



TEXAS A&M FOUNDATION AND SCHOLARSHIPS

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WHY ARE SCHOLARSHIPS IMPORTANT?

Scholarships serve as four primary tools:

- ▶ Recruitment
- ▶ Rewards
- ▶ Recognition
- ▶ Retention

WHO BENEFITS FROM SCHOLARSHIP PROGRAMS?

Scholarships start with donors:

- ▶ Endowed Scholarships - various giving levels
- ▶ Pass Through Scholarships/One Time Gifts - provides immediate money to students

Scholarships recruit deserving students and give them the extra money and time they need to excel in their studies

TEXAS A&M FOUNDATION

Serves as the primary academic fundraising arm of Texas A&M University

Endowment ranks in top 15 of all institutions in the nation and fifth among public institutions

- ▶ \$1.6 billion net assets (as of 06/30/2017)
- ▶ \$66.9 million paid to/for Texas A&M

Over 60 fundraising professionals spread across campus (in every college), central office (Jon Hagler Center) and around the state in D/FW, Houston and Galveston

IMPACT OF TEXAS A&M UNIVERSITY MOTHERS' CLUBS

In 2016, the Federation gave a total of \$650,032 in gifts:

- ▶ \$604,808 TAMU/TAMF Scholarship Giving
- ▶ \$47,012 TAMF Endowed Scholarships

Total giving - \$11.4 million (matching gifts not included)

HOW DO ENDOWMENTS OPERATE?

Endowed gifts are invested in the Foundation's long-term investment pool

Long-term Investment Pool

▶ \$1.39 billion (06/30/2017)

DIFFERENCE IN TEXAS A&M FOUNDATION AND SCHOLARSHIPS & FINANCIAL AID

Texas A&M Foundation

- ▶ Sets-up the endowment with the donor
- ▶ Invests and manages all funds

Scholarships & Financial Aid Office

- ▶ Processes all pass through scholarships
- ▶ Pooled and Endowed Accounts – earnings (income) sent to SFAO to award scholarships based on criteria of the gift agreement
- ▶ Requests TAMF to move funds from donor accounts to the fiscal accounts when awarded to students

SCHOLARSHIP PROGRAM ACCOUNTS

PES, EOA, SUL ROSS & RUDDER

Annual award amount is set for the entire group of accounts in a particular program

Excess income for the group can help sustain the annual award amount through some years if a decreased payout occurs

Endowment principal also at set level(s) – not beneficial to add gifts or income back to the endowment

PES (President's Endowed Scholarship); EOA (Endowed Opportunity Award Scholarship)

NON-PROGRAM SCHOLARSHIPS

Annual award amount is determined by the single accounts income

Excess income for the account remains as available until requested by TAMU – it is not returned to the principal

As the donor of the account, a written request can be made to move funds from the income to the endowment. Additional gifts can be made to the endowment at any time to increase the principal and this will generate additional income which can increase award amounts or the number of awards given

BASICS OF AN ENDOWMENT

Minimum is \$25,000

May be funded with a one-time gift or over a period of five-years

Requires a Gift Agreement

Scholarship will be awarded approximately 18 months after endowment is fully funded

No development fee for Aggie Mothers' Clubs

Current payout is 4% (\$1,000 on \$25,000)

COMMON CRITERIA

- ▶ Academic Achievement
- ▶ Extracurricular Involvement
- ▶ Financial Need
- ▶ City, County, School District or particular High School
- ▶ Zip Code
- ▶ Participation in a specific High School or College Activity
- ▶ Major Field of Study
- ▶ Leadership Attributes
- ▶ First Generation
- ▶ Specify Incoming Freshman, Upper Classmen or Transfer Student

CRITERIA NOT ALLOWED

- ▶ Ethnicity
- ▶ Religion
- ▶ Gender
- ▶ Age
- ▶ National Origin
- ▶ Educationally Unrelated Handicaps
- ▶ Personal Characteristics or Appearance

BENEFITS OF ENDOWMENT

- ▶ Perpetual Giving – clubs will always have a scholarship in their name
- ▶ Flexible – ability to change criteria as club geography changes
- ▶ Market Growth
- ▶ Club and Individual Donors may add to endowment as they see fit

QUESTIONS

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