

**NORTHERN
ARIZONA
UNIVERSITY** 

2016 Report to Donors

*Because of
YOU
Lives are
CHANGED*

**Class
of
2016**



Dear friends,

Thank you for being part of the greatest philanthropic success in the university's history. We closed our first-ever comprehensive campaign—The Campaign for NAU—by raising \$103 million, exceeding our goal. Because of you, this remarkable effort has transformed many lives.

I am grateful for your support, and for your confidence in our mission and vision. I am also thankful for the positive impact that your philanthropy achieves. The campaign has allowed us to create 299 new scholarships and award more than \$15 million to deserving students.

Northern Arizona University is excelling in many ways, thanks to the members of our amazing Lumberjack family. Students continue to choose NAU in record numbers, drawn by possibilities in every direction. Your support ensures that students can take advantage of opportunities.

You help us ensure strong faculty mentors, outstanding academic programs, and hands-on experiences that prepare our graduates for a global workforce. Your support also accelerates our ability to change the world through cutting-edge, nationally recognized research.

The sum of your engagement and support is powerful. Simply put, you change lives. Thank you again for being a vital part of "The Campaign for NAU." I am grateful for your continued partnership, and look forward to forging a stronger NAU together.

Sincerely,

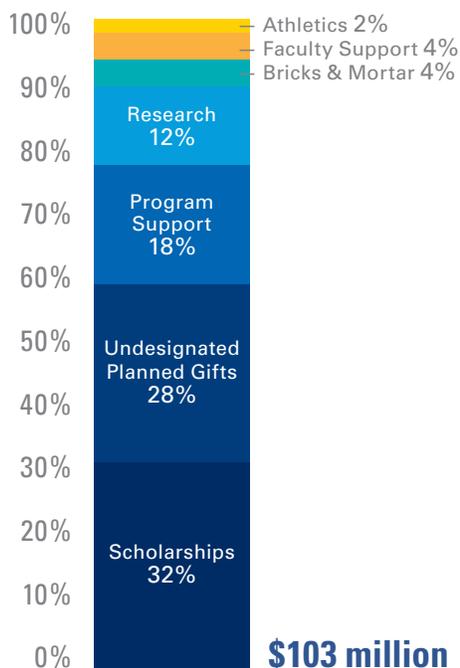
A handwritten signature in black ink that reads "Rita Cheng". The signature is fluid and cursive, with a long, sweeping tail on the letter "y".

Rita Hartung Cheng
President

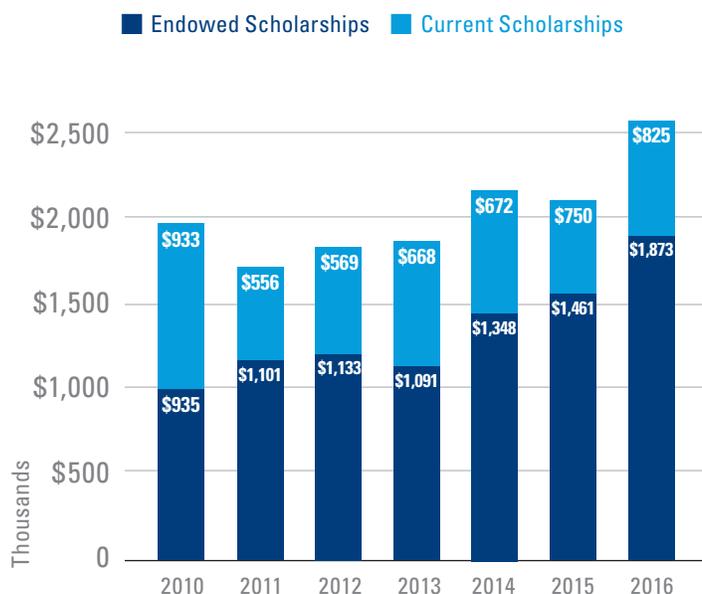
The Transformative Power of Donors Like YOU

Launched at the beginning of fiscal year 2010, the Campaign had a simple—and powerful—goal to raise \$100 million to transform the lives of students. Because of you, The Campaign for NAU was a success. Your generosity meant more resources for faculty mentors and world-class research. Donor support helped change the lives of people beyond the university through applied research. You transformed lives, and your NAU family is grateful.

Campaign Support



Scholarships Awarded



299
new scholarships
created during The
Campaign for NAU

203
new Heritage Society
members who are giving to
NAU through their estate

\$17
million given
by NAU alumni

Northern Arizona University admits excellent students. Many of those students would be unable to attend without the support of life-changing scholarships, many of which are supported by generous donors. Every year, thousands of students—like the ones featured here—have their lives transformed through philanthropy. Once these amazing students leave NAU, they will continue to transform our world.



Mike Gilbert, class of 2017, is a senior computer science major who will join the prestigious Lawrence Livermore National Laboratory after graduation. During his time at NAU, Mike received multiple scholarships, including the VMWare Scholarship, the Cobham Aerospace Engineering Scholarship, and the Curly Ethington Scholarship.

Mike Gilbert '17

*Keep Calm
and Code On*

What difference have donors made for you?

I was granted a sizable scholarship this year by VMWare, which was facilitated by **Dr. Martin Casado**, an NAU alumnus. If not for him, I would have had to take on a large amount of student debt to finish out my senior year.

What things at NAU are you most thankful for?

First, I am thankful for smaller class sizes that allow me to interact directly with professors. Second, I am thankful for the high quality of education I have received. Some of the best teachers I have ever had have been here at NAU.

What do you want your future to look like?

Aside from constantly striving to be successful in my field, I envision my future involving humanitarian efforts in foreign countries. For example, I would like to play a part in providing clean energy, water, or higher quality education to those in third world countries.

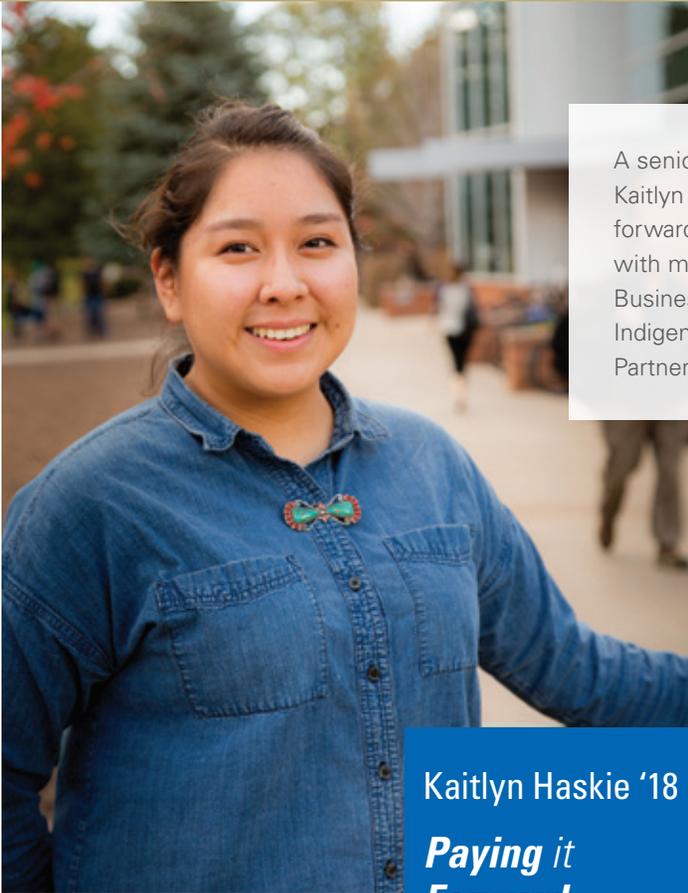
Martin Casado '00
It's about the impact



Martin Casado '00, a nationally recognized pioneer in the fast-developing field of software-defined computer networking, has a long history with the university. His father was a longtime professor with NAU, and Martin began conducting astronomy research on campus as a sophomore in high school. After he graduated from NAU in 2000, Martin completed his master's and PhD in computer science at Stanford University. During this time, he co-founded a networking technology company that was later acquired by VMWare, a company that provides cloud services and virtual desktop software, for \$1.26 billion.

After selling his company, Martin joined VMWare and facilitated an \$800,000 gift to NAU from the company to start an endowed scholarship. This endowment will fund scholarships for local students—like Mike Gilbert—who demonstrate financial need.

"It is an incredible honor to be affiliated with this endowment to help enterprising students from my alma mater," Martin said. "These kinds of scholarships lay the groundwork for the next wave of technology innovation, and I can't wait to see what Northern Arizona's finest will achieve."



A senior Applied Indigenous Studies and Microbiology major, Kaitlyn Haskie '18 is a student with a passion for paying her support forward. A member of the Navajo Nation, Kaitlyn is highly involved with many student organizations, including Native American Business Organization (NABO) and Connecting Higher Education Indigenously (CHEI). She has also conducted research with the Partnership for Native American Cancer Prevention.

Kaitlyn Haskie '18
Paying it Forward

What do you love about NAU?

I love NAU because of our strong Indigenous community, the presence of four seasons, being located by one of the four sacred mountains, Doko'o'sliid or the San Francisco Peaks (very appropriate because this is the mountain of understanding), and most importantly, NAU is close to home.

What do you want your future to look like?

In the Navajo tribe, contemporary indigenous scholars are often told "come back and serve your people," which becomes a deeply embedded principle for many, myself included. As a teenager I saw that one of the ways in which I could return home and help my people was through the medical field. I want to return to the Navajo Nation as a doctor.

What difference have donors made for you?

Through generous contributions, I received the 10th Annual **Louis Agassiz Excellence in Writing** scholarship. This provided me with the opportunity to probe into a topic I had long wanted to explore, *A Paradigm Shift; Indigenous Peoples in the New Millennium*. I had the chance to express and showcase the Indigenous side of the issue, something that as an Applied Indigenous Studies major, I always try to make people aware of.

Peter McClean and Diana Gabaldon

Supporting the Agassiz Prize



When the late Peter McClean '67 founded the Louis Agassiz Excellence in Writing scholarship, he wanted to challenge bright science students to cultivate an ability to write critically and passionately about important issues. Through his gift, Peter sought to provide students like Kaitlyn Haskie with the space and opportunity to explore important social issues that help advance social understanding.



His vision has been supported by many donors since the scholarship's inception, including Diana Gabaldon '73. As creator of the popular *Outlander* series of books, graphic novels, and TV series, Diana contributes both her time and funding to the Louis Agassiz Prize for Excellence in Writing Competition, which supports outstanding students like Kaitlyn.



Kyla Henson '19 is a sophomore economics major who has made her home at Northern Arizona University after arriving from San Diego, California. Kyla received the inaugural Brown, Cleveland, Lewis Scholarship from the Franke College of Business.

Kyla Henson '19

*The **Business** of the **Future***

What difference have donors made for you?

Donors have given me the ability to continue school. I live in a one parent household. My father retired to take care of my brother and me once our mother died. Donors helped my family and me gain peace of mind for my future.

What do you want your future to look like, and what is your wish for the future of NAU?

I want my future to be filled with smiles. I have always loved making people smile and my motto has always been if I can make at least one person smile through their pain then I must be doing something right. My wish for the future for NAU is to have more opportunities for underclassmen students so they may gain a head start in the workforce with experience.

If you could speak to the donors who have supported your scholarships, what would you say?

If I could speak to the donors who had supported my scholarship, I would say thank you. Thank you for making this sweet girl's dream of continuing her education, and making her mother in heaven proud, a reality. Thank you!

Donor support helps students to meet Warren Buffett



Many donors choose to support scholarships because providing financial aid is one of the best and simplest ways to help students.

But there are other ways that philanthropy provides margins of excellence for NAU students. Every year, 20 students from the Franke College of Business travel to Omaha to meet with business magnate and philanthropist Warren Buffett, participate in a Q&A session with him, and tour two of his companies.

Contributions from alumni and friends support student travel costs, so students' ability to pay is not a factor in participating in this life-changing trip.

Scholarships during The Campaign for NAU: **A STRONG IMPACT**

84% increase in awarded scholarship dollars

million in scholarships awarded

\$15.2M

100% increase in student giving to Student Philanthropy scholarships

18% increase in scholarships created

Impact in every direction: MAKE A GIFT TO NAU

*You can continue to help NAU build momentum as an excellent, student-focused university. There are many ways to continue to **give to NAU**.*

● **ONLINE**

Put your gift to work immediately at nau.edu/gift.

● **BY MAIL**

Please make your check out to Northern Arizona University Foundation and mail to NAU Foundation, PO Box 4094, Flagstaff, AZ 86011

● **MAKE AN ESTATE GIFT**

You can make a difference in the lives of others and often improve your own financial or tax situation with an estate gift. Please contact our Gift Planning team at **928-523-2012** or email gift.planning@nau.edu for more information.

● **BY PHONE**

Please call **928-523-2012** to let us know how you would like to allocate your gift.

Northern Arizona University has an outstanding reputation for supporting first-generation student success. In any given year, more than 40 percent of NAU students are the first in their family to attend college, overcoming significant life challenges to achieve college enrollment.

During the Campaign for NAU, The Suder Foundation awarded the university \$850,000 to establish the First Scholars® program, which is focused on fulfilling the potential of first-generation students.

Meet some of the students who are NAU First Scholars.



Eric and Deb Suder *First Scholars® donors*

Eric and Deb Suder are the founders of The Suder Foundation, which seeks to dramatically improve the graduation rate of first-generation college students and prepare each scholar for a life with self-awareness, success, and significance.

The Suders accomplish this mission through First Scholars®, which provides a data-driven approach to increasing the graduation rate of first-generation college students.

NAU was selected as an official First Scholars® university by The Suder Foundation to support first-generation success. This distinction reflects NAU's commitment to student support that helps every individual fulfill his or her potential as a student and beyond.

Since The Suder Foundation's initial gift, numerous additional donors have stepped forward to invest in this program's success. Since 2013, this additional support has doubled The Suder Foundation's initial overall investment, and tripled overall scholarship support.

An Arizona native, Alba Hipolito-Almaguer '20 is a freshman pre-med student who will seek a career as a naturopathic doctor following graduation. In addition to her interest in helping others, she is also passionate about educational access and environmental responsibility.



Alba
Hipolito-Almaguer
'20

A Path to Healing

What difference has the First Scholars program made for you?

First Scholars has helped me tremendously. It is not just a scholarship; the First Scholars organization is a program that removes any excuse to not graduate. The donors have made a great difference in my life; their scholarship has helped me financially but more importantly, their genuine kindness in wanting to see first-generation college students succeed has motivated and inspired me to pursue my goals at NAU.

What do you love about NAU?

I love the campus, the professors, the staff and the college feel of both the town and the school. Everyone has been so eager to help me and has given me their endless support.

If you could speak to the donors who have supported your scholarship, what would you say?

"Thank you" would not be a sufficient answer to express my gratitude. Without them, I would not be here with all of these amazing opportunities.

What do you love about NAU?

NAU is such a friendly place that prides itself on being interactive not only with the students, but with nature and the outdoors itself. Definitely, the best part about NAU is the wonderful people who go to this university.

What difference has the First Scholars program made for you?

Donors have been the primary reason I was able to even attend a university. Thanks to their generous contributions, I am able to afford being a part of NAU and can continue to strive forward, toward being a first-generation college graduate. Without the First Scholars program, I more than likely wouldn't have gone to any university.

What is your wish for the future of NAU?

To open up more programs and initiatives that allow first-generation college students to attend bigger, more prestigious universities, such as NAU. This opportunity would mean such a major change for the future of the students and the country itself.

Mark Rubio '19 is a sophomore accounting student. He dreams of having the "old-style American Dream," in which he has a career that makes him happy and can provide for his family.



Mark Rubio '19
*Accounting
for the Future*



Marissa White '18

The Power of Education

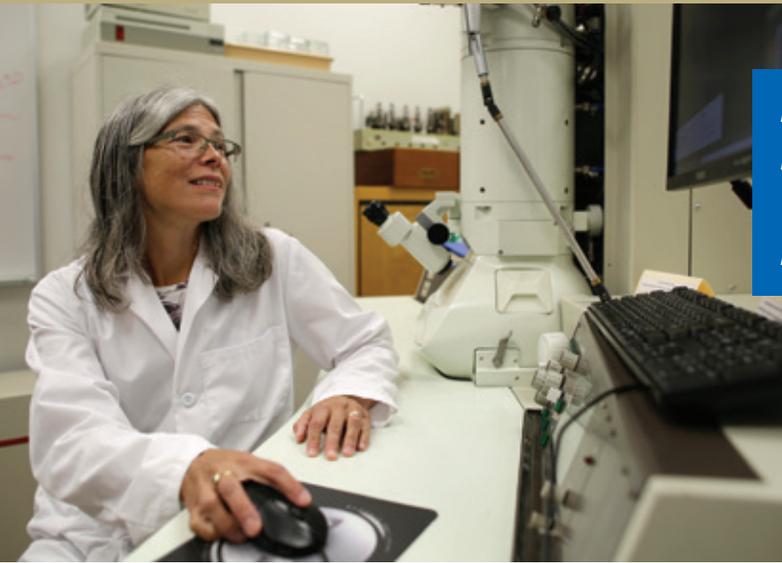
Marissa White '18 is a junior speech pathology student. After she graduates from NAU, she intends to pursue a Master's degree in Speech-Language Pathology, and dedicate her career to helping children.

If you could fix one problem in the world, what would it be?

It would be to provide more education to children in underprivileged, underdeveloped areas. I always valued education, but I never appreciated the difference it can have on a person's life. I want to live in a world where children across the world are at least given the opportunity to finish middle school, if not high school. Education can open so many doors which other things can't, and those are doors which I never want to see closed on anyone.

If you could speak to the donors who have supported your scholarship, what would you say?

I don't think any number of "thank you's" could ever do them justice. I would want to tell them about my Dad, one of the biggest supporters and encouragers in my life. He always told me to pursue a career in a field which I am passionate about. He told me to never give up, explore who I am as a person and never stop dreaming about the future I want for myself. My dad gave me the drive to chase my dreams, but the donors were the ones that allowed for that dream to become a reality. Because of them, in a year and a half when I walk across that stage and receive my diploma in a field I am passionate about, I will be able to tell my dad, "I did it." I would not be at NAU right now if it weren't for them, and as a result, my life has taken a drastic, positive turn. I am a better person as a result.



**Improving
Lives
Through
Research**

More than a decade ago, Northern Arizona University Regents' Professor Kiisa Nishikawa developed an idea that would fundamentally change our understanding of muscle function. Today, that idea has turned into the winding filament hypothesis. With further research, Dr. Nishikawa's idea has the potential to change the lives of many people—through everything from improved prosthetic devices to neuromuscular disease treatment.



**W.M. Keck Foundation Award:
Positive Impact**

- Help achieve a better understanding of how best to treat neuromuscular diseases like Parkinson's
- Funding state-of-the-art research equipment that can be used by faculty and students to perform cutting-edge research
- Innovative advances that could help make prosthetic devices move more like real limbs

Dr. Nishikawa's theory also captured the interest of the W.M. Keck Foundation, an organization that focuses on pioneering efforts in the areas of medical, science, and engineering research. During The Campaign for NAU, Dr. Nishikawa received a \$1 million grant from the W.M. Keck Foundation to further explore her groundbreaking research.

Grants from the W.M. Keck Foundation are competitive and highly prestigious, and are only awarded to the most innovative researchers. Dr. Nishikawa and her team were honored to be chosen for the award.

"We were just thrilled to receive this grant. But our success required the help and support of the whole university community."

In many environmental disciplines, Northern Arizona University is at the leading edge of scientific research and public policy. During The Campaign for NAU, alumna Marcey Olajos provided a major boost to the university's efforts in these areas through a \$1.5 million endowment gift to NAU that created the Charles Olajos and Ted Goslow Chair of Environmental and Science Policy for the Southwest.

The gift honors Olajos' father, Charles, and former NAU professor Ted Goslow for his inspired teaching and commitment to students. Olajos said she feels fortunate to support this position.

"It acts as the cornerstone for an important, far-reaching program at NAU," she said. "In creating this chair, the university will have the opportunity to become a center for research and policy in this geographical area. I have a strong connection to the Colorado Plateau and NAU, so it is very exciting to be part of a program which will enhance both."



**Strengthening
the
Environment**

Regents Professor and Olajos-Goslow Chair Tom Sisk, alumna and donor Marcey Olajos, and former NAU professor Ted Goslow

Tom Sisk, professor of ecology and founder of the university's Lab of Landscape Ecology and Conservation Biology, is the first holder of the chair.



Building a Healthier State

Impact: *Investment in the Phoenix Biomedical Campus*



With new jobs in health care being a bright spot in Arizona's employment future, a major investment in the Phoenix Biomedical Campus of Northern Arizona University came at an ideal time.

A \$1 million gift from the Del E. Webb Foundation during The Campaign for NAU was critical in allowing NAU to build out more than 45,000 square feet of a modern health education facility where graduate programs in physician assistant studies, physical therapy and occupational therapy are flourishing and expanding.

Larry Johnson, president of the Del E. Webb Foundation, said the size and scope of NAU's programs in Phoenix influenced the foundation's decision to make the gift. The foundation supports medical education, services and research, and over previous years has been a major supporter of the College of Health and Human Services.

"The only things we do in this life that matter are the things that we do for each other," Johnson said.

- Allows NAU to grow health professions enrollment at a critical time in Arizona
- Prepares students for 21st century careers—a recent Arizona economic analysis predicted that most of the state's job growth in the coming years will be in the health care industry
- New laboratory and academic spaces provide flexibility to strategically expand health professions education



Investing in Native American Student Success

A commitment to Native American student success has long been at the center of NAU's mission. Donors are important partners in helping NAU to carry out this commitment, and few have been as instrumental as the John and Sophie Ottens Foundation.

The Ottens Foundation provided crucial support during The Campaign for NAU, including more than \$5 million for health initiatives and more than \$1 million to the Native American Cultural Center Fund. The Native American Cultural Center, which opened in 2011, offers a place for more than 1,500 Native American NAU students to call home, and hosts a variety of offices and programs to support Native American student success.





Dear valued donors,

Thank you for your continued support for Northern Arizona University. Your commitment to our university, and to our students, is inspiring. Through your gifts, you allow Northern Arizona University to do something that is truly powerful: shape the futures of bright, committed students. In so doing, you change our world for the better.

The Northern Arizona University Foundation is committed to stewarding your gifts with integrity, fiscal responsibility, and in a way that aligns with the values and mission of NAU. The Foundation has a strong record of success in this effort. During the past 10 years, the value of our endowment pool has grown by more than \$63 million, nearly doubling in size from \$64.8 million to \$128.3 million.

In the interest of continuing to change lives now and in the future, the NAU Foundation is committed to strategies and practices that ensure wise investment, prudent growth, and mitigated risk. We are also committed to being outstanding partners with you, our donors.

NAU transforms lives because of you. Thank you again for making the university—and The Campaign for NAU—a success. Thank you for your continued philanthropic partnership.

Most of all, thank you for providing so many opportunities to so many students.

With gratitude,

A handwritten signature in black ink that reads "Betsy Mennell".

Betsy Mennell, Ph.D.
President
Northern Arizona University Foundation

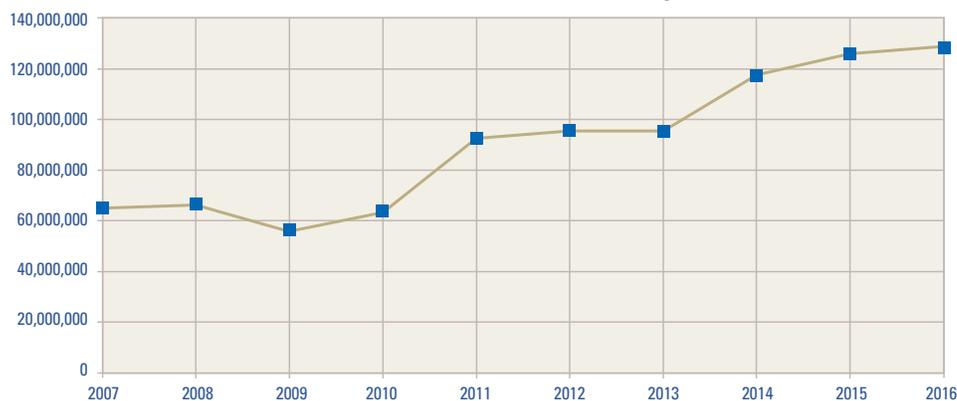
A handwritten signature in black ink that reads "Cheryl Heitz".

Cheryl Heitz
Chief Financial Officer
Northern Arizona University Foundation



The market value of the Northern Arizona University Foundation endowment investment pool has nearly doubled during the past 10 fiscal years, from \$64.8 million in 2007 to \$128.3 million in 2016. This growth has been driven by both significant additions to the endowment pool and by positive investment returns: the annualized return for the past five fiscal years is 7.85%.

NAU Foundation Endowment Investment Portfolio History (Market Value 2007 – 2016)



AT JUNE 30	MARKET VALUE
2007	\$64,830,434
2008	66,324,795
2009	56,363,108
2010	63,381,355
2011	92,479,817
2012	95,337,292
2013	95,409,559
2014	117,175,579
2015	125,815,954
2016	128,262,270

The NAUF investment portfolio reported amount was increased by the addition of cash and cash equivalent by the direction of the investment committee.

Leave Your Legacy: PROVIDING OPPORTUNITIES FOR NAU STUDENTS

Join the growing number of Lumberjacks planning their gifts and estates to benefit themselves, their families and NAU. Through planned gifts, you can provide for loved ones, receive tax benefits, generate potential retirement income and help Northern Arizona University all at the same time.

A wide range of planned gift options is available, allowing you to tailor a gift to your unique needs and interests. If you want to create a future gift, the NAU Foundation’s experienced gift planners will work with you, your attorney and other advisors to design the best gift plan for your individual situation.

**To begin the conversation,
please call us at
928-523-2012
or email
gift.planning@nau.edu.**



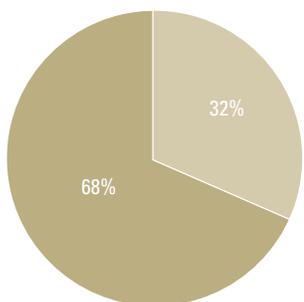
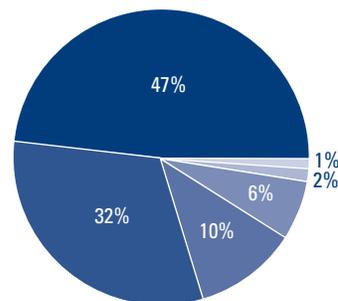
Your support for NAU allows the university to respond quickly to opportunities that ensure excellence in many aspects of the student experience, including:

- direct scholarship assistance
- technology and facilities that enhance classroom education
- the latest in research equipment
- student support services like tutoring and disability assistance

The Northern Arizona University Foundation is grateful to each of our donors who contributed a total of **\$18,269,372** in Fiscal Year 2016. *Thank you for your generosity!*

Where Did Our Donors Invest?

■ 47%	Students	\$8,600,083
■ 32%	Research	\$5,910,674
■ 10%	Programs and Facilities	\$1,917,130
■ 6%	Academic Divisions	\$1,169,217
■ 2%	Athletics	\$453,161
■ 1%	Faculty and Staff Support	\$219,107
	TOTAL	\$18,269,372

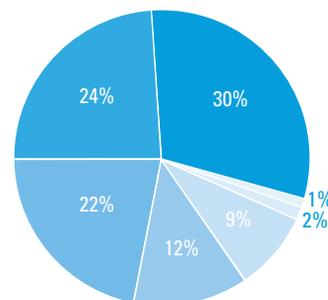


How Did Our Donors Invest?

■ 68%	Current Gifts	\$12,401,555
■ 32%	Endowed Gifts	\$5,867,817
	TOTAL	\$18,269,372

Who Invested in NAU?

■ 30%	Foundations	\$5,538,373
■ 24%	Trusts and Estates	\$4,356,482
■ 22%	Businesses and Organizations	\$4,055,876
■ 12%	Friends	\$2,149,701
■ 9%	Alumni and Attended	\$1,611,980
■ 2%	Faculty, Staff, Administrators, and Retirees	\$402,653
■ 1%	Parents and Current Students	\$154,306
	TOTAL	\$18,269,372



Every gift matters in the effort to transform lives at Northern Arizona University. When you make a gift—of any size—you open up an amazing world for NAU students. Your gift also connects you to a growing donor community that includes alumni, students, parents, faculty, and staff.

Here are some
of the ways
that annual
gifts made an
impact during
fiscal year 2016.



All Together, for All Students

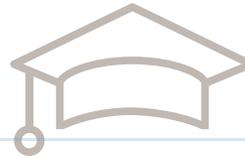
More than **14,000** annual giving donors provided nearly **\$3.3** million to support every aspect of the student experience, including Scholarships, Advising, Student Research, Athletics, Clubs, and much more.

Supporting Academics



More than **\$1.1** million was contributed last year to directly support the work of every academic unit on campus. This support is crucial for ensuring outstanding academic experiences for NAU students.

To the Big Finish



Nearly **5,000** NAU students graduated last spring, one of our largest groups ever. Donor support helps make this life-changing success possible.

Every gift truly does matter! Working together, donors provide amazing opportunities for students. In fiscal year 2016, \$50 was the median NAU Fund gift size. Consider the power that those gifts have:

20

gifts of \$50 support students within the STEM-focused NAUteach program

30

gifts of \$50 send education students to support Grand Canyon tribal communities

50

gifts of \$50 allow 10 students to travel to a regional business conference

100

gifts of \$50 provide funding to support student practice in the NAU speech/hearing clinic

200

gifts of \$50 fund the production of a theatre show, including design, costumes, lights, media, sets, and props



*Thank
YOU*

