



Foundation

UNDERSTANDING YOUR ENDOWMENT STATEMENT

The ULM Foundation's Fiscal Year is
July 1 through June 30

IS THE INFORMATION ON MY STATEMENT UP TO DATE?

The University of Louisiana Monroe Foundation's fiscal year runs from July 1 through June 30. Your statement reflects market values and account activity during the 2016-17 fiscal year.

WHY DOES MY STATEMENT SHOW TWO SECTIONS OF ACCOUNT ACTIVITY?

When a donor makes a gift to establish an endowment account, that gift is invested in a Foundation endowed pool and is preserved to yield perpetual funding for the purpose of the account. At the end of each fiscal year, funds from the endowed portion of the account are distributed to the expendable portion of the account for use the next fiscal year. Your statement shows the beginning and ending market values of the endowed portion of the account (invested funds), as well as other activity in that portion of the account. It also shows activity in the expendable portion of the account, composed of funds beneficiary units can spend, according to the purpose of the account.

WHAT PERCENTAGE OF EARNINGS CAN BE SPENT?

The annual distribution to the expendable portion of the account is currently 4 percent of the market value of the endowed portion of the account. This is based on average market value of the endowed pool over the previous five-year period. The Foundation's spending rate is comparable to those of our peer institutions. Market values fluctuate with the financial markets.

WHOM DO I CONTACT IF I HAVE QUESTIONS ABOUT MY STATEMENT?

Please contact Lana Ambrose, Chief Financial Officer, at (318) 342-3683 or via email at ambrose@ulm.edu, or Susan Chappell, Executive Director at (318) 342-5424 or via email at chappell@ulm.edu. The account number listed at the bottom of your endowment statement will be a helpful reference if you contact our team with questions about use of the account and inquiries about who holds chairs, professorships, scholarships or other awards funded by a particular endowment account. Lana and Susan will assist you in connecting with the appropriate colleague or securing answers to your questions. If you have an existing relationship with the development team in the area funded by this endowment, you are welcome to contact them directly if you prefer.



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ENDOWMENT INVESTING

The purpose of an endowment is to provide a source of perpetual funding. As such, endowment investing is a long-term proposition. Market fluctuations are expected, making longer-term returns more relevant to consider than the returns for a particular year. At the University of Louisiana Monroe (ULM) Foundation, spending for endowed accounts is driven by a five-year return average, and 10 years is the long-term timeframe for performance benchmarking. The ULM Foundation Board of Trustees is committed to providing the best possible stewardship of the endowed gifts that have been placed in our trust. The Chief Financial Officer and the Finance and Administration Committee of the Foundation Board of Trustees continue to work very closely with a nationally recognized investment management firm to monitor strategy and performance. The endowment management strategy of the ULM Foundation has not wavered from its long-term approach.

PERFORMANCE

The 2017 fiscal year (July 1, 2016 through June 30, 2017) brought positive returns for both endowed pools. For the fiscal year ending June 30, 2017, the General Endowed Portfolio average is 8.9 percent, and the Board of Regents Support Fund Combined Portfolio average is 9.1 percent.

ASSET ALLOCATION

The General Endowed Portfolio reflects a diversified asset allocation strategy set forth at the sole discretion of the ULM Board of Trustees, as advised by the Chief Financial Officer, the Finance and Administration Committee, and the external investment consultants.



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INVESTMENT TEAM



Lana Ambrose, Chief Financial Officer
ULM Foundation

Lana Ambrose graduated from Louisiana Tech University with a Bachelor's of Science in Accounting. Lana brings a wealth of knowledge to the ULM Foundation from her most impressive and extensive career in the field of accounting and financial management. Lana started her accounting career as a staff accountant with Bradley, Heller & Co., CPAs, with stints as Assistant Plant Controller for Louisiana Pacific Corporation in Ruston, LA; Assistant Corporate Controller for Vantage Properties, Inc. in Dallas TX; Controller and Business Manager for Rivers Investments, Monroe managing accounting for five partnerships and five corporations; Chief Financial Officer for Northside Management Company in Monroe, LA; owner and Chief Executive Officer of LRA Development and Management LLC,; and most recently before joining the ULM in January, 2015 as Corporate Controller for U.S. Corrugated, Inc. (formerly Louisiana Corrugated Products LLC) in Monroe, LA.

The broad talents she brings to ULM were perfected through her experience in personal and financial advisory services; implementation of cost reduction programs; initiation of efforts to increase market share; instituting the team management concept; direct involvement in planning and contracting, contract negotiations and implementation of contracts; negotiating and purchasing franchise license agreements; supervising staff; full financial statement preparation; facilitating annual third party audits; and establishing cash management programs.



Dr. Gary Jones, Chair
ULM Foundation Finance and Administration Committee

Dr. Gary Jones received his Bachelor of Science degree from the University of Louisiana Monroe in 1978. He graduated from LSU Medical School in 1982 and completed his Family Practice residency at LSU in Monroe in 1985. Dr. Jones is Board Certified in Family Practice and currently maintains his practice in Monroe. Dr. Jones is one of the founders of Vantage Health Plan, Inc. and has served as Vantage's CEO and Medical Director since the company was founded in 1994. Vantage is a Louisiana HMO with a coordinated care network of providers. Vantage is headquartered in Monroe and has satellite offices in Shreveport and Baton Rouge. Vantage offers Commercial Group, Medicare Advantage, and Patient Protection and Affordable Care Act products.



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Gary Morgan
Vice President, Institutional Portfolio Manager
Regions Financial Corporation
Jackson, Mississippi

Gary Morgan is currently an Institutional Portfolio Manager in Jackson, Mississippi for Regions Bank. Gary is responsible for actively managing public, charitable, and institutional assets for clients' overall investment portfolios, cash management needs and plan-sponsored retirement platforms. In this role, he works closely with his clients and administrative officers to help offer the best possible investment management solutions within their investment guidelines. Mr. Morgan's industry experience began in May of 1986. Prior to joining Regions, he served as Bond Advisory Director, Bond Director and Pension Investment Analyst for the State. Mr. Morgan received his B.B.A. in Managerial Finance in 1986 and his MBA in 1989 from the University of Mississippi.



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A DONOR BILL OF RIGHTS

Philanthropy is based on voluntary action for the common good. It is a tradition of giving and sharing that is primary to the quality of life. To ensure that philanthropy merits the respect and trust of the general public, and that donor and prospective donors can have full confidence in the not-for-profit organizations and causes they are asked to support, we declare that all donors have these rights:

- I. To be informed of the organization's mission, of the way the organization intends to use donated resources, and of its capacity to use donations effectively for their intended purposes.
- II. To be informed of the identity of those serving on the organization's governing board, and to expect the board to exercise prudent judgement in its stewardship responsibilities.
- III. To have access to the organization's most recent financial statements.
- IV. To be assured that information about their donations is handled with respect and with confidentiality to the extent provided by law.
- V. To expect that all relationships with individuals representing organizations of interest to the donor will be professional in nature.
- VI. To be informed whether those seeking donations are volunteers, employees of the organization or hired solicitors.
- VII. To be assured their gifts will be used for the purposes for which they were given.
- VIII. To have the opportunity for their names to be deleted from mailing lists that an organization may intend to share.
- IX. To receive appropriate acknowledgement and recognition.
- X. To feel free to ask questions when making a donation and to receive prompt, truthful and forthright answers.