



December 2, 2016

TO: Chairman Trachok and Members of the Board of Regents of the Nevada System of Higher Education

FROM: Gregory T.H. Lee
Chairman, UNLV Foundation

RE: The Annual Report to the Board of Regents Concerning UNLV Foundation Activities in Fiscal Year 2016

Fundraising Results for Fiscal Year 2016

The University of Nevada, Las Vegas (UNLV) and the UNLV Foundation had a successful year in fundraising for fiscal year (FY) 2016. The total of new gifts plus new gift commitments was \$75,332,433. This was the largest fundraising year at UNLV since the conclusion of the *Invent the Future* campaign in 2009.

In all, 10,535 alumni, friends, foundations and corporations gave 19,986 gifts to UNLV during the fiscal year.

Gift Highlights

- United Health Foundation made a \$3 million grant to support planning for new community health clinics and innovative education programs at the UNLV School of Medicine.
- An anonymous \$2 million donation helped jumpstart fundraising efforts for a proposed new football facility.
- More than \$18.4 million overall was committed for capital projects. This included commitments to the new Harrah Hotel College Hospitality Hall from Founder-level donors totaling \$12.5 million.
- More than \$5.7 million in gifts were made in support of scholarships.
- The UNLV Foundation launched “Rebel Raiser,” an online crowd funding site in November 2015; 68% of the gifts were from first-time donors to UNLV.
- Hope Anstett and the Eleanor Kagi Foundation – A Lynn M. Bennett Legacy were honored with Palladium Awards for their respective cumulative giving

exceeding \$1 million. Mrs. Anstett and trustees of the Kagi Foundation were recognized at the UNLV Foundation Annual Dinner in October 2016.

Financial Report

During fiscal year 2016, the UNLV Foundation transferred \$23,846,171 to UNLV to support faculty, programs, scholarships and fellowships, and capital projects.

In April 2016, the UNLV Foundation re-engaged the accounting firm of Grant Thornton LLP to provide audit services for the UNLV Foundation's FY 2016 financial statements and to prepare the IRS forms 990, 990-T for 2015. The audit for FY 2016 resulted in an unqualified opinion, with no areas of concern, for the UNLV Foundation's financial statements.

As required by NSHE policy, the audited financial statements and internal controls letter were included in the materials forwarded to the Chancellor's Office for inclusion in the Board packets for the NSHE Board of Regents' UNLV Foundation members meeting on December 2, 2016.

Investment Activity

As of June 30, 2016, the UNLV Foundation managed approximately \$241.4 million for the benefit of UNLV including endowment funds and funds given by donors for immediate expenditure for student, program, and capital purposes. Management oversight of these funds in FY 2016 was provided by the UNLV Foundation's Investment Committee, which met three times during the year.

The Investment Committee reviews the endowment and fiduciary portfolio returns by manager at each meeting, evaluates the investment policies annually, and sets the annual payout rate for the endowment fund in the fall of each year for the following fiscal year.

No changes to managers were made. The Committee accepted slight revisions to the Investment Policy Statement based on recommendations by Callan.

The overall return for UNLV Foundation managed endowment funds for FY 2016 was 0.12%, net of fees. Short-term (fiduciary) funds held by the UNLV Foundation on behalf of the campus saw a net gain of 2.73%.

Expenses and Staffing

At the end of FY 2016, a total of 54 full-time staff worked with the UNLV Foundation and university development, including both professional staff and classified employees. The UNLV Foundation also employs 10 students who are vital in such areas as gift processing, information technology and graphic design.

The total of all fundraising and development unit operating expenses for the UNLV Foundation for FY 2016 was approximately \$8,448,709. This resulted in fundraising costs of 11% – that is 11 cents spent on fundraising, development, and foundation operations for every dollar raised. The UNLV Foundation and the campus continue to raise funds economically. The national average for fundraising activities to raise a dollar is 20% (20 cents spent on fundraising and operations for every dollar raised). The UNLV Foundation consistently beats this benchmark.

Affiliated Organizations

As required by Board of Regents policy, the UNLV Foundation works with the other UNLV affiliated foundations and organizations and provides comprehensive guidelines to help them comply with federal, state, NSHE, and campus operational requirements. A copy of these guidelines is available to the Board of Regents and to the public through the UNLV Foundation.

UNLV has five affiliated 501(c) 3 organizations in addition to the UNLV Foundation: the UNLV Rebel Football Foundation, the UNLV Golf Foundation, the UNLV Alumni Association, the UNLV Research Foundation, and the UNLV Rebel Soccer Foundation. As required by Board of Regents' policy, the UNLV Research Foundation, the Rebel Golf Foundation and the UNLV Alumni Association each submitted audited financial statements for FY 2016, resulting in unqualified opinions. The UNLV Rebel Football Foundation submitted reviewed financial statements for FY 2016, and no issues were noted. The UNLV Rebel Soccer Foundation was officially recognized as an affiliated foundation at the June 2016 Board of Regents meeting. Tiffany Vickers, UNLV Foundation Chief Financial Officer, Vic Redding, NSHE Vice Chancellor for Finance, and Joe Sunbury, NSHE Chief Internal Auditor, upon the approval by Audit Committee Chair Stephens, performed a limited review of the transactions and financial statements of the UNLV Rebel Soccer Foundation. The UNLV Rebel Soccer Foundation will be subject to the review and audit rotation, as are the other affiliated foundations, for fiscal year 2017.

UNLV Foundation Board of Trustees Activity

In addition to the central work of supporting fundraising and fund management, the UNLV Foundation and its Board of Trustees determined in the spring of 2011 that an important focus of its efforts would be to expand participation by community leaders through the identification and recruitment of members for a new advisory board. The Advisory Board meets twice yearly and is comprised of 41 leaders in the Las Vegas community of which approximately 26% are alumni.

Lovee Arum
Vandana Bhalla
Mark E. Brown
Raj Chanderraj, M.D.
Anne D. Christenson

Cameron B. Conn
Richard T. Crawford
Ted Dake '06
Rick Darnold '85
Jennifer Dorsey '94

Bill Drobkin
 Jeffrey A. Fine
 Greg Fullmer
 Dan Hanneke
 Bruce Hendricks '77
 Chris Johnson
 Thomas Kaplan
 Todd-Avery Lenahan
 Richard MacDonald
 Dominic A. Marrocco
 Roberta Martin
 Seth Maurer
 Kimberly Maxson Rushton
 James T. Medick
 Joe Micatrotto, Jr.

Gregory J. Morris '85
 Mike Novick
 Jeff Oberschelp
 Kevin T. Orrock '76
 Gina B. Polovina '91, '94
 Ann C. Pongracz
 Michael Rumbolz '76
 Sophia Salas-Del Pozo '03, '07
 David Saltman
 Stephen Siegel
 Tracy Skenandore '00
 Tom Thomas
 John Tippins '03
 Johnnie M. Woodson Jr., M.D.

Nominees for re-appointment to the UNLV Foundation Board of Trustees

The UNLV Foundation Board of Trustees is comprised of 60 members, two of which are on a leave of absence. Eighteen individuals are presented to the Board of Regents for formal appointment of additional three-year terms as Trustees:

H. Gary Ackerman
 Michael J. Bonner '78
 MaryKaye Cashman '82
 Jerald M. Dick '65
 Mark L. Fine
 Brian L. Greenspun
 Christina M. Hixson
 Gregory T.H. Lee
 Tina Lewis

Marilynn Mack
 Scott Y. MacTaggart
 Gregory J. McKinley '80
 Edward J. "Ted" Quirk
 David Ross '95, '05
 Larry W. Ruvo
 Blake L. Sartini
 Linda Schumacher
 Tito Tiberti

We were saddened this August at the sudden passing of Trustee Emeritus E. Parry Thomas. Parry was one of our Founding Trustees in 1981 and was a beloved friend and supporter for more than 35 years.

Nominees for appointment to the UNLV Foundation Board of Trustees

One individual is presented for consideration by the Board of Regents for formal appointment to the UNLV Foundation Board of Trustees for a three-year term:

Victoria K. Fertitta, Fertitta Enterprises, Inc., Co-Founder Frank and Victoria Fertitta Foundation

UNLV Foundation Officers

Officers of the corporation are elected for two-year terms. At the May 2016 UNLV Foundation Board Meeting, the Trustees elected the following officers to serve until May of 2018:

Gregory T.H. Lee	Chair
Gregory J. McKinley '80	Vice Chair
Diana Bennett	2nd Vice Chair
George W. Smith	Treasurer

Additionally, the university president has appointed Susan McQuilkin as the Board Secretary through May 2017.

FY2016 UNLV FOUNDATION GIK EXPENSES

Date	Constituent	Fund	Gift Value	Reference
7/29/2015	PepsiCo, Inc.	0001	\$2,015.00	112 cases soda
5/6/2016	PepsiCo, Inc.	0001	\$2,408.85	63 cases of sodas for Suite Deal 2016
6/30/2016	Las Vegas Links of London	0001	\$305.00	Sweetie Love Bracelet & Disc Charm
6/30/2016	Nancy H. Strouse	0001	\$0.00	Monitor, Dock, Microwave, Vases, & Misc Items
Annual Underwriting & Unrestricted as part of UNLV FND Admin Exp.			\$4,728.85	
5/18/2016	Whole Foods Market	0059	\$70.00	Gift Bag with Various Bath Products
10/23/2015	Haworth, Inc.	0066	\$64,442.17	UNLV School of Architecture 1st and 2nd floor and 5th Street School redesign
12/9/2015	Marilyn Howland	0069	\$1,200.00	Great Courses DVDs
1/6/2016	Gail I. Knapp	0069	\$259.00	Keurig K550 2.0 Brewing System & K-cups
7/24/2015	Sandra Griffith	0092	\$100.00	2 custom dresses from Saudi Arabia
12/30/2015	Paul A. Linden	0092	\$3,500.00	Motion Control, Alcorn McBride Show, & Horita Time Code
3/16/2016	Peggy Scimone	0092	\$600.00	Black, full-length mink coat for costume use
12/9/2015	Metl Span	0097	\$4,200.00	1680 lbs of foam sheets
6/30/2016	Craft Haus Brewery	0117	\$85.00	Gift Basket (Growler Beer and glasses)
6/30/2016	Amy Mullally	0117	\$509.00	Globe Spa Products
6/30/2016	Starbucks	0117	\$60.00	Coffee Basket (two mugs and one pound coffee)
6/30/2016	Reisha Webb	0117	\$100.00	Designer Scarf and Wrap
9/15/2015	Shaun E. Franklin-Sewell	0120	\$515.59	4 Wyndham Table Cloths
5/17/2016	ProSource	0138	\$126.00	UNLV Logo Backpack and Jersey
5/17/2016	Toolup.com	0138	\$250.00	Power Tool Drill and Accessories
5/18/2016	Lynn Mosier	0138	\$737.80	Brandel Chamblee Book (3), Shoe Bag, Golf Apparel
1/25/2016	American Nevada Corporation LLC	0227	\$735.17	L-shaped desk, 4-drawer filing cabinet, and 2 chairs
8/14/2015	Sandra L. Berman	0255	\$648.54	Six Beats headphones
12/14/2015	Brett Collingwood	0261	\$5,998.35	15 Lenovo ThinkPad X131e Chromebook
10/23/2015	The PENTA Building Group LLC	0275	\$1,238.83	Cube Artwork
4/5/2016	Robert M. Newburn	0275	\$641.16	Food for UNLV TechConnect 2016
4/19/2016	Zappos	0275	\$1,726.64	Student Attendee Prizes for UNLV Techconnect 2016
6/30/2016	Moses Karakouzian	0275	\$0.00	Sculpture "The Cube"
1/12/2016	Galen M. Eversole	0315	\$48,540.00	Furniture, Medical & Computer Equipment
8/14/2015	Valley Health Systems	0318	\$11,350.50	150 3M Littman Stethoscopes
10/6/2015	Jerry VonderAbe	0321	\$4,950.00	ROM 4 Minute Crosstrainer Time Machine (Serial# 7635)
7/24/2015	Soroptimist International of Greater Las Vegas	0372	\$210.00	30 gift bags
8/26/2015	English Garden Florist	0372	\$1,460.00	16 flower centerpieces for 6/4/15 event
6/23/2016	Caryl B. Dziedzicki	0372	\$50.00	Smart-N-Final Gift Card
6/23/2016	Lori F. Jackson	0372	\$25.00	Smart-N-Final Gift Card
6/23/2016	Judith D. Owen	0372	\$50.00	Smart-N-Final Gift Card
8/14/2015	Robbie K. Dahn	0387	\$2,800.00	96 issues of the Journal of Forensic Identification
7/24/2015	Raymonde T. Fiol	0395	\$100.00	1 box personal papers-Holocaust Survivors Group of So. NV.
7/29/2015	Joseph T. Gilbert	0395	\$7,629.37	183 books and textbooks
7/31/2015	Phyllis C. Friedman	0395	\$25.00	Photos and "No Place for Hate" poster
7/31/2015	Kenneth Moskowitz	0395	\$125.00	One box of articles, ads, photos, etc.
10/15/2015	Dennis Askew	0395	\$250.00	Personal Papers from Journalism Career in Las Vegas
10/15/2015	Thomas S. Hawley	0395	\$125.00	Box of Las Vegas Ephemera from 1950's to 1990's
10/15/2015	Kenneth Lee	0395	\$216.25	27 Engineering and Mathematics Text Books
10/19/2015	John M. Bowers	0395	\$1,000.00	ten microfilm reels of The Canterbury Tales
10/19/2015	Nancy Katz	0395	\$750.00	three boxes of files related to Temple Beth Shalom committees, Brandeis National Committee, political work, Miriam "Mimi" Katz papers
10/19/2015	Las Vegas Convention & Visitors Authority	0395	\$500.00	2 16x20 and 4 11x14 showgirl art prints signed by Terry Ritter
10/19/2015	Robert L. Murphy	0395	\$541.95	31 textbooks related to the Civil War
10/19/2015	Charles L. Williams	0395	\$500.00	ten oral history audio files and transcripts about Red Rock
10/26/2015	Sheree L. Downs	0395	\$100.00	48 Photographs of Las Vegas
10/26/2015	Steven R. Hart	0395	\$250.00	Photographs, Clippings, and Memorabilia from "La Vie en Rose"
10/26/2015	Ellen Korchek	0395	\$250.00	Materials from the History of the Red Cross in Las Vegas
10/26/2015	Mercedes Maharis	0395	\$2,500.00	Nevada CURE Prisoner Correspondence & Administrative Files
10/26/2015	Mike Weatherford	0395	\$250.00	LVRJ Research Files on Las Vegas Entertainers 1980's - 1990's
11/23/2015	Mary J. Feldman	0395	\$750.00	Organizational Records from the Sierra Club of Southern Nevada
11/23/2015	Christina Frausto	0395	\$500.00	Organizational Materials Related to Desert Sculpture Records
11/23/2015	Jerie E. Merritt	0395	\$750.00	Digital Records & Photos from Urban Chamber of Commerce
11/23/2015	Ary Mirochuk	0395	\$100.00	Interview Video Files of Holocaust Survivors
11/23/2015	Barbara A. Tabach	0395	\$500.00	Oral Histories & Photos from 1961 Sun Special Edition
12/14/2015	Nancy A. Boone	0395	\$14,935.01	329 Textbooks on Film, Media, and Cinema Arts
12/29/2015	Jack Anderson	0395	\$750.00	3 Boxes of Operation Life Documents
12/29/2015	Mark W. Doubrava	0395	\$25.00	Documents Relating to the Medical School
12/29/2015	Elaïne B. Galatz	0395	\$1,600.00	Scrapbooks by Neil Galatz 1948 - 2009
12/29/2015	Karl L. Johnson	0395	\$400.00	Recordings and Ephemera About Liberatee
12/29/2015	Carole Rosenfeld	0395	\$25.00	Documents & Biographical Account of Ben Rosenfeld
12/29/2015	Ron Saccavino	0395	\$250.00	Publications & Promotional Material Created by Ron Saccavino
12/29/2015	Aaron Sheehan-Dean	0395	\$250.00	William Geagley's Documents from the 1950's
2/3/2016	Stanley D. Armstrong	0395	\$250.00	One box of assorted family photographs
2/3/2016	Sharon E. Sigesmund Pierce	0395	\$100.00	B'nai B'rith Women scrapbook circa late 60's through 70's
2/4/2016	Michael J. Michaud	0395	\$1,503.67	Collection of 60 CDs
2/4/2016	Katherine Spilde	0395	\$3,000.00	10 boxes of research files, photos, videos, and audio on gaming
3/31/2016	Linda K. Floth	0395	\$850.00	Cartons/Boxes, Map/Records - River Mtns Loop Trail Partnership
3/31/2016	Yvonne Fried	0395	\$25.00	Digital Photos and Clippings
3/31/2016	Kraft-Sussman Funeral Services	0395	\$125.00	JCC / TBS Papers
3/31/2016	Candice Nichols	0395	\$250.00	Records from the campaign for Choice in Nevada
3/31/2016	Patricia T. Van Betten	0395	\$125.00	Nursing and Consumer Information
3/31/2016	Mindy L. Wadkins	0395	\$100.00	Materials from Bob Unger's service as Planning Commissioner
5/17/2016	Paul Aizley	0395	\$100.00	Back Issues of Various Newsletters

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5/17/2016	Suzy Moser	0395	\$250.00	Land Appraisal Records Relating to Southern Nevada
6/7/2016	Ted G. Jelen	0395	\$5,359.57	153 Books
6/14/2016	Dennis R. McBride	0395	\$7,000.00	Maureen Mackey documents and personal paperwork on LGBT in Las Vegas and So. NV
6/17/2016	David A. Grant	0395	\$500.00	Arthur Grant Slides
6/17/2016	Darwin R. Paustian	0395	\$1,500.00	Records of the Southern NV Association of Women Attorneys
6/17/2016	Colin Stephens	0395	\$7,530.18	136 books
6/17/2016	Linda C. Wilner	0395	\$500.00	Real Estate tapes and scans of scrapbooks
6/17/2016	Anthony Zmaïla	0395	\$189.41	26 items of study materials and books for Russian Language
6/24/2016	Las Vegas-Clark County Library District Foundati	0395	\$3,250.00	5 boxes of books and 22 boxes of vertical files
7/29/2015	Sally Beckman	0411	\$5,000.00	Rita Deanin Abbey, "Albuquerque Revisited" 1987
9/16/2015	Kirsten J. Swenson	0411	\$4,000.00	Yo Fukui mixed media painting 36x48x7 inches
9/16/2015	Marty Walsh	0411	\$1,600.00	2004 shark photograph by Sam Davis
12/9/2015	Estate of Jack Endewelt	0411	\$5,000.00	Jack Endewelt painting "Name the Vowels"
4/12/2016	Mannetta H. Braunstein	0411	\$375.00	Trade journals and periodicals
4/25/2016	Mannetta H. Braunstein	0411	\$70,600.00	242 Pre-Columbian art objects
4/26/2016	Mannetta H. Braunstein	0411	\$200.00	Mixtec Blessing Material (7 Objects)
5/6/2016	Gary S. Marrone	0411	\$900.00	Pre-Columbian back pain female figurine
6/27/2016	Jesse Stuart	0411	\$2,250.00	"Making Through Time" artwork by Audrey Barcio
6/28/2016	Aurore F. Giguet	0411	\$0.00	Navajo Basket, Sculpture and Painting by Jean Giguet
6/27/2016	Bass Pro Shops	0416	\$80.00	Soft Body Rifle Case - Geosymposium 2016
6/27/2016	Angelo Carvalho	0416	\$117.95	Condor Multicam Urban Go Pack - Geosymposium 2016
6/27/2016	Eric Chameryo	0416	\$96.00	Three Bottles of Wine - Geosymposium 2016
6/27/2016	Maria I. Figueroa	0416	\$162.96	Dog Toy, Rock Specimens, Necklace, Earrings, Bracelet, Hair Clip, Notebook - Geosymposium 2016
6/27/2016	Amanda Gentry	0416	\$69.34	Ammonite Fossil, Mason Jar Mug, 3 Hard Cover Books - Geosymposium 2016
6/27/2016	Cynthia B. Irwin	0416	\$60.98	Crystal Perfume Decanter, Necklace and Bracelet - Geosymposium 2016
6/27/2016	Melanie L. Kraustrunk	0416	\$10.00	Two beer glasses - Geosymposium 2016
6/27/2016	Susan Lederer	0416	\$210.77	Shot Glass Set, Salt & Pepper Shaker, Mezcal & Tequila (3) - Geosymposium 2016
6/27/2016	Michael J. Nicholl	0416	\$74.41	Fossil Pendant, 2 Ceramic Bowls, Petrology Book, Big 5 Gift Card, Rock Specimens - Geosymposium 2016
6/27/2016	Lauren Parry	0416	\$63.97	Eno Hammock & two 11x17" Framed Posters - Geosymposium 2016
6/27/2016	Silver State Analytical Laboratories, Inc.	0416	\$445.95	Brunton Pocket Transit Compass - Geosymposium 2016
6/27/2016	Wanda J. Taylor	0416	\$45.00	Desert Magazine November 1969 and The Porphyry Coppers Book - Geosymposium 2016
6/27/2016	UNLV Bookstore	0416	\$37.94	UNLV Coffee Mug, Drawingstring Bag and Pennat - Geosymposium 2016
2/12/2016	Barbara E. Riske	0420	\$22,000.00	One Two-Manual Harpsichord
7/29/2015	Bonnie V. Pattiz	0498	\$700.00	Car sale - 2003 Jaguar XJ8
8/14/2015	Paul Whissel	0498	\$1,550.00	Car sales (1967 Chrysler Tri Hull)
10/19/2015	Terry Huckabee	0498	\$975.00	1998 Honda Roadster
3/8/2016	Diane M. Webber	0498	\$320.00	car sales (2004 Ford Explorer)
5/6/2016	Robert Hoster	0498	\$35.00	1996 Nissan Maxima
5/10/2016	Charles Ochler	0498	\$15.00	car sales (1983 Cadillac El Dorado)
5/17/2016	Steven Aston	0498	\$475.00	2001 Chrysler Sebring
5/17/2016	Richard Blair	0498	\$225.00	1998 Ford Escort
6/7/2016	Steven J. Zeller	0498	\$170.00	car sales (1984 Dodge Ram Van D250)
2/26/2016	Michael A. Saltman	0800	\$6,891.86	Law School Dinner Inv Date: 1/31/2016
7/29/2015	Randy J. Phillips	0850	\$250.00	10 boxes mouthpieces
7/29/2015	Turning Technologies	0850	\$385.03	Provided meals 10/21/14
10/19/2015	Biomet 3i	0850	\$7,000.00	100 Locator Abutment Lab Analog
2/12/2016	Dentsply International	0850	\$49,998.42	Orthodontic Products for Clinical and Teaching Purposes
2/24/2016	Henry Schein Inc.	0850	\$16,135.94	Dental supplies for clinical and teaching purposes
6/30/2016	Isolite Systems	0850	\$199,161.75	Dental Supplies
6/30/2016	Shatkin First	0850	\$16,360.00	Dental Supplies
6/10/2016	Arianna Huffington	3063	\$8,203.92	500 copies of "The Sleep Revolution"
9/15/2015	John Kotek	3076	\$2,470.44	4 iPads with 3 yrs of Applecare
11/20/2015	John D. Gaughan	3076	\$6,475.20	10 iPad Air-64GB Space Gray with 3yr AppleCare+
12/2/2015	Murphy Electric	3076	\$4,590.00	Electrical installation for new softball shed, Eller Media Stadium
12/9/2015	Murphy Electric	3076	\$17,193.00	UNLV Baseball Field lights (Inv 24244)
12/9/2015		3076	\$57,300.00	Lied Athletic Building, 15 plasma TVs and projectors (Inv 65774)
9/24/2015	Oral Health America	3080	\$2,694.49	50 Clinpro sealant refills and one white varnish 1000 pack
10/28/2015	STITCHED	3151	\$2,127.68	80 Embroidered Lab Coats & 1 Embroidered Leather Jacket
7/29/2015	3M ESPE Division	3181	\$865.50	6 Vanish 50 pack
5/26/2016	Christine L. Smith	3255	\$600.00	String Trio Performance for Retirement Party on 4/27/16

002 TOTAL \$742,202.66

Grand Total: \$746,931.51

Per GL Report (see below) (S746,931.51)

\$0.00

001-400020 \$4,728.85

002-400020 \$742,202.66

003-400020 \$0.00

\$746,931.51