO: We want the College of Business to have both a professional and attractive facility that will bring well-deserved recognition and even more credibility to the program.

Q: What inspired you to make this gift to Legacy Hall and the College of Business?
DD: FSU has a special place in my life. My father dedicated his life to the University. He has a building named after him on campus [Oglesby Union] and the prestigious professorship award [Ross Oglesby Gold Key Award]. It was easy to make this decision to give back to the University that has meant so much to me and my family.

Q: What inspired you to make this gift to Legacy Hall and the College of Business?
DD: It has always been in my mind to support those institutions which have significantly affected my success. But [I also support FSU] for all three of my children, who have degrees from Florida State. I now have four grandchildren, who I hope will also be part of the Seminole family.

Q: Corporate partnerships are a vital component of FSU’s support system. How do you hope this gift will benefit Syn-Tech Systems?
DD: The recognition from Legacy Hall will hopefully give us some help when trying to recruit prospective new employees graduating from the college. We are always trying to find the right employees to help our company grow. FSU’s College of Business has been very good to us in providing qualified employees in that effort.

“The business school put up with us while we were students, it’s time we gave back for those efforts,” joked Douglas Dunlap about himself and his business partner and former classmate, David Oglesby. Both Dunlap and Oglesby graduated from Florida State with degrees in business administration, and have owned Syn-Tech Systems, Inc., an engineering design company, since its creation in 1989. Thanks to their leadership, Syn-Tech Systems gifted Florida State University $500,000 to support the construction of Legacy Hall, the new home for the College of Business, and establish the Syn-Tech Systems Student Business Incubator Suite within the building. Thanks to Douglas and David’s generosity, entrepreneurial students across FSU’s campus will have dedicated office space to operate their start-up business ventures.
Florida State University has risen another five spots among public universities to No. 33 in U.S. News & World Report’s “Best Colleges 2018” rankings. This leap is the second consecutive year FSU has advanced five places and contributes to a total gain of 15 spots overall since the 2010 launch of Raise the Torch—the best improvement among any of the top 50 public universities during this span.

Not surprisingly, philanthropy has played an important role in FSU’s advancement. One factor that helps shape these rankings is undergraduate alumni giving. The alumni giving rate accounts for five percent of each university’s overall ranking, and our most recent two-year average as reported in U.S. News & World Report is an impressive 19.5 percent. This percentage is the highest giving rate of any research university in Florida and it ranks Florida State No. 9 among all public universities in the nation.

Beyond these numbers, this impressive giving rate is an indication of our alumni’s pride, satisfaction and confidence in FSU. It’s also reflected in Raise the Torch, our $1 billion campaign, as alumni and friends have given more than 500,000 gifts in support of Florida State University, including over 170 gifts of $1 million or more.

In fact, Raise the Torch and our supporter’s philanthropic spirit have:

- Ignited over 600 new scholarships and enhanced more than 600 others
- Created or enhanced 85 professorships or chairs
- Helped attract the largest gift in FSU Panama City’s history
- Secured the largest gift in University history—$100 million from Jan Moran and The Jim Moran Foundation—which continues to support the Jim Moran Institute for Global Entrepreneurship and created the nation’s largest interdisciplinary, degree-granting school of entrepreneurship: the Jim Moran School of Entrepreneurship
- Created a premium club seating experience at Doak Campbell Stadium
- Grew the University endowment, along with investment returns, by 25 percent
- Created a premium club seating experience at Doak Campbell Stadium
- Grew the University endowment, along with investment returns, by 25 percent
- And the list goes on.

In this final year of our campaign, we are focusing on raising funds for faculty support and our renowned Center for Academic Retention & Enhancement, which supports first-generation college students. All gifts and pledges received by June 30, 2018, will count toward our Raise the Torch grand total, which will be formally announced at a campaign celebration on September 21.

While successfully completing the most ambitious fundraising campaign in University history will be cause for celebration, it does not mean our work is done. One of the reasons institutions orchestrate these types of branded efforts is to inspire excitement among our constituents that will inevitably raise the philanthropic bar, and we have done just that. Our annual fundraising total at the campaign start was $94 million, and this past fiscal year we reported an impressive $128 million. Now, the challenge is to not only maintain but also continue to raise that bar, even as the campaign concludes.

Florida State is a preeminent university as designated by the Florida Legislature. With continued legislative and philanthropic support, we will achieve our goal of becoming a top 25 public university.

Each of you has played an important role in this journey to $1 billion, helping make a great university even greater. Visit raisethetorch.fsu.edu to learn how you can continue to Raise the Torch for Florida State.
Statement of Financial Position
As of June 30, 2017 and 2016

ASSETS

<table>
<thead>
<tr>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and operating pool investments</td>
<td>$49,946,872</td>
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<tr>
<td>Contributions receivable—net</td>
<td>76,656,200</td>
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<tr>
<td>Investments</td>
<td>550,178,600</td>
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<tr>
<td>Other assets</td>
<td>30,632,681</td>
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<tr>
<td><strong>Total assets</strong></td>
<td><strong>$707,414,353</strong></td>
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LIABILITIES AND NET ASSETS

<table>
<thead>
<tr>
<th>2017</th>
<th>2016</th>
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<tbody>
<tr>
<td>Liabilities</td>
<td>$28,338,188</td>
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<tr>
<td>Net assets</td>
<td>679,076,165</td>
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<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td><strong>$707,414,353</strong></td>
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Statement of Activities
For the fiscal years ended June 30, 2017 and 2016

REVENUES

<table>
<thead>
<tr>
<th>2017</th>
<th>2016</th>
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</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$31,569,212</td>
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<tr>
<td>University support</td>
<td>7,832,639</td>
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<tr>
<td>Investment earnings (losses)</td>
<td>60,643,026</td>
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<tr>
<td>Other revenue</td>
<td>5,964,999</td>
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<tr>
<td><strong>Total revenues</strong></td>
<td><strong>$106,009,876</strong></td>
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EXPENSES

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<tr>
<th>2017</th>
<th>2016</th>
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<tbody>
<tr>
<td>University program and facilities support</td>
<td>$42,508,454</td>
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<tr>
<td>Foundation operations</td>
<td>17,773,693</td>
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<tr>
<td><strong>Total expenses</strong></td>
<td><strong>$60,282,147</strong></td>
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EXCESS OF REVENUES OVER EXPENSES

<table>
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<tr>
<th>2017</th>
<th>2016</th>
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</thead>
<tbody>
<tr>
<td>$45,727,729</td>
<td>$44,495,432</td>
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CHANGE IN NET ASSETS

<table>
<thead>
<tr>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net assets at beginning of year</td>
<td>$631,947,792</td>
</tr>
<tr>
<td><strong>NET ASSETS AT END OF YEAR</strong></td>
<td><strong>$679,076,165</strong></td>
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</table>

Total Funds Provided by the FSU Foundation to Support the University

Historical Endowment Total

* The Total University Endowment comprises endowments from the following University Direct Support Organizations: FSU Foundation, Seminole Boosters, FSU Real Estate Foundation, FSU Research Foundation and The John and Mable Ringling Museum of Art Foundation.
For the fiscal year ended June 30, 2017

**Gift Commitments by Type**

- **CASH & SECURITIES** $18,749,307
- **PLEDGES** $9,644,311
- **GIFTS-IN-KIND** $1,340,370
- **DEFERRED GIFTS** $16,226,540
- **TOTAL GIFTS** $65,960,728

**Giving by Individuals and Organizations**

- **ALUMNI/ATTENDEES** 59.3%
- **CURRENT STUDENTS** 10.3%
- **FRIENDS** 11%
- **PARENTS** 8.7%
- **FACULTY/STAFF** 5.2%
- **CORPORATIONS** 3.1%
- **FOUNDATIONS** 1.5%
- **OTHER ORGANIZATIONS** 1.9%
- **TOTAL NUMBER OF DONORS** 23,578

**Gift Commitments by Purpose**

- **STUDENT FINANCIAL AID** $16,169,914
- **ACADEMIC DIVISIONS** $12,429,621
- **PUBLIC SERVICE & EXTENSION** $3,667,570
- **PROPERTY, BUILDINGS & EQUIPMENT** $802,476
- **RESEARCH** $1,096,892
- **LIBRARY** $149,072
- **UNRESTRICTED** $223,375
- **PHYSICAL PLANT** $21,585
- **LOAN FUNDS** $1,138
- **TOTAL GIFTS** $65,960,728
Recognition Societies

**Vires, Artes, Mores**

The Vires, Artes, Mores donor recognition society takes its name from the Latin words for strength, skill and character found in the university seal and was created to thank those committed individuals and organizations whose support has made a positive and lasting impact on the Florida State University community. Honorees in Vires, Artes, Mores have exhibited gracious dedication to the University’s long-term vision, ambitious initiatives and transformative ideas.

Inclusion in Vires, Artes, Mores begins at $250,000 of cumulative outright gift support given through the University’s Direct Support Organizations—FSU Foundation, Seminole Boosters, FSU Alumni Association, The John & Mable Ringling Museum of Art Foundation and FSU Real Estate Foundation.

***DIAMOND SOCIETY***

$10 million or more lifetime giving

***EMERALD SOCIETY***

$5 million–$9,999,999 total lifetime giving

***SAPPHIRE SOCIETY***

$1 million–$4,999,999 total lifetime giving

***GARNET SOCIETY***

$250,000–$999,999 total lifetime giving

For more information about Vires, Artes, Mores, please contact the Donor Relations department at (850) 644-6000.

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The Presidents Club

Since 1977, the Presidents Club has recognized the University’s most generous donors—individuals, families, corporations and foundations—whose support, dedication and vision make positive things happen in our community, our state and beyond. Presidents Club honorees provide the backbone of critical private support that makes Florida State University a leader in teaching, research and public service. The five societies, which are named for historically significant dates, benefactors and University presidents, recognize donors with cumulative gifts and pledges of $10,000 or more to any college, department or academic program through the Florida State University Foundation.

**1851 SOCIETY**

$5 million or more lifetime giving

On January 24, 1851, the General Assembly of Florida passed an act to open two seminaries of learning, one of which is now Florida State University. The Seminary West of the Suwannee River, predecessor to today’s Florida State, was established on the site where the Westcott fountain stands today.

**FRANCIS EPPES SOCIETY**

$1 million–$4,999,999 total lifetime giving

Tallahassee’s first mayor and a leading advocate for the Seminary West of the Suwannee River, Francis Eppes worked diligently alongside others to make Tallahassee the home of what would become Florida State University. Eppes, grandson of Thomas Jefferson, served on the board of trustees for 11 years, eight of which were as board president, and remained an ardent supporter of the University until his passing in 1881.

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James D. Westcott Legacy Society

James D. Westcott, a member of the Florida House of Representatives, became attorney general in 1868 and served as a state Supreme Court justice from 1868 to 1885. Upon his death, his will established a trust for the benefit of the Seminary West of the Suwannee River (West Florida Seminary). With this legacy, Westcott became the first donor and benefactor of the institution now known as Florida State University. The historic James D. Westcott Building on campus bears his name.

The James D. Westcott Legacy Society recognizes the generosity of alumni and friends who have made an estate commitment or a deferred gift in support of the academic initiatives at Florida State University. Individuals who establish a planned gift such as a bequest, charitable gift annuity, charitable remainder trust, retained life estate or other gift option play a key role in securing the University’s future.

To learn more about how to leave your legacy for Florida State University, please contact the Office of Gift and Estate Planning at giftplanning@fsu.edu or (850) 644-0753.

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Our Honor Roll

Visit foundation.fsu.edu/honor-rolls for a complete list of Presidents Club, Westcott Society and annual donors who contributed to the Foundation during the 2017 fiscal year.
Honoring FSU’s strong tradition of excellence by creating a bright future for students, alumni and the entire University community.

Visit raisethetorch.fsu.edu to learn about all of Florida State University’s campaign priorities.