CONTRIBUTIONS AND SUPPORT
Generous alumni and friends contributed $19.8 million in support of Ball State University and its students. Support through the University’s annual fund increased in both dollars and donor retention, indicating strong philanthropic support for students and programs.

Based on earnings from its assets, which totaled $252 million at the end of fiscal year 2018, the Foundation provided $17.8 million in support to the University during fiscal year 2018. Since its establishment in 1951, the Foundation’s assistance to Ball State totals more than $402 million. (over)

SUMMARY OF FINANCIAL ACTIVITY 1951-2018

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$480,767,578</td>
</tr>
<tr>
<td>Net Investment Earnings</td>
<td>$402,621,541</td>
</tr>
<tr>
<td>University/Student Support</td>
<td>$252,491,242</td>
</tr>
<tr>
<td>Assets at 06.30.18</td>
<td>$99,827,433</td>
</tr>
</tbody>
</table>

DESIGNATION OF NET ASSETS

- Academic Programs: 27%
- Student Financial Assistance: 43%
- Faculty Compensation: 13%
- Other: 12%
- Buildings and Equipment: 3%
- Public Service: 2%

Our entire advancement operation – development, alumni, and advancement services – now falls under the Foundation. This structure helps us operate under a common strategy and increase our engagement initiatives. This is helping us build a donor base that, in turn, will enhance philanthropy in the future.

Thanks to the generosity of our donors, a prudent investment policy, and sound financial management, the Foundation remains a vital partner for Ball State and its students, providing support in many areas.
Investment markets continued solid performance during the fiscal year. The Foundation’s portfolio outperformed the benchmark with a 7.9% return, generating $15.5 million of investment earnings to support the current and future needs of Ball State. Over the longer term, the five-year average annual return on our portfolio was 7.4%, exceeding the benchmark return of 7.1%.

**Policy Asset Allocation**

- **Growth Assets**: 70%
- **Inflation-Protection Assets**: 10%
- **Risk-Reduction Assets**: 20%

**Long-Term Outlook**

Our highly diversified portfolio – comprising 70% global equities/30% global fixed income – continues to produce returns near or above the benchmark over time with much less volatility.

The audit for the fiscal year ending June 30, 2018 was performed by BKD, LLP and is available upon request.

[bsu.edu/bsufoundation](http://bsu.edu/bsufoundation)