<table>
<thead>
<tr>
<th>Bruce Adams</th>
<th>Nancy Blackwell</th>
<th>Hugo Dahlstrom</th>
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<tbody>
<tr>
<td>Jan Adams</td>
<td>Kathy Borck</td>
<td>Neisha Dahlstrom</td>
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<td>Charlie Chandler</td>
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<td>Randy Coonrod</td>
<td>Barry Flinchbaugh</td>
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<td>Cathy Flinchbaugh</td>
<td>Terry Harbert</td>
<td>Steven Hodes</td>
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<tr>
<td>Curt Frasier</td>
<td>Allan Harms</td>
<td>Don Hoffman</td>
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<td>Sherry Frasier</td>
<td>Carolyn Harms</td>
<td>Gretta Hoffman</td>
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<td>Jeff Gates</td>
<td>Barbara Harris</td>
<td>Rae Iman</td>
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<td>Nick Golden</td>
<td>Lee Harris</td>
<td>Ron Iman</td>
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<td>Susan Golden</td>
<td>Dana Hauck</td>
<td>Cheryl Lockett</td>
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<td>Jim Grier</td>
<td>Marcia Hauck</td>
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<td>Colleen Hodes</td>
<td>Joe Miller</td>
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<tr>
<td>Chuck Munson</td>
<td>Lee Reeve</td>
<td>Rich Teichgraeber</td>
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<tr>
<td>Deanna Munson</td>
<td>Roy Robinson</td>
<td>Steve Theede</td>
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<td>Larry Nettles</td>
<td>Sylvia Robinson</td>
<td>Marty Vanier</td>
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<tr>
<td>Jan Pishny</td>
<td>Rhea Serpan</td>
<td>Byron Warta</td>
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<td>Don Rathbone</td>
<td>Paul Stephenson</td>
<td>Mark Whitehead</td>
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<tr>
<td>Brenda Reeve</td>
<td>Bill Stolzer</td>
<td>Don Wilbur</td>
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</table>
### Board of Trustees emeritus status

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<thead>
<tr>
<th>Name</th>
<th>Name</th>
<th>Name</th>
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<tbody>
<tr>
<td>John Allen</td>
<td>Elaine Jacobson</td>
<td>Jeannine Shadwick</td>
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<tr>
<td>Bob Campbell</td>
<td>Mike Jacobson</td>
<td>Donna Vanier</td>
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<tr>
<td>Nancy Coulter</td>
<td>Aaron Morrison</td>
<td>Jack Vanier</td>
</tr>
<tr>
<td>Roger Coulter</td>
<td>Kevin Schinze</td>
<td>Darrell Westervelt</td>
</tr>
</tbody>
</table>
Board of Trustees new nominees

Liz Barclay
Lyndsey Barclay
Marla Chandler
Nancy Siepman
Jacquelyn Cowan
Mark Cowan
Alysia Dempsey
Ray Dempsey
Deb Grimes
Jackie Hartman Borck
Gabe Hernandez
Debra Houghton
Keith Houghton
Mary Lynn Manning
Arman Miller
Tom Moxley
Virginia Moxley
Aaron Otto
Ken Selzer
Dennis Shurtz
Carolyn Silvius
Terry Silvius
Sharon Taylor
Tim Taylor
Jerry Westhoff
Robin Westhoff
Board of directors 3-year election

Board of Directors eligible for election to three-year term:

- Jan Burton
- Dave Everitt
- Kelly Lechtenberg
- Charlene Lake
- Mary Vanier
Nominating Committee motion

The recommendation of the Nominating Committee is to approve and ratify the following:

• Class of 2015 re-nominations

• Emeritus requests

• New Board of Trustee nominees

• Class 2 Board of Directors
ADVANCING K-State THROUGH philanthropy
FY15 highlights

Greg Willems
President/CEO
Highlights seven months in

- Organizational retreat
- Organizational structure changes in August
- Elevated engagement and partnership with deans
- Increased emphasis on communication and foundation brand
- Campaign launch and building completion
Enduring strategic objectives

• Maximize relationships, partnerships and outcomes with our constituencies
• Maintain and proliferate a brand identity that is clear, inspiring and reinforces trust and affinity
• Secure and deploy KSUF operating resources through progressive best practices to achieve the highest return to KSU
• Inspire an organization of engaged and dedicated staff operating within a culture of excellence
Cash made available to K-State
How are we rising to the challenge?

Communication/Branding
Volunteer Engagement
New Building and Real Estate

*Investing in multiplier effect*
Communication and branding

- KSU Foundation website
- Professional videographer
- Social media
- Media pitches
- Campaign communications
Volunteer engagement

- Jennifer Fabrizius exclusively supporting the KSU Foundation Board of Trustees and Board of Directors
- Creating an elevated experience and engagement for your time and talent as ambassadors, advocates and investors
- Proactively engaging you in opportunities to serve K-State
  - Coordinated efforts between the foundation and colleges/major units to maximize trustee involvement
  - Co-host campaign launch events in your area
  - Help identify future prospective trustees and donors
Real Estate and new KSUF building

• Future source of significant revenue benefitting K-State
• Attracts partnership for K-State to increase its research and contributes to our land grant mission objective (deploying discovery, creating businesses and jobs)
• Strengthen our organizational culture and the environment for our staff’s success
• Physical space to celebrate philanthropy and engage donors
Real Estate & Finance

Greg Lohrentz
Senior Vice President for Operations and Finance COO/CFO
On-Campus Partners Ecosystem

Kansas State University Office Park

Biosecurity Research Institute

Kansas State University Research Park

Kansas Department of Agriculture

OTC Nutrition LLC

HiddenGenius

General Mills

Heartland Plant Innovations
On-Campus Partners By Discipline

Computer Engineering
- GARMIN
- HiddenGenius

Construction Science
- GEJOHNSON CONSTRUCTION COMPANY

Global Food Systems
- USDA
- CGAHR
- Heartland Plant Innovations
- Kansas Department of Agriculture

Animal Health
- BRI
- engraín
- OTC Nutrition LLC
- NBF AF
- NBCF
World Class Lab Facilities

Locate and partner with existing state of the art research facilities.

SEE REGIONAL ASSETS
KSUF assets

Securing donor information
  • Improved Network Security System

Sound financial management
  • Clean Annual Audit

Growing the endowment
  • 8% annualized return over the last 20 years
Investment management

Lois Cox
Vice President of Investments / Chief Investment Officer
Endowment pool market value
Diversified strategies focused on long-term growth to earn the distribution rate, plus inflation, over various market cycles.

Asset allocation study conducted in late 2014 by external consultant affirmed the current strategic asset allocation.

Endowment pool asset allocation:

- **US Equities** $54,379,560 (11%)
- **Intl Equities** $55,259,831 (11%)
- **Emg Mkts Equities** $72,605,881 (15%)
- **Private Capital** $79,136,239 (16%)
- **Distressed Debt** $6,491,337 (1%)
- **Inflation Sensitive** $60,854,406 (13%)
- **Overlay** $47,453,748 (10%)
- **Deflation Hedge** $34,522,028 (7%)
- **Diversifiers** $41,099,471 (8%)

June 30, 2015 - Actual Allocation
Endowment Pool Performance

Rolling 5-year Sharpe ratio of 1.26, indicating strong risk-adjusted performance

Annual Fiscal Year Returns

<table>
<thead>
<tr>
<th>Date</th>
<th>Return</th>
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<tbody>
<tr>
<td>6/30/2015</td>
<td>-0.88%</td>
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<tr>
<td>6/30/2014</td>
<td>19.32%</td>
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<tr>
<td>6/30/2013</td>
<td>12.04%</td>
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<tr>
<td>6/30/2012</td>
<td>-1.65%</td>
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<tr>
<td>6/30/2011</td>
<td>19.28%</td>
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<tr>
<td>6/30/2010</td>
<td>10.33%</td>
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<tr>
<td>6/30/2009</td>
<td>-21.68%</td>
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<tr>
<td>6/30/2008</td>
<td>1.46%</td>
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<tr>
<td>6/30/2007</td>
<td>19.32%</td>
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<tr>
<td>6/30/2006</td>
<td>13.47%</td>
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</tbody>
</table>
Point of view

Headlines

• Will the Fed raise rates in 2015?
• China’s slowing economy
• Energy markets down >50% since June 2014

Finding opportunities

• Frontier equity
• Distressed energy
Policy response

• Maintain long term investor mindset
• Establish distribution rate which allows the endowment pool to be sustainable
• Maintain strategic asset allocation designed to meet objectives with acceptable volatility thru disciplined rebalancing
• Maintain disciplined approach to manager diligence
Campaign update

Greg Willems
President/CEO
Campaign progress: 77% of goal
66% of days into campaign

As of September 29, 2015
Campaign progress highlights

• 96,227 donors have made gifts in the campaign
• 327,123 individual gifts made during the campaign
• 137 gifts of $1M or more
• 2 transformational gifts – $70M Dolese and $60M Vanier
• $206M+ for modernization and new facilities
Impact of trustees in campaign

- **30%** of the campaign gifts to date are from Trustees
- **78** trustees are serving on the campaign steering committee or a college committee
- **107** trustees are serving on college/department/major unit advisory councils
- **45%** of trustees have made planned/estate gifts for K-State
Campaign Phases

Flooring phase: July 1, 2010 – Kickoff
  • Today – Campaign Kick-off: October 9, 2015

Public phase: Kickoff – June 30, 2018
  • Regional events
  • Campaign Conclusion Celebration: Fall 2018

Advocates  Ambassadors  Investors
Mark your calendars!

Spring Trustees Meeting
April 15-16, 2016
ADVANCING K-State THROUGH philanthropy