INVESTMENT OVERVIEW

The University of Tennessee invests most of its endowments through a diversified, professionally managed Consolidated Investment Pool (CIP). Utilizing economies of scale by combining all endowment gifts together allows UT to strengthen the impact of each gift. A modest return environment, driven by rising inflation and geopolitical tensions around the globe, led to CIP returns slightly lower than those of FY2017 for the twelve-month period ending June 30, 2018. The CIP return on investments was 8.1 percent.

Fiscal Year CIP Returns:
- 2014: 17.4 percent
- 2015: 1.0 percent
- 2016: -2.4 percent
- 2017: 9.9 percent
- 2018: 8.1 percent

Distributions from endowments invested through the CIP are made in accordance with the University’s strategic spending plan, which allows for the continued funding of endowment priorities even when investment markets are down. In FY 2018, the amount of the endowment distributed for expenditure was 4.5 percent of the six-year market value average.
“Because of the Smith’s gift to fund the Smith Center for International Sustainable Agriculture, I have been able to expand my research program internationally. Agriculture is not just a Tennessee issue. It’s not even a US issue. We need to feed the world by 2050. We need to globally think about agriculture.”

Phillip Myer, Herbert College of Agriculture Assistant Professor

“Because of the Smith’s gift to fund the Smith Center for International Sustainable Agriculture, I have been able to expand my research program internationally. Agriculture is not just a Tennessee issue. It’s not even a US issue. We need to feed the world by 2050. We need to globally think about agriculture.”

Phillip Myer, Herbert College of Agriculture Assistant Professor

“I’m incredibly appreciative of the fact that somebody has chosen and is willing to invest in my education. Because of them, I not only feel excited but prepared to start my future career.”

Ally Clark, Herbert College of Agriculture ‘20

“It is hard to overstate how much HABIT depends on the donations by the public. As they say, we are dependent on the kindness of strangers. In the past the money from the interest earned from endowments has been the difference between the ability to continue the program and shutting down.”

Karen Armsey, HABIT Program Administrator

“Because of the Smith’s gift to fund the Smith Center for International Sustainable Agriculture, I have been able to expand my research program internationally. Agriculture is not just a Tennessee issue. It’s not even a US issue. We need to feed the world by 2050. We need to globally think about agriculture.”

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Karen Armsey, HABIT Program Administrator
February 2, 2019

Dear ##first name##:

Thank you for investing in the land-grant mission at the University of Tennessee Institute of Agriculture. It is our pleasure to report to you, and other donors, how your endowment is performing financially and how it is impacting the lives of our students, faculty, staff, and programs. By investing in an endowment at the Institute of Agriculture, you have a lasting impact on not only our Institution but on communities in Tennessee and around the globe.

You will find enclosed the Endowment Status and Impact Report on the endowment you helped create, along with a summary of the UTIA endowment pool. The Institute of Agriculture Endowment has grown 36% in the last five years because of the generosity of donors like you. This growth expands our long-term ability to enrich the lives of our students and support faculty and staff in providing groundbreaking research and enhanced community outreach.

As you review the enclosed materials, please provide feedback and suggestions on the survey included. Your input is vital to our success, especially as we embark on the Institute’s most ambitious campaign to date, Together We Grow.

Thank you for helping us create Real. Life. Solutions.

Sincerely,

Tim Cross
Chancellor, UT Institute of Agriculture

Keith Barber
Vice Chancellor, Institutional Advancement
## ACREE FAMILY CHAIR IN SMALL ANIMAL RESEARCH ENDOWMENT##

ENDOWMENT STATUS & ACTIVITY REPORT

FISCAL YEAR 2018
(July 1, 2017 - June 30, 2018)

GENERAL INFORMATION

NAME
ADDRESS
City, STATE ZIP

ENDOWMENT ACTIVITY

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Book Value 6/30/2017</td>
<td>$55,000</td>
</tr>
<tr>
<td>Book Value 6/30/2018</td>
<td>$57,000</td>
</tr>
<tr>
<td>Market Value 6/30/2017</td>
<td>$55,639</td>
</tr>
<tr>
<td>Market Value 6/30/2018</td>
<td>$55,639</td>
</tr>
<tr>
<td>FY2017 Contributions</td>
<td>$55,639</td>
</tr>
<tr>
<td>FY 2018 Contributions</td>
<td>$55,639</td>
</tr>
</tbody>
</table>

Note: Contributions include endowed gifts as well as non-endowed gifts given to support current awards. Disbursements are made at departmental, collegiate or other unit levels and may include a variety of expenditures as specified in endowment agreements. Some disbursements may be supported by additional non-endowed gifts.

SCHOLARSHIP RECIPIENTS FOR 2017-2018

John Doe
John Doe
John Doe
John Doe
John Doe
John Doe
John Doe
TOGETHER WE GROW

UTIA Office of Institutional Advancement

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Assistant Director of Advancement  
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Lauren Vath  
Director of Advancement Communications  
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Ben West  
Professor & Director of Advancement  
benwest@utfi.org
Learn More about Endowments at UTIA

55% of Donors are Alumni

FY2018 Endowment Donations
$13,152,570

26 New Endowments

366 Total Endowments

338 Donors to Endowments

Percentage of Endowment Investment by Purpose
- Scholarship: 28%
- Academic Programming: 39%
- Research: 6%
- Outreach: 20%
- Other: 7%

Market Value of Endowments
- FY2014: $62.4
- FY2015: $64.5
- FY2016: $62.4
- FY2017: $70.1
- FY2018: $85.2

CONTACT US
We strive to be good stewards of the gifts that you have invested in UT. If you have questions about this report, please contact:

Lisa Ford
Manager of Strategic Research
UTIA Office of Advancement
865-974-7459
lford@utfi.org

all figures refer to FY2018 endowments unless otherwise noted.
Please take a few moments to complete the following survey. By sharing your thoughts, you can help us ensure endowment reports meet your expectations.

Online survey link: together.tennessee.edu/endowmentsurvey

1. Name: ____________________________________________________________

2. Overall, how would you rate the value of your endowment report?
   □ Very valuable □ Not very valuable □ Somewhat valuable □ Not at all valuable

3. Was the information provided easy to understand?
   □ Yes □ No

If no, what elements were confusing? ________________________________________

4. Would you like to continue to receive this report?
   □ Yes □ No

5. Is there anyone else who should receive the endowment report for this fund?
   □ Yes □ No

   (A staff member will be in touch with you soon to obtain contact information for the additional recipient.)

6. What suggestions do you have to improve the endowment report?

   ____________________________________________________________
   ____________________________________________________________
   ____________________________________________________________
   ____________________________________________________________

7. Additional Comments:

   ____________________________________________________________
   ____________________________________________________________
   ____________________________________________________________
   ____________________________________________________________

**What inspired this endowment?** If you are interested in sharing the story behind your endowment, please email the story to together@tennessee.edu or mark the box below, and an advancement team member will contact you.

   □ Please contact me at:__________________________________________

Thank you for your comments.
We appreciate your time and dedication to enhance UTIA’s land-grant mission.
TOGETHER WE GROW
THE CAMPAIGN FOR AGRICULTURE

ENDOWMENT STATUS & IMPACT REPORT
FY2018 SURVEY