



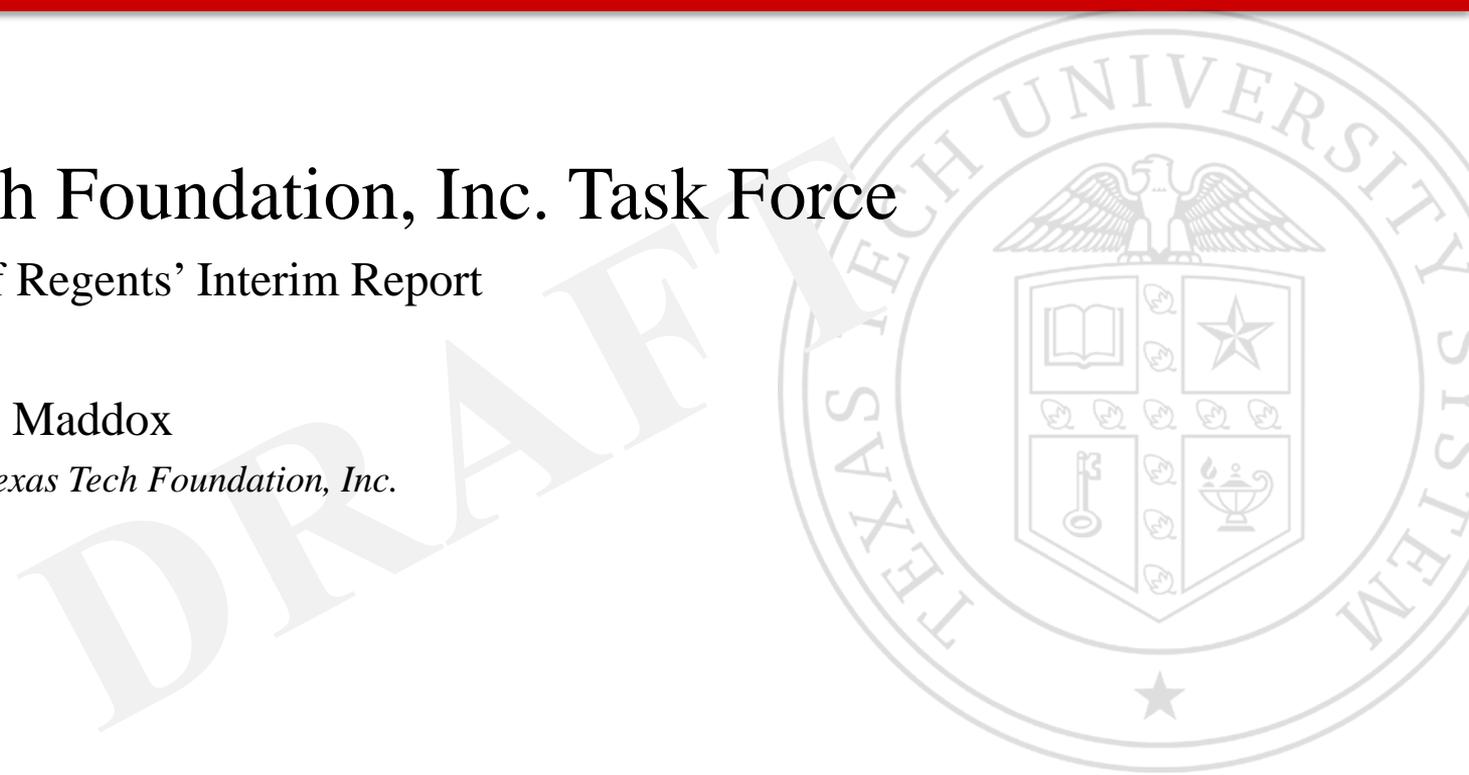
Texas Tech Foundation, Inc. Task Force

TTUS Board of Regents' Interim Report

Honorable Don Maddox

Board Chairman, Texas Tech Foundation, Inc.

October 20, 2017





Task Force Committee

➤ **Purpose** – Develop funding opportunities/alternative funding models that will support the philosophy of **sustained philanthropic giving.**

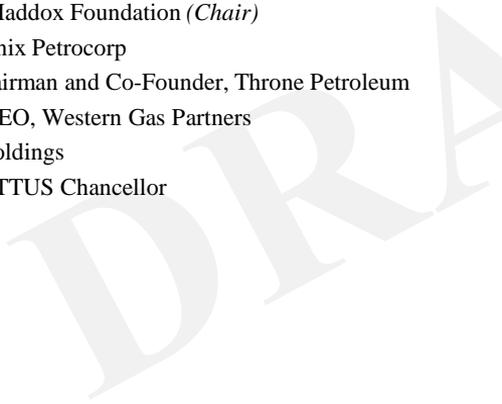
➤ **Committee Members:**

- **Don Maddox**, Director, J.F. Maddox Foundation (*Chair*)
- **Terry Fuller**, President, Phoenix Petrocorp
- **Allen Howard**, Executive Chairman and Co-Founder, Throne Petroleum
- **Don Sinclair**, President and CEO, Western Gas Partners
- **J. Kelly Joy**, Principal, Joy Holdings
- **Chancellor Robert Duncan**, TTUS Chancellor

➤ **University Partners:**

- **Presidents**
- **Chief Advancement Officers**
- **Chief Financial Officers**

| TASK FORCE COMMITTEE TIMELINE | |
|-------------------------------|------------------------------------------------------------|
| DATE | ACTION |
| January 25, 2017 | Kickoff Meeting (Houston) |
| March 2017 – Oct 2017 | Weekly Update/Review with internal Committee Members |
| April 21, 2017 | Update Meeting with Full Committee (Lubbock) |
| April 24, 2017 | TTUS BOR Finance Committee Briefing (Dallas) |
| May 17, 2017 | Updates with Full Task Force and TTUS Presidents (Lubbock) |
| June 1, 2017 | TTFI Board Member Briefing (Lubbock) |
| July 11, 2017 | Update Meeting with Full Committee (Lubbock) |
| July 20, 2017 | Updates with Full Task Force and TTUS Presidents (Lubbock) |





Why is Sustained Philanthropy Necessary?

- Decline in State Funding – adequate to provide basic functions, NOT flourish
- Tuition revenues focused on core student missions/activities, NOT philanthropy
- Gifts are primary source for funding “Excellence”
- Significant potential for philanthropic growth through **Sustained Philanthropy**
- Philanthropic funding models that are more closely aligned with peer institutions

Review / Analysis



- TTUS Revenue Sources / Budgeting & Funding Models
- Current funding for IA across all TTUS Components
- Funding of IA operations at Peer Institutions
- IA Central Support Services
- Benchmarking
 - Industry Peers
 - Council for Advancement and Support of Education (CASE)
- Recent investment in fundraising activities at other Universities
- Potential for philanthropic growth at TTUS

Philanthropic Progress and Potential



- Results from in depth review of donor base and wealth screening evaluations show TTUS has the potential for significant philanthropic growth
- Over 1,300 identified prospects with the ability and propensity to make significant gifts that are NOT currently included in TTUS fundraiser portfolios
- Resource needs identified:
 - Additional staff in critical areas
 - Better use of technology to identify donors and assure gifts are being tracking appropriately
 - System wide regulations for consistency in accounting and reporting
 - Increased coordination in donor development and cultivation efforts between TTUS colleges and institutions



Next Steps for Achieving Sustainable Growth

Continue moving forward with Chancellor Duncan's philanthropic initiatives



In collaboration with the Presidents, CFOs and Chief Advancement Officers at each of the component institutions, develop recommendations on how to best position TTUS to capitalize on philanthropic potential, **for the greater good**



Discuss/Review proposed recommendations with TTUS BOR Finance and Administration Committee



Present best practices/findings/recommendations with the Chancellor



Chancellor will present and make final recommendations for approval to the TTUS Board of Regents at the December 2017 meeting



Questions?

