

A photograph of a modern building with a grey facade and a red roof. The letters "NKU" are mounted on the wall in a dark blue, three-dimensional font. A yellow flame icon is positioned above the letter "U".

NKU

ignite
your
Spark



NKU[™]

NKU and NKUF

- ❑ Benefits of a university and foundation partnership
 - ❑ Advocates, Ambassadors, Counselors, Fundraisers, Philanthropists, and Story Tellers
 - ❑ Manage assets, investments, endowments, and real estate
 - ❑ Public-private partnerships
 - ❑ Entrepreneurial Partners

NKU and NKUF

- New Model
- Better Service

- Discussions since November 2015
- Working group organized and outside counsel retained beginning in May 2016
 - Geoff Mearns
 - Barry Kienzle
 - Rich Boehne
 - Eric Gentry
 - Joan Gates
 - DBL – Patrick Hughes, Mark Guilfoyle,
and Nick Birkenhauer
 - John Lucas
 - Kristi Nelson
 - Mike Hales
 - Lori Southwood
 - Sara Kelley
 - Taft – Ron Christian

NKU – NKUF Strategic Plans

☐ Fuel the Flame: 2013-2018 NKU Strategic Plan

- Institutional Excellence: Strengthen the capacity of the University to fulfill its mission and achieve its vision. In order to sustain our most valuable resources, we will take aggressive steps to secure our financial future, improve effectiveness across all dimensions of our work, and hold ourselves accountable to the public and others who invest in our future.

☐ NKUF Strategic Plan

- Philanthropy/Fundraising
 - 1.1 – Create a strong culture of philanthropy among board members
- Board Engagement: Strengthen the Foundation's role by empowering and engaging NKU Foundation board members to advance NKU Foundation's and NKU's mission.
 - 3.1 – Expand and deepen University/Foundation relationships through plans that capitalize on member expertise, interests, and experience.
 - 3.5 – Publicly position NKU Foundation to be a board of choice and the premier volunteer organization in the region.
- Organization and Operations: Strengthen the Foundation's organization and operations to efficiently and effectively support the strategic plan.
 - 4.1 – Align NKU Foundation's budget, staffing, and resources to best support the University's philanthropic endeavors.
 - 4.2 – Provide resources to support fundraising for the University Advancement staff and their continued professional development

Why?

- Maximize benefits of the University and Foundation Relationship
- Stronger engagement and involvement with volunteer leaders
- Scalable organization determined by its own success
- Financial savings for NKU
- Financial benefits for the employee
- Market efficiencies

Examples

- University of Cincinnati Foundation
- Ball State University Foundation
- Purdue Research Foundation
- University of Tennessee at Knoxville Foundation
- University of Missouri Kansas City Foundation
- Marshall University Foundation
- University of Montana Foundation
- University of Nevada at Las Vegas Foundation
- University of Northern Iowa Foundation
- University of Indiana Foundation
- University of Southern Mississippi Foundation
- Wichita State University Foundation

Governance

- ❑ New service agreement/memorandum of understanding between NKU and NKUF that will outline the exchange of services and fees

NKUF

- Engagement (alumni, corporate, foundation, government, community, and donor relations)
- Fundraising
- Marketing and communications
- Gift processing and acknowledgment
- Endowment and fund accounting and investment strategy and management

NKU

- Financial Support
- Procurement and Purchasing
- IT
- Office space

Budget

	NKU FY17	NKUF FY17	NKUF FY17 (Combined)	Difference
Personnel				
Salaries	\$2,687,708	\$256,212	\$2,943,920	
Benefits	\$2,005,865	\$180,899	\$1,433,614	
Total Personnel	\$4,693,573	\$439,111	\$4,377,534	\$755,150 (savings)
Operations				
Audit		\$27,500	\$34,374	\$6,874 (increase)
Insurance		\$14,000	\$28,000	\$14,000 (increase)
Legal		\$7,500	\$15,000	\$7,500 (increase)
Payroll		\$0	\$50,000	\$50,000 (increase)
Total Operations	\$1,056,139	\$493,450	\$1,549,589	
TOTAL	\$5,749,712	\$932,561	\$5,927,123	\$676,776 (est. savings)

Questions
