

ANNUAL ENDOWMENT REPORT

FY 2025



2025





CELEBRATING 40 YEARS OF THE PITTSBURG STATE UNIVERSITY FOUNDATION

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MAKING A DIFFERENCE FOR 40 YEARS—AND COUNTING!

As many of you know, the PSU Foundation is proudly celebrating 40 years of support to Pittsburg State University. That's four decades of making a meaningful difference in the lives of tens of thousands of Pittsburg State students.

In fiscal year 2025, we received a **record-breaking \$19 million** in cash and in-kind contributions thanks to your generosity. Through your gifts, we witnessed remarkable progress that included:

- the naming of the Crossland College of Technology,
- the start of construction for the Kelce College of Business and the Besse Hotel project, and
- a continued increase in support for student scholarships.

We also celebrated the 40th anniversary of the Wilkinson Alumni Center, made possible by the generosity and vision of Cecil and Eva C. Wilkinson. These milestones are a testament to what we can accomplish together!

We can't celebrate 40 years of success and growth without pausing to thank YOU, our alumni and friends, for making it all possible.

This fall, we welcomed Dr. Thomas Newsom as the 11th president of Pittsburg State. Working closely with University leadership, you can be confident that we will continue to maximize the impact of your philanthropic gifts to support PSU's initiatives. Every annual, endowed, and planned gift pushes us forward, and your continued investment fuels our mission. **Thank YOU for making a difference!**

With many thanks and very best wishes,



Kathleen M. Flannery, *President/CEO*, Pittsburg State University Foundation, Inc.



WORKING TOGETHER TO MAKE A DIFFERENCE



Dr. Thomas Newsom,
President,
Pittsburg State University



Miles E. Schnaer, *Chair*,
Pittsburg State University
Foundation, Inc.

PITTSBURG STATE UNIVERSITY FOUNDATION, INC.

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John D. Patterson



ENDOWMENTS AT PITTSBURG STATE UNIVERSITY

PURPOSE OF THIS REPORT

The Pittsburg State University Foundation has prepared this report to inform donors, their advisors, and other interested parties about the objectives, management, and performance of the Foundation's pooled endowment funds. In addition to providing this general information on the overall endowment, specific information about individual endowments is contained in this report and distributed to the donors who have so generously established these perpetual funds.

MANAGEMENT OF ENDOWMENTS HELD BY THE PSU FOUNDATION

The purpose of the Pittsburg State University Foundation pooled endowment is to provide ongoing financial support for university students and programs.

Endowment gifts made to the Pittsburg State University Foundation are governed by a 41-member Board of Trustees. A list of PSU Foundation Board Trustees for Fiscal Year 2025 can be found on page 3 of this report. The Board of Trustees is responsible for the investment and disbursement of funds entrusted to the PSU Foundation. Individual endowments established with the Foundation are managed separately, but invested as a pool in order to maximize the investment potential.

The Board of Trustees has the sole discretion as to how gifted funds are invested and takes this responsibility seriously as they seek to maximize the long-term viability of the Foundation's endowment. The purpose for how income from these individual endowments is spent is made by the donor. The Board of Trustees exercises no authority over the purpose of how the endowment's investment income is distributed; they concern themselves with ensuring the donor's wishes regarding the distribution of investment income are honored.



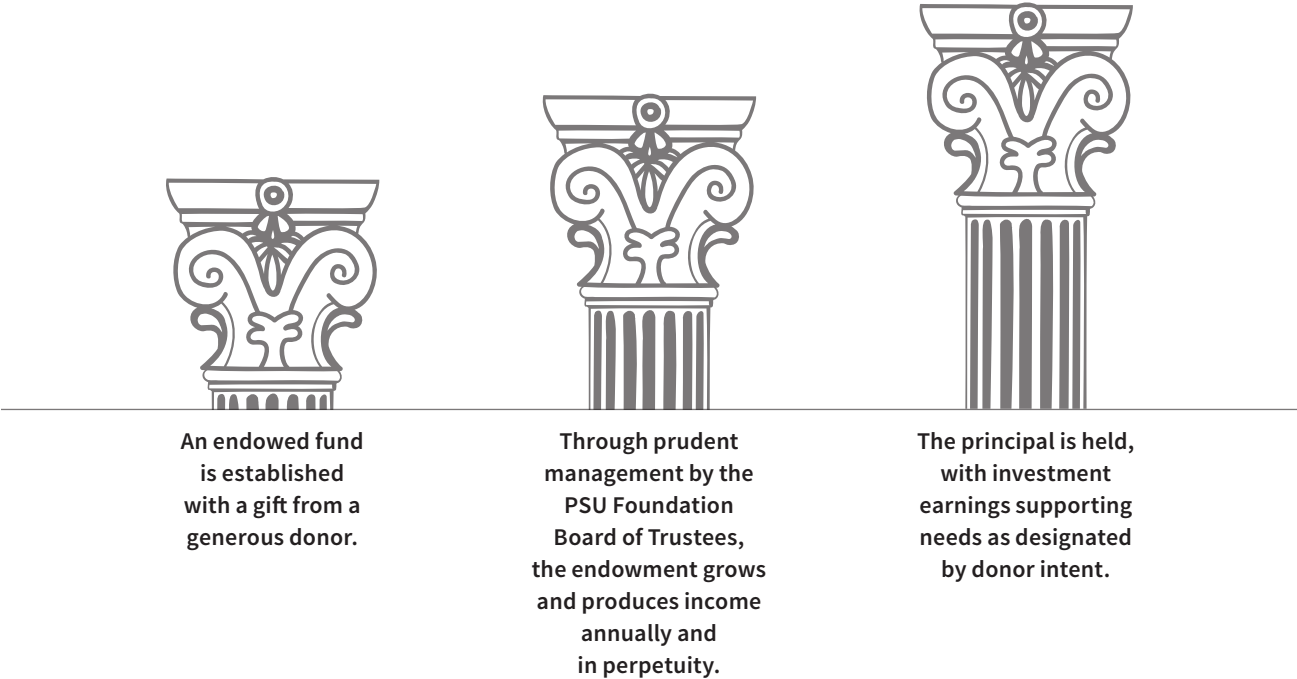
INVESTMENT PERFORMANCE OF ENDOWMENTS

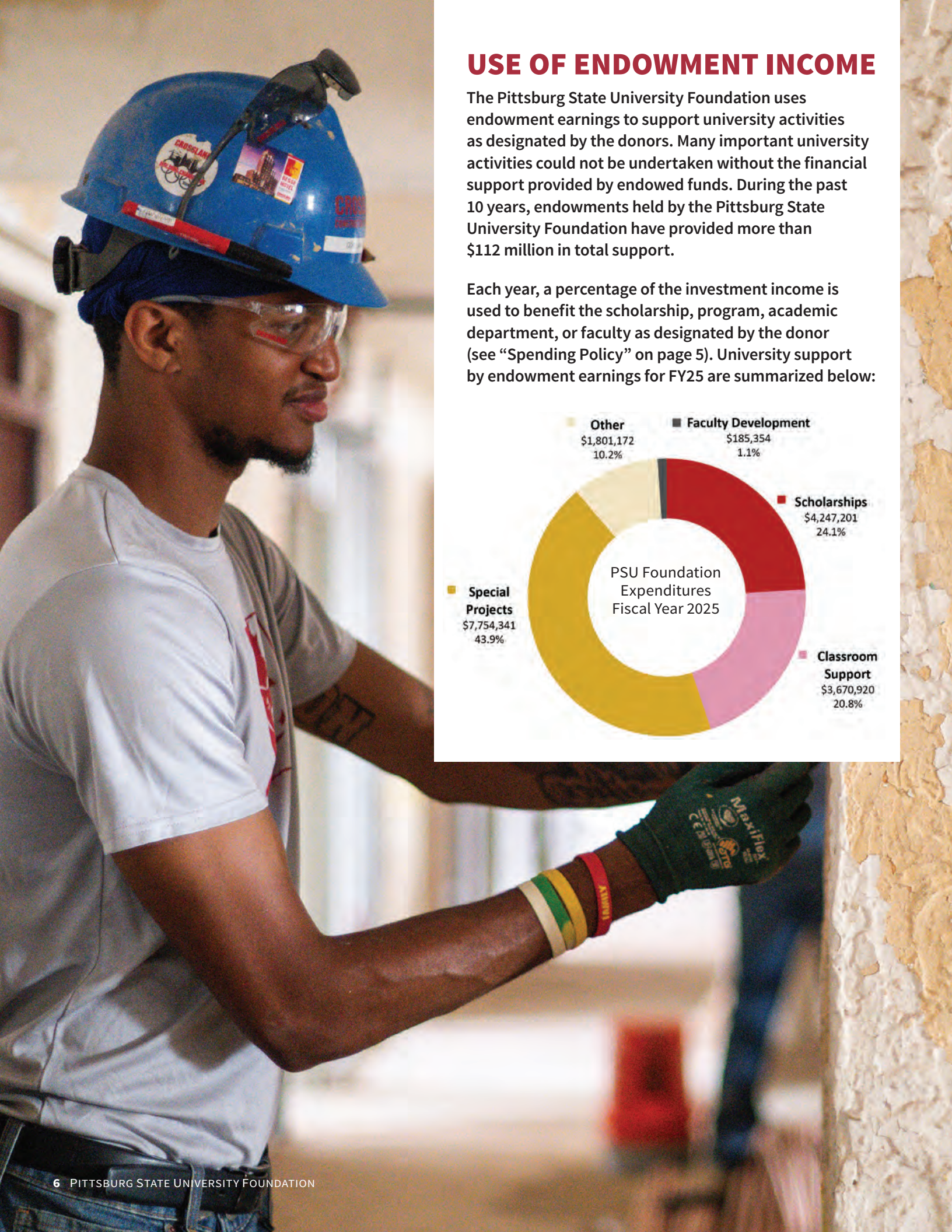
Over the past 10 years, the Pittsburgh State University Foundation endowment has earned an average return on investments of 6.1%. Annual rates of return for 2016 through 2025 are illustrated on page 8 and compared to the Standard and Poor’s 500, the Broad Policy Benchmark and the Target Weighted Benchmark. The Pooled Endowment Fund’s (PEF) timeline is designed to support Pittsburgh State University in perpetuity. As such, the PEF time horizon extends well beyond a normal market cycle and can assume an appropriate level of risk as measured by the standard deviation of annual returns. It is expected, however, that both professional management and sufficient portfolio diversification will smooth volatility and help ensure a reasonable consistency of return.

SPENDING POLICY FOR ENDOWMENTS

Each year, endowments established with the Pittsburgh State University Foundation earn interest based on the performance of the Foundation’s investments. Not all endowment income is spent – a portion is reinvested into the endowment as a hedge against inflation and market volatility. As part of the spending policy, the Foundation Board of Trustees establishes the spending rate to govern how much of the investment earnings is spent on donor intent and how much is reinvested. A spending policy provides a disciplined approach to allocating funds from the endowment on a predictable, consistent basis.

For Fiscal Year 2025, the spending rate was 4.7% of the most recent 12-quarter average of the total ending market value of all endowments participating in the investment pool; 3.7% for the purpose of the endowment and 1% management fee. Each individual endowment’s share of the spending rate is based upon its share within the total investment pool. The principal amount of the endowment (corpus) is spent only with the express written consent of the donor. Subsequent gifts to the endowment by the donor or other alumni and friends are placed into the corpus or made to be expendable at the direction of the individual or organization making the gift.

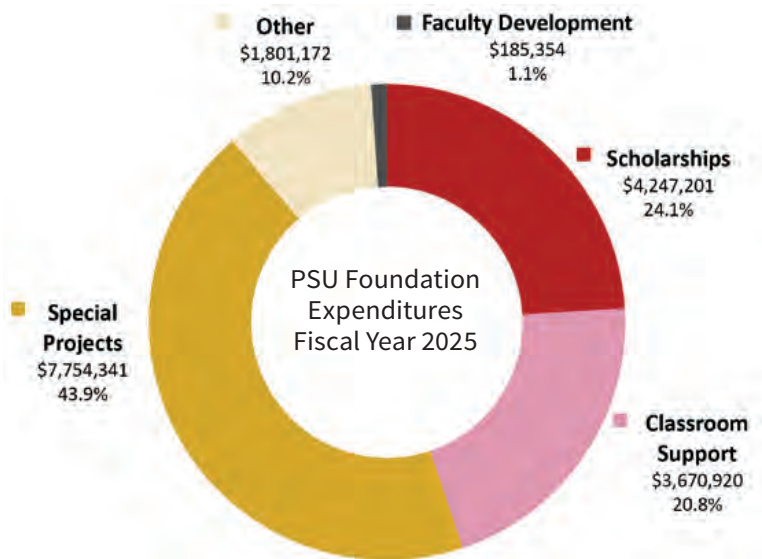




USE OF ENDOWMENT INCOME

The Pittsburg State University Foundation uses endowment earnings to support university activities as designated by the donors. Many important university activities could not be undertaken without the financial support provided by endowed funds. During the past 10 years, endowments held by the Pittsburg State University Foundation have provided more than \$112 million in total support.

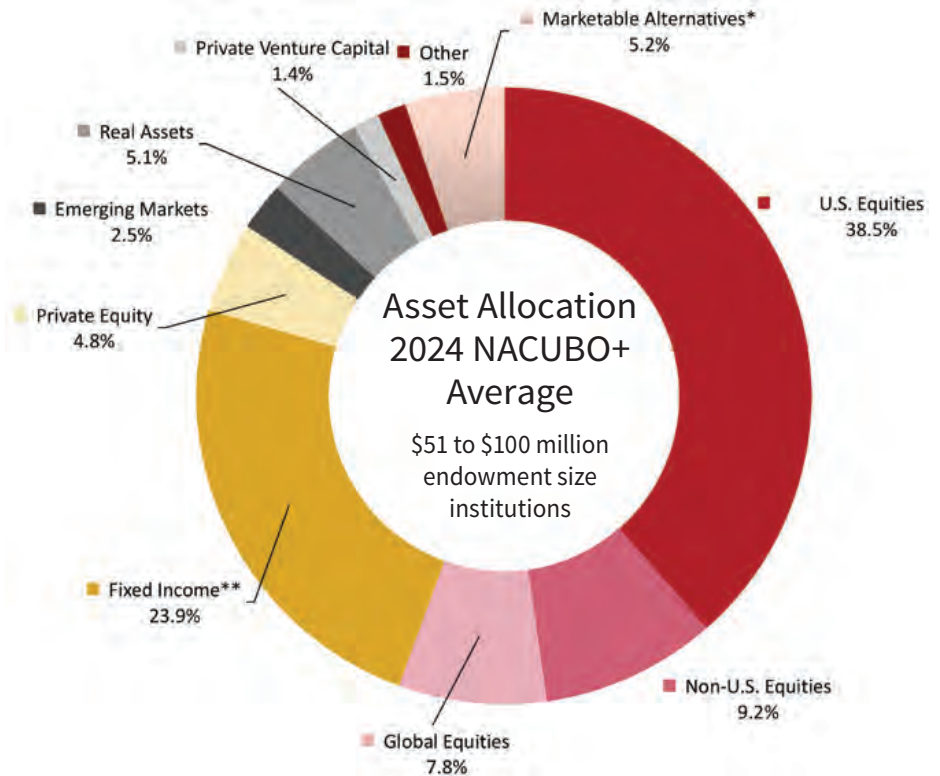
Each year, a percentage of the investment income is used to benefit the scholarship, program, academic department, or faculty as designated by the donor (see “Spending Policy” on page 5). University support by endowment earnings for FY25 are summarized below:



ASSET ALLOCATION

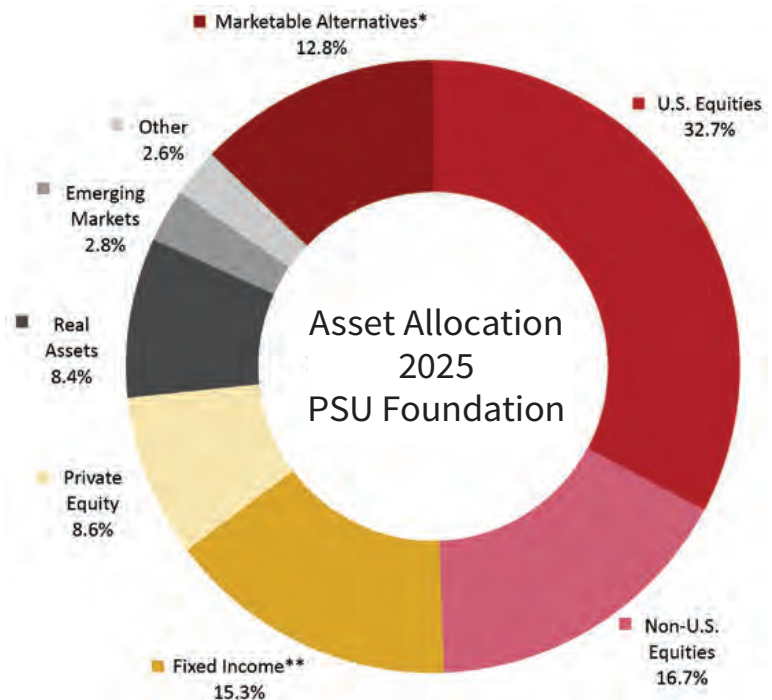
The assets contained in individual endowments are pooled and invested as a whole. This provides superior investment opportunities in addition to saving on administrative costs. The Pittsburg State University Foundation invests in a diversified portfolio designed to achieve strong returns with a prudent level of risk and volatility. Investment guidelines include exposure to both domestic and international stocks and bonds. By using a variety of investment strategies, the overall risk (volatility) of the PSU Foundation endowment is reduced. The investment guidelines adopted by the Foundation Board of Trustees are implemented by external investment professionals.

+ NACUBO - National Association of College and University Business Officers' Endowment Study



* Marketable alternative strategies include hedge funds, absolute return, market neutral, long/short, 130/30, and event-driven and derivatives.

** Fixed income includes cash and short-term securities.



RATE OF RETURNS COMPARISON – FISCAL YEARS 2015-2025



*Broad Policy Benchmark is comprised of each broad asset class benchmark weighted by its long-term strategic allocation. The historical Broad Policy Benchmarks were based upon the following:

INCEPTION THROUGH FY 16	WEIGHT
Russell 3000 Index	35%
MSCI AC World Index ex-U.S.	15%
Bloomberg U.S. Aggregate Index	50%

FY 17 THROUGH PRESENT	WEIGHT
MSCI AC World Index ex-U.S.	65%
Bloomberg U.S. Aggregate Index	35%

**Target Weighted Benchmark is comprised of each asset category benchmark weighted by its target allocation. The historical Target Weighted Benchmarks were based upon the following:

INCEPTION THROUGH FY16	WEIGHT	FY21	WEIGHT
Russell 1000 Index	22.50%	MSCI AC World Index.....	55.00%
Russell 2000 Index	7.50%	Bloomberg U.S. Aggregate Index	20.00%
MSCI EAFE Index	7.00%	NCREIF Property Index.....	1.00%
MSCI Emerging Markets Index	8.00%	Alerian MLP Index	2.00%
Bloomberg U.S. Aggregate Index	20.00%	Bloomberg Commodity Index Total Return	2.00%
ICE BofA High Yield Bond Index	5.00%	HFRI FOF: Conservative Index	15.00%
HFRI Fund of Funds Index	25.00%	LSEG All Private Equity Index.....	5.00%
LSEG All Private Capital Index	5.00%		

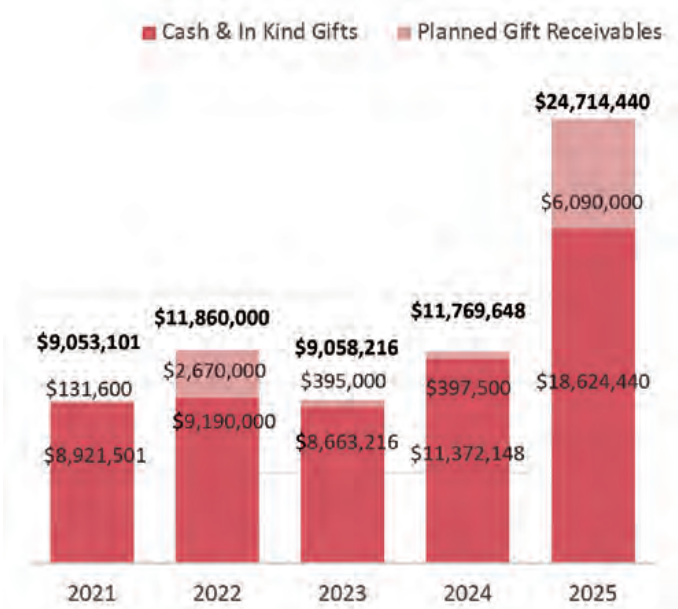
FY17 THROUGH FY20	WEIGHT	FY22	WEIGHT
MSCI AC World Index.....	50.00%	S&P Real Assets Total Return Index	5.00%
Bloomberg U.S. Aggregate Index	20.00%	MSCI AC World Index.....	55.00%
NCREIF Property Index.....	1.00%	Bloomberg U.S. Aggregate Index	20.00%
Alerian MLP Index	2.00%	HFRI FOF: Conservative Index	15.00%
Bloomberg Commodity Index Total Return	2.00%	LSEG All Private Equity Index.....	5.00%
HFRI FOF: Conservative Index	15.00%		
HFRI FOF: Strategic Index.....	5.00%		
LSEG All Private Equity Index.....	5.00%		

FY23 THROUGH PRESENT	WEIGHT
S&P Real Assets Total Return Index	7.50%
MSCI AC World Index.....	50.00%
Bloomberg U.S. Aggregate Index	20.00%
HFRI FOF: Conservative Index	15.00%
LSEG All Private Equity Index.....	7.50%

FISCAL YEAR 2025 ENDOWMENT POOL SNAPSHOT

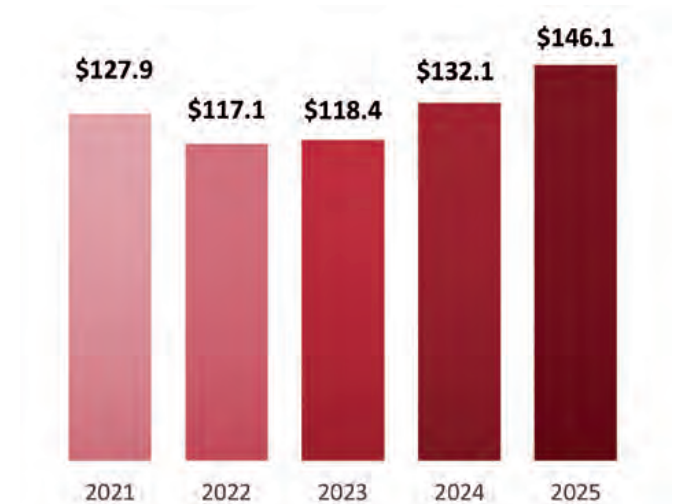
GIFTS AND
PLANNED GIFT RECEIVABLES
MADE TO THE
PSU FOUNDATION, INC.
FY 2025

\$27,714,440



TOTAL ASSETS
PSU FOUNDATION, INC.

\$146.1
MILLION



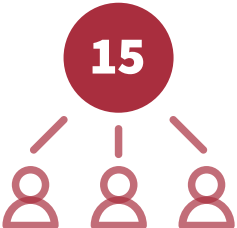
SCHOLARSHIPS
ESTABLISHED
FY 2025

25

Endowments
Number of
endowed scholarships
established in FY25



Current Funds
Number of
current scholarships
established in FY25



ENDOWMENTS AT WORK

CLASSROOM SUPPORT

Classroom and laboratory support is vital to the student experience at Pittsburg State University. Endowments that provide funding for ongoing support of facilities and equipment allow faculty to teach in state-of-the-art learning environments and students to train for industry standards to better prepare them for future careers.

PROGRAM & FACULTY SUPPORT

Every academic program on campus continually strives for excellence while preparing graduates for the ever-changing global community. Beyond the classroom, Pittsburg State offers a broad range of learning opportunities, whether that is being a member of the Pride of the Plains Marching Band, studying abroad, or attending a lecture in the Bicknell Family Center for the Arts. Endowments to support academic departments and co-curricular programs make it feasible for Pittsburg State to pursue innovative programming and offer expanded opportunities that support learning outside the classroom. Additionally, creative giving such as providing matching funds for programs and scholarship support helps to increase the impact of every dollar.



SCHOLARSHIPS

Students are our top priority, so scholarships must be a top priority. Many students have the desire to attend college, but they don't have the financial means. Scholarships make it possible for many students to earn a college degree and realize their professional dreams. Scholarships also make it possible for Pittsburg State to recruit more students in a very competitive higher education marketplace. Thanks to our loyal alumni and friends, in Fiscal Year 2025 Pittsburg State awarded approximately \$3 million in private scholarships. Your impact on students through scholarship support increases access to a quality education, enables Pittsburg State to compete with peer institutions, and allows us to recruit and retain students to help them complete their academic goals.



ALUMNI AND CONSTITUENT RELATIONS

ONCE A GORILLA, ALWAYS A GORILLA

The mission of Alumni and Constituent Relations is to foster mutually beneficial relationships between the University and its alumni and constituents. Pittsburg State alumni and supporters constitute the largest single resource for advice, advocacy, student recruitment, and financial support for the University. The team engages alumni and friends regionally, nationally, and internationally, as a constructive and cohesive force for mutual support and to advance the University. In Fiscal Year 2025, the percentage of alumni who donated to Pitt State was 3.9%. Alumni, in conjunction with administration, faculty, staff, parents, students, and friends, assist the University in fulfilling its mission. One of the programs offered is the Gorilla License Plate program. From this program, royalty fees and donations are collected and are awarded to students through the Alumni Legacy License Plate Scholarship. Every time you support the Gorilla License Plate, you are not only proudly displaying your Gorilla Pride, but you are promoting the University, recruiting new students, and supporting scholarships.

In Fiscal Year 2025, more than \$100,000 was awarded to 182 legacy students because of the Gorilla License Plate. Plates are available in Kansas, Missouri, and Oklahoma! To learn more about the Gorilla License Plate, please visit pittstate.edu/licenseplate.



NEW ENDOWMENTS ESTABLISHED IN FISCAL YEAR 2025

An endowment or an endowed scholarship can be in the donor's name or in honor or memory of a friend or loved one. Endowment funds are invested and the annual income provides funding for the purpose of the endowment. The following endowments were established during Fiscal Year 2025:

Randy Cook Track Scholarship Endowment
Dr. Gary C. Doolittle and Ro Henderson Scholarship
Cheryl K. Giefer Nurse Practitioner Scholarship Fund
Morris and Louise Grotheer Scholarship
M.A. Miller Scholarship Endowment
Roderique Memorial Scholarship
Jim and Betty Shanks Scholarship
Steven C. Thomas Computer Science Scholarship
Richard Weathers Automotive Technology Endowed Scholarship
George and Marcia Weeks Endowment



HOW STUDENTS ARE USING THEIR EDUCATION WITH THE HELP OF YOU, OUR DONORS

Providing endowed funding to deserving students through scholarships, program and faculty support, and classroom support is possibly the most important function performed by our donors to the Pittsburg State University Foundation.

Advancement Ambassadors is a service-focused, student leadership organization that works closely with University Advancement to connect with Pittsburg State donors, alumni, current students, and community members to help grow awareness of philanthropy and represent the current student body to alumni and friends of the University. Below are examples of how Advancement Ambassadors plan to make a difference with their education from Pittsburg State University.



AUSTIN PARRISH, EXERCISE SCIENCE

"Through my studies in Exercise Science and Military Science, along with my involvement in community service, I believe Pittsburg State University has thoroughly prepared me for both graduate school and a career in the military. These experiences have instilled in me the values of selfless service, discipline, and perseverance. I hope to apply these lessons to make a meaningful and lasting impact in the fields of physical therapy and military service."

ANNE MARTIN, EDUCATION

"As an education major, I am using what I learn in my classes to strengthen my communication, leadership, and organization skills. These skills have also helped me in my role as an advancement ambassador, where I connect with alumni, donors, and students. This experience has taught me how important it is to build relationships and represent my university with pride. Both my education and ambassador experience are preparing me to help others and make life better through teaching and service."



CINDY CRUZ, BIOLOGY

"Being a student at Pittsburg State University and an Advancement Ambassador has helped me grow as a leader and connect with a very supportive community. These experiences inspire me to give back and carry those values into my future as a pediatric doctor."

CALLIE UNDERWOOD, ACCOUNTING

"I'm currently using my education and campus involvement to serve others, build leadership skills, and connect with the community. The skills I'm learning in class right now will help me assist future clients and give me the knowledge and ability to meet their financial needs."





JAYLI JOHNSON, GRAPHIC COMMUNICATIONS

"My involvement in organizations like Advancement Ambassadors have allowed me to make connections with people both across campus and within the broader community. Because of the professional experiences and leadership opportunities that my professors and advisors have supported me through during my time here, I know I will be equipped to give back to this community which has helped me grow over the last two and a half years!"

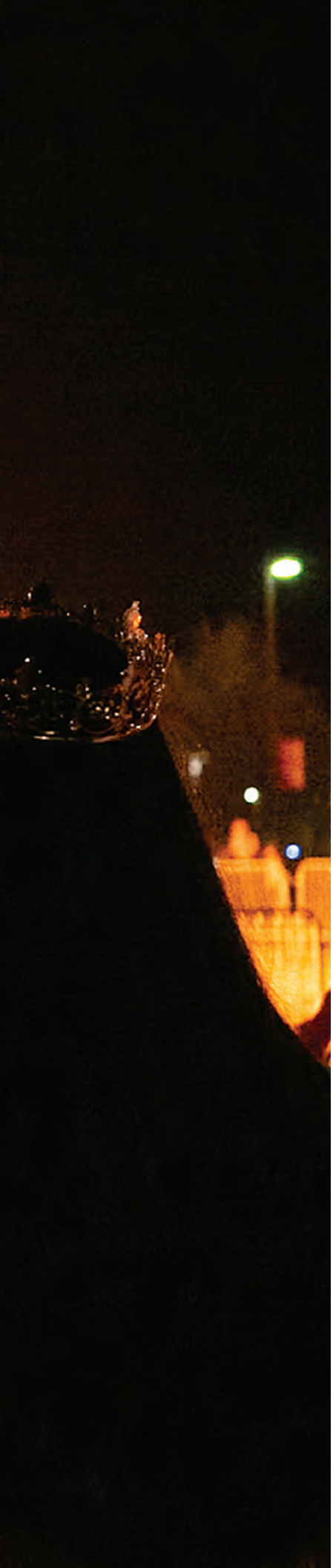


LEAVING A LEGACY AT PITTSBURG STATE UNIVERSITY

Endowments established with the PSU Foundation are created by donors who have stipulated that their gifts be invested in perpetuity to provide investment earnings that help fund the costs of fulfilling the university's mission. Individual endowment funds may carry the name of the donor or honor others designated by the donor. New gifts may be added to endowments already established.

Endowments provide a lasting source of financial support for the students and programs of Pittsburg State. The university's students, faculty, and staff are very appreciative of the generous support they receive from endowment donors.





WAYS TO INCREASE YOUR ENDOWMENT

You can increase your endowment today by making a gift via the included pledge card or by including your endowment in your estate plans. Our goal is to help you in your planning. Below are some examples of planned giving that can benefit your endowment:

BENEFICIARY DESIGNATION

Name the PSU Foundation and your endowment as beneficiary of your non-Roth retirement assets or life insurance policy.

BEQUEST

Designate a gift through your will or trust. This option may provide your estate with valuable tax savings and can be a specific asset, percentage of your estate or the residue.

CHARITABLE GIFT ANNUITY

Transfer cash or appreciated property to your endowment and the PSU Foundation will pay you fixed income for life at a rate based on your age.

CHARITABLE REMAINDER TRUST

Transfer cash or appreciated property to a charitable remainder trust and the trust will provide you with income for life or a number of years.

IRA CHARITABLE ROLLOVER

If you are 70½ or older you may be able to transfer funds from your IRA to the PSU Foundation without paying income taxes.

If you have not yet created a will or trust or need to make an update to your existing plans, we have helpful will-planning tools available on our website at pittstate.giftlegacy.com.

The **Heritage Society** exists to honor and recognize those who make a planned or estate gift to benefit PSU students and further our mission. If the PSU Foundation is in your plans or if you would like more information on setting up an estate gift to the PSU Foundation, please reach out.

FOR MORE INFORMATION

If you have questions or comments about the information contained in this report or if you would like to know how you can support Pittsburg State University through an endowment, please contact:

Ms. Kathleen M. Flannery, President/CEO and Secretary, Pittsburg State University Foundation, Inc., kflannery@pittstate.edu, 620-235-4762.

To support Pittsburg State University's ongoing sustainability effort, we offer our donors and friends the opportunity to receive the Annual Endowment Report for Fiscal Year 2026 electronically. If you wish to receive future Endowment Reports electronically, please notify us via email at dev@pittstate.edu or call 620-235-4768.

MANY THANKS FOR YOUR CONTINUED SUPPORT

As this endowment report illustrates, the Pittsburg State University Foundation and its generous donors have shared in the uncertainty of a volatile stock market. Pittsburg State University has celebrated and strengthened its relationships with the people who are committed to its success. We are sincerely grateful to all individuals and organizations who have supported, and will continue to support, the students and programs of Pittsburg State University.





GLOSSARY

CURRENT SCHOLARSHIP / FUND

A current or annual scholarship / fund is awarded every year to provide annual support. These are awarded based on the amount available and do not earn annual interest.

DISTRIBUTIONS FOR THE PURPOSE OF THE ENDOWMENT

Also known as the expendable amount. The policy or formula that the endowment uses to determine its annual draw from the endowment is contained within the spending policy. The distribution is the amount of funds that annually flow from the endowment to the operating budget to support the purpose of the endowment.

ENDOWMENT / ENDOWED SCHOLARSHIP OR FUND

Endowed funds, funds in which the principal has met the minimum required level at the time it was created, are held in perpetuity by the PSU Foundation. These endowed funds are pooled in the Foundation's investment pool. A percentage of the annual interest earned from that pool, based on Foundation policy, is used to support the intended use of that fund per the donor(s) agreement.

FISCAL YEAR

Fiscal year is a one-year period that companies and governments use for financial reporting and budgeting. It is most commonly used for accounting purposes to prepare financial statements. Although a fiscal year can start on Jan. 1 and end on Dec. 31, not all fiscal years correspond with the calendar year. For example, universities often begin and end their fiscal years according to the school year. Fiscal Year 2025 for the PSU Foundation was from July 1, 2024-June 30, 2025.

GIFTS ADDED

The total value of all cash gifts added to principal of the endowed fund during the fiscal year. The gifts can be added at any time and can also be directed to the expendable portion of the account to be available for immediate use. However, only gifts added to the principal of a fund are reflected in this report.

INVESTMENT INCOME GAIN / (LOSS)

Investment earnings of the investment pool such as dividends, interest, realized gains/losses, and unrealized gains/losses net of management and consulting fees. Each endowment will reflect a portion of the investment income based upon its number of units owned within the investment pool.

PRINCIPAL

Also referred to as corpus. The principal is the total gift(s) made to establish or increase an endowment, as well as any other additions made to the endowment. The principal of a permanent endowment is held in perpetuity.





Inside Cover & Page 1 Photo Collage: 1) Student and faculty member run diagnostics on a vehicle in the Automotive Technology lab within the Crossland College of Technology. 2) Student from the Kelce College of Business presents at the Axe Library. 3) Student from the College of Education assists a child in the PSU Little Gorillas Preschool located in the Family and Consumer Sciences building. 4) Students participate at a Campus Activities Homecoming event in Gorilla Village, where students could stuff-a-gorilla. 5) Member of the PSU Baseball Team is up to bat at a home game. 6) Field Biology students study in a Pittsburg area field. 7) Members of the PSU Women's Basketball Team huddle at the opening of a home game. 8) The well-known "Bananas" cheer on the Gorilla Football team at a home game. 9) Students perform during Yell Like Hell, a traditional Homecoming event. **Page 4:** Members of the PSU Dance Team preparing to enter the stadium at a home football game. **Page 6:** Student from the Crossland College of Technology's School of Construction gets hands on experience renovating the Besse Hotel as part of a project known as Gorilla Rising. **Page 10:** Students from the College of Education assist PSU Little Gorillas Preschool children in an art project outside of the Family and Consumer Sciences building. **Page 11:** Chemistry student conducts an experiment during a lab. **Page 12:** Alumni Legacy License Plate Scholarship recipients pose with their parents as they are recognized at the beginning of a home football game. **Page 13:** Graduate student from the Kelce College of Business is hooded at commencement. **Page 15:** Members of Advancement Ambassadors pose with PSU President, Dr. Thomas Newsom, at the 2025 Presidents Society Celebration. **Page 16:** Gus the Gorilla poses for the camera at a home basketball game. **Page 18:** Homecoming queen and her royalty at PSU's newest Homecoming tradition, a bonfire and pep rally the night before Saturday's Homecoming festivities. The bonfire and pep rally is hosted by the PSU Alumni and Constituent Relations Office. **Page 20:** Students enjoy a snow that has freshly fallen on campus.

**PITTSBURG STATE
UNIVERSITY
FOUNDATION, INC.**

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dev@pittstate.edu
pittstate.edu/foundation

Follow us on:



On the cover:
*Member of the
Pride of the Plains
Marching Band
plays the trumpet
during halftime
at a home
football game.*

