



## Campaign Steering Committee Responsibilities

For most campaigns, the Steering Committee serves as the primary volunteer leadership group. It is the key linkage group between the organization and the prospective donor/leader community. A campaign can succeed or fail based on the community leaders who are recruited to the steering committee.

Typically, campaign steering committee members agree to the following responsibilities:

**Lend Name.** Steering committee members agree to allow the organization to use their names in all public relations materials and in solicitation of key prospects throughout the area.

**Spokesperson.** Steering committee members speak positively about the organization and the campaign, and they are prepared to answer questions they may be asked.

**Open Doors.** After agreeing to serve on the steering committee, members review the prospect list and indicate those prospects with whom they can arrange a meeting. They also suggest new prospects. Members serve as a link to prospective corporations and foundations.

**Solicit Major Gifts.** As agreed upon, steering committee members may be asked to assist with gift solicitation. Ideally, the steering committee member also attends meetings with staff and prospects with whom they have relationships.

**Provide a Leadership Gift.** Each steering committee member will be asked to make a gift, commensurate with their financial ability.

**Attend Meetings.** The steering committee will meet regularly as a group. Our goal is to utilize your time most productively. Your help is most needed in providing direction and opening doors to prospects we wouldn't otherwise be able to reach.



## Social Sciences Building Fundraising Planning Information

### *Fundraising Goal*

Currently \$2 million in support of a new Snow College Social Sciences building

### *Project Description*

The proposed social science building would allow for all programs in the social sciences to be united. The building is projected to be 45,000 square feet and provide 12 classrooms, 6 labs, and 34 offices with an estimated cost totaling \$17.2 million.

### *Campaign Steering and Planning Committee*

#### Foundation Board Members

LeAnn Stoddard, Chair  
David Blackham  
Tim Blackham  
Randy Cox  
Beverly Nielsen  
Dave Parrish

#### Other Committee Members

#### Snow College Staff

Gary Carlston  
Rosie Connor

### *Potential Campaign Major Donors*

Snow College Alumni  
Six County and Utah Corporations  
Snow College Donor Prospects

### *Project Narrative*

By 2025, Snow College will need additional space to account for a projected 25% increase in enrollment on the Ephraim campus. Currently, 42% of Snow College students take social science courses to fill general education requirements. The College is proposing a new social science and general classroom building with 45,000 square feet. The new social science building would be constructed where the current Family Life (9,600 sq. ft.) and Greenwood Hall (4,200 sq. ft.) buildings are located. Greenwood Hall serves as married housing with six usable apartments, but with the necessary upkeep, it does not pay for itself.

The College has an early childhood lab in the Family Life building that only accommodates four infants and 25 young children. Due to licensing and space constraints, we are unable to expand the services. Child care services are offered to students, faculty, staff, and the community. The lab also provides students the opportunity to complete early childhood clinical work. The proposed facility would accommodate at least 40 children, allowing us to serve more college students. Additionally, the space would allow for learning space for the criminal justice program.

Currently, our social science and family life programs are divided. The proposed social science building would allow for these programs to be united. The building is projected to be 45,000 square feet and provide 12 classrooms, 6 labs, and 34 offices with an estimated cost of \$17.2 million. Having philanthropic funds to assist with the construction project helps the College acquire the additional state funds needed.



## Urgent Care Facility Fundraising Planning Information

### *Fundraising Goal*

Currently \$3 million to include a public/private partnership

### *Project Description*

Two-levels

10,000 square feet (5,000 each level)

Elevator

Location to be determined

#### **Upper Level**

Six exam rooms, three doctors' offices, business office, x-ray suite, minor lab, waiting room, nursing station, minor procedure room, and break room

#### **Lower Level**

Laboratory with bacteriology, on-call doctor's suite, lab/classroom for Allied Health, office space, CT scan room with reception space, and ultrasound

### *Campaign Steering and Planning Committee*

#### Foundation Board Members

Jim Tatton, Chair

Mark Howard

Leonard Blackham

#### Snow College Staff

Gary Carlston

Rosie Connor

#### Other Committee Members

### *Potential Campaign Major Donors*

Intermountain Health

Central Valley Medical Center

Rural Health Foundation

Mountain Star Healthcare

Revere Health

### *Project Narrative*

Snow College has experienced astounding growth in the last two decades, and as a result, multiple programs have been created. The Wellness Center is one of the developments that has essentially been "swamped" since opening. One glaring deficiency on campus is a student health facility, which other administrations have attempted to resolve, but were unfortunately blocked by a prominent not-for-profit organization.

Now is the moment to address those needs. This sketch of a suggested floor plan has all that is needed for student health and will also be made available to the surrounding communities. It is proposed that this be termed as an "Urgent Care" facility with no appointments necessary, but still available with early and late hours when physician's offices are generally closed.

The upper level will consist of six exam rooms, two bay procedure rooms, minor lab, X-ray, and offices for up to three physicians. The lower level includes a full medical laboratory, as

well as a radiology suite that includes a CT scanner and ultrasound. A lecture/laboratory area for 25 students will be available for nursing, radiology tech, laboratory tech, and health courses as part of Allied Health and Health Education/Community Health. Office space is also provided.

The financing for the upper floor Urgent Care will be a public/private venture where, after a 30-year mortgage, the entire debt is satisfied and Snow College will become the owner. The lower floor, elevator, etc. will be generated by donated funds. It is anticipated the CT scanner, ultrasound, and laboratory equipment will be donated and therefore, a significant reduced charge to patients for the laboratory and imaging of this new "Diagnostic Center."

The education opportunities for this area will complement the Allied Health program that is based in Richfield to embody the concept: one college with two campuses.



## Scholarship Fundraising Planning Information

### *Fundraising Goal*

Currently \$3.5 million to include a focus on building the endowment base at Snow College

### *Project Description*

**The Snow College Scholarship Initiative** is a fundraising campaign with the goal of generating \$3.5 million in new scholarship funding over the next three years. These funds will primarily support need-based scholarship aid to reduce the burden of graduating students' debt and decrease the College's need to direct operating funds to financial assistance. The aim is to increase the Snow College endowment base to at least \$10 million.

### *Campaign Steering and Planning Committee*

#### Foundation Board Members

Lori Nay  
Roger Thompson  
Leonard Blackham  
Brent Thorne  
Eddie Cox

#### Other Committee Members

#### Snow College Staff

Gary Carlston  
Rosie Connor

### *Potential Campaign Major Donors*

Snow College Alumni  
Six County and Utah Corporations  
Private Foundations  
Snow College Donor Prospects

### *Project Narrative*

Perhaps no other philanthropy has as rich and deep an effect as providing scholarship money. The Snow College Scholarship Initiative will serve to fortify our position as a leader in higher education and uphold our core commitment to transformative education.

The success of the Snow College Scholarship Initiative depends on fundraising for our largest and most pressing goal: permanent endowment for need-based student scholarships. Dedicated to student support in perpetuity, scholarship endowment funds are the foundation of a strong financial aid program. Over time, the successful investment of endowment funds increases resources year after year and provides scholarship support for generations to come. Our aim is to raise an additional \$3.5 million to achieve a \$10 million endowment base within the next three years.

The increased cost of tuition over the past 10 years has greatly outpaced our endowed scholarship funding. Like many colleges and universities, Snow College's endowment lost value during the economic downturn. All of this makes raising additional endowed scholarship funds one of our highest priorities.

Name/Description General Funds	Maturity Date	Yield/Return	Book Value	Beg. FMV Fiscal Year	Interest Prem/Disc	Dividends	Capital Gain/(Loss)	Annual Accumulated Activity			Unrealized Gain/(Loss)	Ending FMV September 30, 2017
								Service Fees	Purchases	Net Deposit Transfers		
(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)	(l)	(m)
1 Zions Money Market		0.03%	105,439.52	105,368.28	93.24							105,439.52
2 PITF		1.51%	4,123,166.24	4,605,985.50	17,180.74							4,123,166.24
3 PITF		1.51%	325,411.47	324,174.20	1,235.27							325,411.47
4 Zions Gold International		0.06%	632,701.65	705,301.49	1,047.16							932,701.65
5 Zions UT St Treasurer's Public Inv Pool		1.29%	1,262,623.52	250,379.25	23,592.17							705,301.49
6 Bank Montreal	7/31/2018	1.60%	250,000.00	250,065.25								250,065.25
7 FNMA	3/27/2020	1.75%	200,000.00	248,711.25								248,711.25
8 Utah St BRD of RGTS Revenue	6/1/2021	2.25%	250,000.00	250,000.00								250,000.00
9 FHLMC	3/27/2020	1.70%	250,000.00	250,000.00								250,000.00
10 FHLMC	7/24/2020	1.85%	250,000.00	250,000.00								250,000.00
11 FHLMC	9/28/2020	1.88%	150,000.00	150,000.00								150,000.00
12 FHLMC	4/27/2021	2.00%	250,000.00	250,000.00								250,000.00
13 FHLMC	1/28/2020	2.00%	250,000.00	250,000.00								250,000.00
14 FHLMC	5/28/2021	2.00%	250,000.00	250,000.00								250,000.00
15 FHLMC	6/14/2021	1.80%	250,000.00	250,000.00								250,000.00
16 FNMA	7/17/2022	2.25%	250,000.00	250,000.00								250,000.00
17 FHLMC	10/23/2019	2.20%	250,000.00	250,000.00								250,000.00
18 FHLMC	18/2/2020	1.78%	240,000.00	241,163.78								241,163.78
19 Goldman Sachs Group Inc	1/13/2020	1.74%	250,000.00	250,000.00								250,000.00
20 Daimler Finance NA LLC	1/13/2020	1.85%	250,000.00	251,637.25								251,637.25
21 Nissan Motor Acceptance	1/30/2020	1.98%	250,000.00	250,439.75								250,439.75
22 Wells Fargo & Company	2/14/2020	1.68%	250,000.00	250,556.50								250,556.50
23 Morgan Stanley	5/29/2020	0.09%	225,000.00	225,730.58								225,730.58
24 National Australia Bank	6/12/2020	1.73%	250,000.00	250,636.75								250,636.75
25 Nordea Bank AB	6/12/2020	1.73%	250,000.00	250,636.75								250,636.75
26 National Bank of Canada	6/12/2020	1.73%	250,000.00	250,636.75								250,636.75
27 Citibank NA	9/1/2017	0.00%	530,558.65	318,372.22	13,183.43							318,372.22
28 Zions Bank Business Interest	9/1/2017	6.00%	100,000.00	100,000.00								100,000.00
29 Bank of America Corp 060505D44	4/25/2018	2.13%	70,000.00	70,230.86								70,230.86
30 Daimler Finance NA LLC	4/27/2018	1.78%	250,000.00	249,983.00								249,983.00
31 Credit Suisse New York 225480AV8	5/1/2018	5.65%	200,000.00	207,466.20								207,466.20
32 Bank of America 06051EDX4	6/12/2018	6.50%	100,000.00	100,000.00								100,000.00
33 Hubbell Inc 4435 D0NE5	8/23/2018	3.05%	100,000.00	101,252.90								101,252.90
34 TransCanada Pipeline 683521AF6	3/12/2018	1.86%	500,000.00	500,000.00								500,000.00
35 Santander UK PLC 802833JAV5	8/23/2018	3.05%	100,000.00	99,082.60								99,082.60
36 North Davis City 659078FP3	6/29/2022	2.20%	100,000.00	99,082.60								99,082.60
37 FHLMC 3134GBSU7	12/17/2017	0.71%	411,000.00	411,891.30								411,891.30
38 General Elec Corp 36962G8L3	10/2/2017	0.11%	131,000.00	118,196.31	1,003.25							118,196.31
39 Zions Direct Investments	9/28/2017	1.01%	500,000.00	500,239.50	1,985.75							500,239.50
40 Santander UK PLC 802831AE3	11/24/2017	1.36%	900,000.00	901,736.10								901,736.10
41 Citigroup Inc 172967JD4	3/13/2018	0.86%	450,000.00	469,069.05	1,768.91							469,069.05
42 Toronto-Dominion Bank 89114QB23	9/24/2018	1.51%	900,000.00	908,165.90	4,949.40							908,165.90
43 HSBC USA INC 04281HPK2	11/15/2018	1.72%	650,000.00	658,833.20	8,833.20							658,833.20
44 Goldman Sachs 38141EB73												
45 Total Investments			16,213,619.41	16,213,619.41	88,057.32							16,213,619.41
Housing Bonds												
46 PITF		1.51%	940.50	917.28	423.22							917.28
47 PITF			(0.00)	(0.00)								(0.00)
48 Total Housing Bonds			940.50	917.28	423.22							917.28
Endowment Funds												
49 Fidelity - Cash & Equity		0.00%	180,357.32	373,707.57	75.21	15,864.65						373,707.57
50 Equities		4.86%	1,863,643.05	2,209,821.51		11,300.20						2,209,821.51
51 Fixed Income		0.71%	2,594,304.90	2,300,513.07		11,151.65						2,300,513.07
52 Exchange Traded Funds		3.17%	2,824,155.96	3,219,182.82		283.17						3,219,182.82
53 Fidelity - Cash & Equity (Foundation)		0.00%	4,408.28	4,733.22	0.85	83.24						4,733.22
54 Fidelity Real Estate Income FRIEX		1.56%	4,500.00	5,260.05								5,260.05
55 Artisan Mid Cap ARTMX		1.81%	6,500.00	7,488.79								7,488.79
56 Grandeur Peak Global Stewarts Investor		5.99%	9,000.00	9,812.04								9,812.04
57 Oklamark Fund 1 OAKMX		5.16%	11,000.00	6,009.87								6,009.87
58 Salient MLP & Energy Infrastructure		1.10%	6,020.00	4,851.25		88.14						4,851.25
59 Wasatch Small Cap Growth WAAEX		-0.64%	4,500.00	9,209.75								9,209.75
60 American Century Div Intl APOIX		0.50%	9,000.00	13,892.15								13,892.15
61 Hartford World Bond Fund HWDX		-0.03%	13,525.00	14,172.58		108.91						14,172.58
62 JPMorgan Strategic Income JSOSX		0.88%	13,525.00	14,172.58		75.13						14,172.58
63 Metropolitan West Total Return MWITX		0.85%	3,903.33	4,678.74								4,678.74
64 Elkhorn ETF TR LWT LWT LWT LWT LWT		4.86%	4,415.80	4,432.00								4,432.00
65 Inhares Inc MSCJ Emerg Mds EEMV		4.86%	5,119.96	5,388.90								5,388.90
66 Inhares Core SAP Small-Cap ETF IUR		8.72%	5,119.96	5,388.90								5,388.90
67 Inhares Trust MSCJ EAFE Min EFAV		6.08%	22,678.74	22,678.74								22,678.74
68 M D U RES Group Inc		0.46%	27,085.00	27,085.00								27,085.00
69 Wells Fargo CO New Com		1.81%	494,688.15	494,688.15								494,688.15
70 General Electric Co		0.00%	6,861.60	6,861.60	3.84							6,861.60
71 CVB - CUCF		0.15%	30,000.00	56,347.76								56,347.76
72 Wasatch Funds Micro Cap		8.86%	38,946.95	74,554.48								74,554.48
73 AT&T		5.12%	38,946.95	74,554.48								74,554.48
74 Total Endowment			3,837,032.44	85,067.33	85.06	30,892.33	3,915.05	0.17	74.90	92.24	150,314.60	3,915,050.94
75 Total			27,562,968.17	66,500.54	66,500.54	36,892.33	2,008.58	111,244.16	57,743.74	92.24	150,314.60	27,639,406.94



## CASH MANAGEMENT POOL UPDATE

September 30, 2017

### Monthly Investment Performance Report

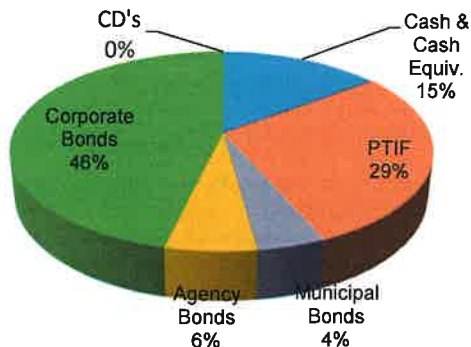
#### OVERVIEW

The College manages the Cash Management Pool according to the following objectives:

- Investments are made in accordance with the Utah State Money Management Act as well as other applicable laws, rules, policies, and regulations
- Protection and safety of principal
- Liquidity or availability of funds
- Maximization of the rate of return consistent with objectives stated above
- And with the exercise of judgment, care, and due diligence.

#### INVESTMENT ALLOCATION

Target allocations are 20-25% immediate liquidity (Cash & Cash Equivalents, PTIF), 30% agency bonds, 45% corporate bonds. Actual holdings for the current period ended are:

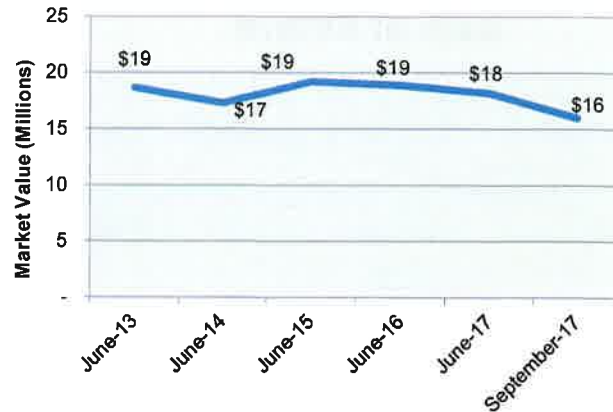


Cash & Cash Equiv.	14.6%	2,274,001
PTIF	28.7%	4,449,518
Municipal Bonds	4.5%	700,560
Agency Bonds	5.8%	898,031
Corporate Bonds	46.4%	7,201,130
CD's	0.0%	-
<b>Total Investment</b>		<b>15,523,241</b>

#### ACTIVITY

\$520,000 matured and was deposited into the college's main bank account. There will be a transfer from the main account to PTIF in October

#### RETURNS



#### Market over Book Value:

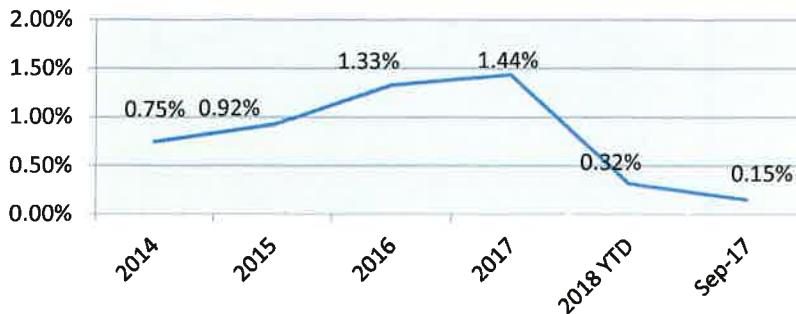
	Sep-17	FY '17	FY '16
Book Value	16,000,520	18,177,608	18,384,730
Market Value	16,019,998	18,211,911	18,909,113
Unrealized Gain/(Loss)	0.1%	0.2%	2.9%

Things have been a little more sideways in the markets over the past few weeks. We did get a couple days of volatility as there was some geopolitical risk coming into the market around some headlines in North Korea, but generally the market's been pretty placid. The broad trends that we've been talking about over the course of the year remain intact. We've got steady growth, low inflation, and low interest rates. It's been a good backdrop overall for assets across the board. – Fidelity

#### Investment Returns:

	Period Ending: 9/30/2017		
	Sep-17	FY '18 YTD	FY '17
Income	34,421	65,027	272,697
Unrealized Gain/(Loss)	(8,924)	(7,538)	(1,083)
Rate of Return	0.15%	0.32%	1.44%

	FY '16	FY '15	FY '14
Income	261,916	235,841	218,874
Unrealized Gain/(Loss)	(32,297)	(76,534)	(79,251)
Rate of Return	1.33%	0.92%	0.75%

**Monthly Investment Performance Report**
**RETURNS (continued)**
**Rate of Return**

**AVERAGE ANNUAL RETURN**

	Month	Fiscal YTD	FY '17	FY 3 Years	FY 5 Years
<b>Total Investments</b>	<b>0.15%</b>	<b>0.32%</b>	<b>1.44%</b>	<b>2.83%</b>	<b>3.32%</b>
S&P 500	1.93%	3.96%	15.46%	23.63%	77.91%
ACWI Index	1.88%	5.08%	16.47%	8.68%	49.28%
Barclays Agg. Index	-0.31%	0.07%	-2.93%	-0.50%	-1.65%

**LIQUIDITY OF INVESTMENTS**

	0-3 Months	3-12 Months	1-3 Years	3-5 Years
<b>Investment Types</b>				
Cash & Cash Equiv.	2,274,001	-	-	-
PTIF	4,449,518	-	-	-
Municipal Bonds	-	501,160	-	199,400
Agency Bonds	-	-	249,566	648,465
Corporate Bonds	1,321,993	2,542,444	3,336,694	-
CD's	-	-	-	-
	<b>8,045,512</b>	<b>3,043,604</b>	<b>3,586,260</b>	<b>847,865</b>
<b>Percent of Total</b>	<b>51.83%</b>	<b>19.61%</b>	<b>23.10%</b>	<b>5.46%</b>

**PTIF**

"The Utah Public Treasurers Investment Fund (PTIF), or the 'Pool,' invests to maintain safety of principal, liquidity and a competitive return on short term investments."

The current PTIF 360 day rate is 1.50711753

The allocation of PTIF funds as of 6/30/17 is:

- 77.03% Corporates
- 9.34% Commercial Paper
- 10.49% Money Market
- 0.89% CD's
- 2.25% Repos

**MARKET OUTLOOK**

Although the outlook for solid real economic growth and continued below-target inflation in the second half of the year remains intact, the policy outlook is quite fluid. The fundamentals of employment, manufacturing and construction picking up provide the backdrop for a positive economic outlook. Our outlook is for GDP and real final sales growth in the second half at 2.5 percent plus, with solid contributions from the consumer, business and government sectors.

As for inflation, we anticipate that the PCE deflator, the Fed's benchmark, will remain near 1.4 percent for the rest of the year, comfortably below the Fed's 2 percent target. However, labor costs will drift upward. Given the growth and inflation outlook, we expect the FOMC to move ahead with policy normalization by announcing the start of its balance sheet reduction program in September and raising the fed funds rate in December. For the dollar, we anticipate relative weakness. Meanwhile, corporate profit gains remain modest given a cap on top line nominal GDP growth and rising unit labor costs. However, the outlook on policy going forward is very uncertain. We expect only two rate increases by the FOMC in 2018—not the three the FOMC has currently penciled in, simply because our inflation outlook remains modest compared to the 2 percent target. As for fiscal policy, Congress will begin to tackle a long to-do list of legislative deadlines this month. We assume a tax cut for 2018, but on a far more modest scale than campaign proposals would suggest. – Wells Fargo Advisors



## ENDOWMENT POOL UPDATE

September 30, 2017

### Monthly Investment Performance Report

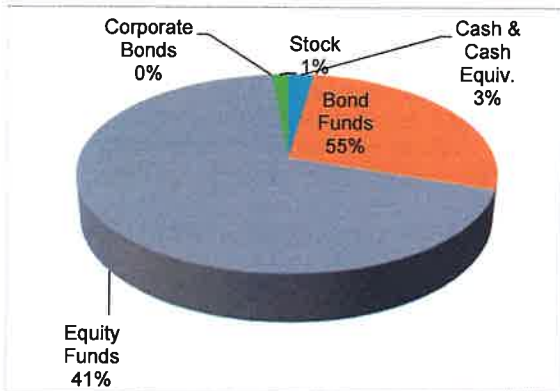
#### OVERVIEW

Snow College's Endowment Pool grows with support by Snow College friends and alumni. Distributions from the Endowment Pool play a significant role in funding scholarships for Snow College students and help the College achieve its core mission themes of: Tradition of Excellence, Culture of Innovation, and Atmosphere of Engagement.

The investment management of endowment assets requires balancing portfolio risks and expected returns to meet long-term objectives. The goal of the Endowment is to provide a steady stream of income to fund scholarships for Snow College students while preserving the purchasing power of the assets for the benefit of future generations.

#### INVESTMENT ALLOCATION

The asset allocation includes a diverse mix of investments with the following target allocation: 58% fixed income, 40% global marketable equities, and 2% cash and cash equivalents. Actual holdings for the current period ended are:

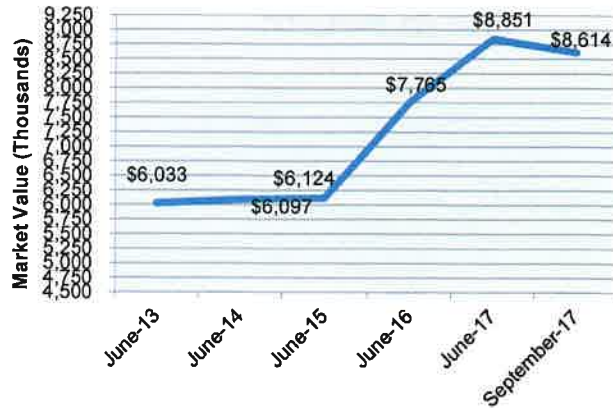


Cash & Cash Equiv.	2.2%	193,747
Bond Funds	27.7%	2,384,008
Equity Funds	68.6%	5,908,331
Corporate Bonds	0.0%	-
Stock	1.5%	127,759
<b>Endowment</b>		<b>6,604,923</b>
<b>Quasi-Endowment</b>		<b>2,008,921</b>
<b>Total Endowment</b>		<b>8,613,844</b>

#### ACTIVITY

No Activity

#### RETURNS



#### Market over Book Value:

	Sep-17	FY '17	FY '16
Book Value	7,656,459	8,298,381	7,471,334
Market Value	8,619,411	8,851,032	7,765,092
Unrealized Gain/(Loss)	12.6%	6.7%	3.9%

Things have been a little more sideways in the markets over the past few weeks. We did get a couple days of volatility as there was some geopolitical risk coming into the market around some headlines in North Korea, but generally the market's been pretty placid. The broad trends that we've been talking about over the course of the year remain intact. We've got steady growth, low inflation, and low interest rates. It's been a good backdrop overall for assets across the board. – Fidelity

#### Endowment Returns:

Period Ending: 9/30/2017

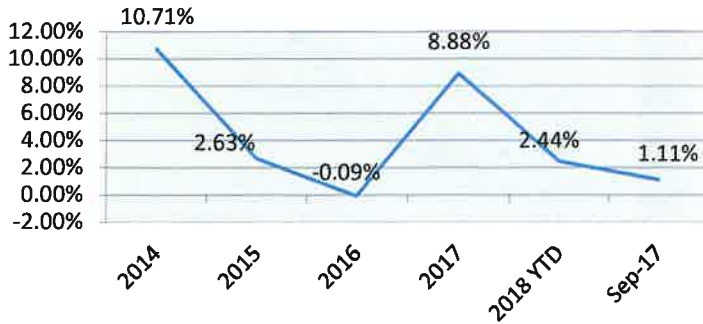
	Sep-17	FY '18 YTD	FY '17
Income	22,781	32,790	173,383
Unrealized Gain/(Loss)	72,088	183,536	516,339
Rate of Return	1.11%	2.44%	8.88%

	FY '16	FY '15	FY '14
Income	151,988	233,696	280,870
Unrealized Gain/(Loss)	(157,488)	(72,388)	371,898
Rate of Return	-0.09%	2.63%	10.71%

Monthly Investment Performance Report

RETURNS (continued)

Rate of Return



MARKET OUTLOOK

Although the outlook for solid real economic growth and continued below-target inflation in the second half of the year remains intact, the policy outlook is quite fluid. The fundamentals of employment, manufacturing and construction picking up provide the backdrop for a positive economic outlook. Our outlook is for GDP and real final sales growth in the second half at 2.5 percent plus, with solid contributions from the consumer, business and government sectors.

As for inflation, we anticipate that the PCE deflator, the Fed's benchmark, will remain near 1.4 percent for the rest of the year, comfortably below the Fed's 2 percent target. However, labor costs will drift upward. Given the growth and inflation outlook, we expect the FOMC to move ahead with policy normalization by announcing the start of its balance sheet reduction program in September and raising the fed funds rate in December. For the dollar, we anticipate relative weakness. Meanwhile, corporate profit gains remain modest given a cap on top line nominal GDP growth and rising unit labor costs.

However, the outlook on policy going forward is very uncertain. We expect only two rate increases by the FOMC in 2018—not the three the FOMC has currently penciled in, simply because our inflation outlook remains modest compared to the 2 percent target. As for fiscal policy, Congress will begin to tackle a long to-do list of legislative deadlines this month. We assume a tax cut for 2018, but on a far more modest scale than campaign proposals would suggest. – Wells Fargo Advisors

	AVERAGE ANNUAL RETURN				
	Month	Fiscal YTD	FY '17	FY 3 Years	FY 5 Years
<b>Total Endowment</b>	1.11%	2.44%	8.88%	13.26%	22.37%
<i>S&amp;P 500</i>	1.93%	3.96%	15.46%	23.63%	77.91%
<i>ACWI Index</i>	1.88%	5.08%	16.47%	8.68%	49.28%
<i>Barclays Agg. Index</i>	-0.31%	0.07%	-2.93%	-0.50%	-1.65%

UNITS

To be added.

DONATIONS

	September # of Donations	Sep-17	FY '18 YTD	Total Balances
<b>Restricted Donations</b>				
<i>Endowment Donations</i>	4	\$1,060	\$1,365	8,613,844
<i>Scholarship Donations</i>	65	27,149	30,104	1,454,259
<i>Other Donations</i>	40	90,984	245,633	*
<b>Unrestricted Donations</b>				
<i>Donations to Foundation</i>	31	15,978	65,974	235,292
<b>Total Restricted &amp; Unrestricted</b>	140	\$135,171	\$343,076	\$10,303,396

\* These donations are donated to various fund budgets and are mingled and spent with other sources of those fund budgets

<b>Total Donations</b>			
<i>External Donations</i>	39	\$133,097	\$338,924
<i>Employee Donations</i>	101	2,073	4,152
<b>Total Donations</b>	140	\$135,171	\$343,076

IN-KIND DONATIONS

September Donations: \$0

FY '18 YTD: \$49,764

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**SUBJECT: GIFT TYPES, TERMS AND DEFINITIONS**

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**1.0 AUCTIONS**

- 1.1. Only the difference between the fair market value of the item and the purchase price may be counted as a tax-deductible gift by the purchaser. For example, a piece of artwork valued at \$100.00 is purchased for \$250.00. The amount considered a gift would be \$150.00.
- 1.2. In order to establish charitable intent, the donor must be able to show that he or she knew the value of the item being auctioned before the bidding begins. This can be achieved by publishing a catalog of items offered at the auction, or posting the fair market value next to the item before bidding starts.
- 1.3. If the auction item has been donated, the item should be reported as a non-cash gift. The donor must establish a value for the donated item (see In-Kind Gifts).
- 1.4. Each purchaser of an auction item must fill out a receipt for auction purchase form. These receipts should be attached to a *Gifts Transmittal form* and forwarded to the Advancement Office.

**2.0 BEQUESTS OR DEFERRED GIFTS**

- 2.1. Bequests are gifts made through a donor's will, living trust, or estate plan. Deferred gifts are gifts conveyed to the Snow College at some later date or in such a way that the donor receives lifetime income such as charitable gift annuities, charitable trusts, etc. Bequests and deferred gifts must be reported to the Snow College Foundation as soon as notice of such a gift or the intent of such a gift is received, to ensure all applicable statutes, policies and regulations are followed and appropriate recognition is provided.

**3.0 CONFERENCE SUPPORT GIFTS**

- 3.1. Generally, conferences and symposia are budgeted projects which would typically have all expenses related to the event covered by the College or one of its units. The College welcomes contributions from private sources to support such events with the following stipulations:
  - (a) As with all gifts, the donor must have a charitable intent when donating to underwrite the activity. The Advancement Office must be contacted if it appears that the donor is 'purchasing' the services of the College or is receiving benefits not commensurate with a charitable contribution.
  - (b) If the donor (or in the case of organizations, the representative of the donor) is planning on attending the event, any applicable registration fees must be paid separately, in addition to the gift, or the amount of the gift must be reduced by the fair value of admission or other benefit received (see Quid Pro Quo Gifts).
  - (c) It is the responsibility of the department sponsoring the event to ensure that the distinction is clearly explained to the donor.

#### 4.0 DETERMINING THE DONOR

4.1. Under the vast majority of cases, the person or organizations whose name appears on the face of the check shall be considered the legal donor of a gift. For gifts of securities and real property, the person or organization in whose name that property was registered is considered the donor. Exceptions are cashier's checks and money orders, which are provided by banks to their customers as a convenience. In this case, the person or organization on whose behalf the cashier's check or money order is drawn is considered the donor (see Honoraria as Gifts). If you are uncertain about whom the proper donor is, please contact the Advancement Office for assistance.

4.2. Common examples of when it may be difficult to determine the donor are listed below:

- (a) A donor maintains a fund (normally a donor advised fund) with a community foundation (e.g., Community Foundation for Southern Utah) or a charitable gift fund (e.g., Fidelity Charitable Gift Fund) directs the foundation or fund to issue a check to the Snow College Foundation. The community foundation or charitable gift fund, not the individual, is the legal donor, although the individual may receive 'soft credit' for the gift. (See Soft Credit Donations). Please note: As per IRS regulations, funds distributed from a third-party charitable organization may not be used to satisfy a personal legally enforceable pledge obligation.
- (b) Several people pool their money, giving that money to a person who writes a check as a charitable contribution. In this case, the legal donor is the person who wrote the check, not the people who provided the money.
- (c) Someone gives money to an organization that collects money for dispersal to other charities, designating that the funds be given to the College. The legal donor is the organization, not the individual, although 'soft credit' would be given.
- (d) A legally enforceable pledge is made under an individual's name, but the pledge payment is paid with a third party check. The tax receipt will be issued in the name of the third party, not the individual. Please note: This payment from the third party may not legally be applied against the personal pledge obligation, unless the third party is specifically a party to the original and accepted pledge.
- (e) Priority seating rights for athletic events are held by Mr. D., who allows his friend Mr. Y to pay attendance fees and contributions associated with priority seating charges. The tax receipt for the contribution portion will be sent to Mr. Y, who actually issued the check.

## 5.0 ENDOWMENTS

- 5.1. An endowment is a fund where the principal (corpus) is held for investment and the payout declared on the principal is made available for spending as directed by the donor. There is only one authorized repository for endowment gifts: The Snow College Foundation. Endowment gifts are subject to the provisions of the Advancement Office Policies and Endowment and Investment Policies. Please refer to the *Endowment Agreement form* for more information.

## 6.0 FAIR MARKET VALUE

- 6.1. This is the value attached to any benefit given to a donor in exchange for his or her contribution and is defined as what a reasonable person would expect to pay for the item in an open market. Any item representing more than a token fair market value, as defined by IRS policies, must be deducted from the total donor contribution to determine the tax-deductible amount of the gift. An example would be a dinner for which attendance is priced at \$50. If the value of the dinner were \$15, the donor's tax-deductible portion of the \$50.00 attendance charge would be reduced by \$15.00. Please note there is a distinct difference between the cost of an item and the fair market value (see Quid Pro Quo Gifts).

## 7.0 GIFTS MADE BY COLLEGE EMPLOYEES

- 7.1. While Snow College appreciates charitable financial support of its faculty members and staff, care must be taken to ensure that such support follows all restrictions and requirements of the College, the Board of Regents, the State of Utah and the Internal Revenue Service. Internal Revenue Code section 170 allows a donor to receive a tax deduction for charitable contributions (gifts) made during the year to qualified organizations such as the Snow College Foundation. Deductibility is ascertained by donor intent. Generally, contributions made by College employees to the Foundation are tax deductible if they are made with a "detached and disinterested" generosity. A faculty or staff member who wishes to contribute a gift in support of their department must submit an Employee Donor Agreement Form. A faculty or staff member who wishes to contribute to a gift account from which they may benefit must submit a letter stating the following:
- (a) The gift account is for general purposes of the unit and is not specifically related to the donor's research or other work.
  - (b) The funds from the gift account are dispensed impartially and the donor is not the signer on the account, and
  - (c) The sum of the gifts from the donor, his or her immediate family and/or other related entities do not constitute the majority of the funds in the account.

(d) This letter must be signed and dated by the faculty or staff donor, approved in writing by the responsible Dean or Department Head, attached to the Raiser's Edge Gift Report and forwarded to the Central Gifts Office. The Central Gifts Office will forward the letter to the appropriate fund accountant at Sponsored Projects Services Office.

#### 8.0 HONORARIA AS GIFTS

8.1. Honoraria are defined under IRS policy as payments for services rendered by the speaker and/or consultant and are reportable as income to that speaker or consultant for personal income tax purposes. Whereas in many cases the organization paying the honorarium makes the check payable to Snow College or one of its units, the honorarium still represents a payment for services rendered and is considered income to the speaker/consultant. If possible, the organization paying the honorarium should make the check payable to the individual. The individual will not receive a gift receipt for a directed honorarium. Faculty or staff members who receive honoraria are welcome to donate these payments to the College, and he or she will benefit from the charitable deduction as a result, however to remain in compliance with IRS code, the check must be from the faculty or staff member and not the organization issuing the honoraria

#### 9.0 INTERNSHIPS

9.1. Internships are established from funds given to Snow College academic departments by agencies, corporations or businesses to support student interns. When a donor and Snow College have agreed, the College will administer internship funds.

#### 10.0 MEMORIAL GIFTS

10.1. Memorial gifts are made in memory of a deceased person. The donation can be designated to a variety of purposes, including, but not limited to, scholarships, research, and academic support. A memorial gift may also be unrestricted in nature. Memorial gifts cannot be used to establish a named endowment unless the sum total of gifts received reaches or exceeds \$10,000. Note: The Advancement Office will receipt these gifts, but the benefiting unit should acknowledge them because of the sensitive nature of these gifts. If a notificant is specified with the gift, the Advancement Office will periodically send an acknowledgement including the names of donors (but not amounts) who have made gifts in memory of the deceased.

#### 11.0 IN-KIND GIFTS

11.1. Gifts in-kind (GIK) are non-cash donations of materials or long-lived assets, such as stocks and securities; real estate; and other items requiring more

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than nominal effort to be converted into cash. Per IRS regulations, any item the donor values over \$500 requires the donor to complete and sign IRS Form 8283; any item the donor values over \$5,000 requires that Form 8283 be completed and signed by the donor and the charity and that a written appraisal be provided by the donor. It is the responsibility of the College representative accepting the gift to consult with Advancement staff prior to acceptance. It is important that the representative, department, program, or office consider the value of the gift to the College. For ease of processing, the Snow College Foundation has created a comprehensive Gift in-Kind form that can be filled out by any department. There are two kinds of these non-cash gifts:

- (a) **Related Use:** These are in-kind gifts that are to be used as-is by the receiving department or unit. Related use gifts should be processed through the Advancement Office.
- (b) **Unrelated Use:** These are in-kind gifts that are given with the intention that the College will convert these items into cash, usually by selling the item. Unrelated use gifts should also be processed through the Advancement

**11.2. Acceptance of Gifts in-Kind**

**11.2.1. Gifts Retained for the College's Operational Use**

The Snow College Foundation accepts gifts in-kind (non-cash gifts) that will be retained for the College's operational use, such as equipment and furniture. These items can be donated directly to the department if the intent is to retain the property for a period of three years or more. In consultation with the Advancement Office staff, once a department determines that it will accept a gift to the College, the department receiving the gift is required to send the completed Gift in-Kind Form to the Advancement Office. Initial approval for accepting gifts in-kind rests with the appropriate Dean or designee. The department is responsible for coordinating with the Controller's Office to ensure the gift in-kind property is appropriately inventoried, if applicable. Gift and administrative fees are not imposed on gifts in-kind accepted by the College.

**11.2.2. Gifts to be Sold or Retained for Less than Three Years**

For donated property that is to be retained for less than three years or to be sold upon acceptance, the donation should be made directly to the Foundation. When the donation involves a sellable asset, the Executive Director determines whether the Foundation Board needs to make an acceptance decision. Unless other arrangements have been made, tangible personal property donated to the Foundation will be liquidated as soon as possible and proceeds used to benefit the College. If costs are incurred, administrative fees may be imposed on gifts in-kind donated through the Foundation when the property is liquidated. The Gift in-Kind form will be

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used by the Foundation to prepare Form 8283 and send a gift acknowledgement to the donor.

### 11.3. Gift Valuation

With the exception of stocks and securities, and in accordance with IRS regulations, the donor is responsible for determining the value of in-kind gifts. Donors should establish the fair market value of the gift with a recognized independent appraiser. A "qualified appraisal" is required by the IRS to substantiate a donor's charitable deduction for in-kind gifts with a value of \$5,000 or more. College personnel are not qualified appraisers, and federal regulations do not permit the College to give appraisals or estimates of value (see Gifts Other Than Monies).

#### 11.3.1. Fair Market Value (FMV) for In-Kind Gifts

Refers to the value placed on the gift for donor stewardship and property control purposes. GIK are recorded at FMV. The methodology used for determining fair value should be documented. Fair market value may be determined by:

- A written appraisal by an independent, qualified appraiser, or
- Documentation obtained from a qualified outside source such as 'blue book' or a knowledgeable dealer, or
- Identifying what it would cost the university if it were to purchase the gift outright from a vendor or an original bill of sale for new equipment.

Documentation that supports the gift's value should be submitted at the time the gift is to be booked by the receiving department or program. In certain cases, College departments may pay for appraisals if they deem it necessary and appropriate for proper insurance and inventory, but NOT to substantiate the value for the donor. Please note that neither the College nor the Foundation should ever pay for an appraisal for a donor. Both entities will never certify the value of the gift to the donor.

### 11.4. Use of Legal Counsel

The Snow College Foundation will seek the advice of legal counsel in matters relating to acceptance of gifts when appropriate. Review by counsel is recommended for:

- Gifts of securities that are subject to restrictions or buy-sell agreements.
- Documents naming Snow College as trustee or requiring the College or Foundation to act in any fiduciary capacity.
- Gifts requiring the College or Foundation to assume financial or other obligations.

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- Transactions with potential conflicts of interest.
- Gifts of property which may be subject to environmental or other regulatory restrictions.

#### 11.5. Restrictions on Gifts

The Foundation will not accept gifts that (a) would result in the Snow College Foundation violating its corporate charter, (b) would result in the Foundation losing its status as an IRS 501(c)(3) not-for-profit organization, (c) are too difficult or too expensive to administer in relation to their value, (d) would result in any unacceptable consequences for the College or Foundation, or (e) are for purposes outside the College or Foundation's mission.

Decisions on the restrictive nature of a gift, and its acceptance or refusal, shall be made by the Foundation Board, in consultation with the Executive Director, and legal counsel when appropriate.

#### 12.0 OFFICIAL RECEIPT DATE

##### 12.1. The official receipt date will normally reflect the date of processing.

Establishing the official date of the gift is the responsibility of the donor per IRS regulations; however, we can assist donors by being aware of the following in seasonal periods where the date of gift is critical (end of calendar year, for example).

- (a) If the check has been mailed through the US Postal Service, the postmark on the envelope can be used to establish date of gift.
- (b) If the gift has been sent via FedEx, etc. the date of gift is the date it was accepted by a College representative.
- (c) If gift is made by a credit card, the date of gift is the date the charge was actually accepted by the credit card company.

#### 13.0 GIFT PLEDGE AND GIFT COMMITMENTS

13.1. A donor's promise to give money or other property at some specific time in the future may take two forms, a legally binding pledge or a gift commitment. These approved forms must be used to record a gift promise to the College. (See Pledge and Commitment forms)

- (a) Gift Pledge: A legally binding agreement in the form of a contract, where both parties have agreed to specific described actions. Only those parties who have signed the pledge agreement may fulfill the

terms of the pledge. A gift pledge payment from any other source (including a donor advised fund, family foundation, etc.) should not be used to make payments on a gift pledge as it could result in an adverse tax or financial result to the donor.

(b) Gift Commitment: A completed gift commitment form records a donor's intention to make a defined gift over a period of time for a specified purpose. It is not a legally binding agreement, but serves to document a commitment to make a gift. This form gives the donor the greatest flexibility in fulfilling their commitment as there are no legal constraints on how a gift commitment may be satisfied.

13.2. Under certain circumstances a Gift Pledge is required. Examples are expenditures that will require borrowing of funds commercially to meet College objectives, or capital construction projects where facility naming rights will be used as part of the acknowledgment process or other circumstances where the College is relying on the pledge.

#### 14.0 QUID PRO QUO GIFTS

14.1. A quid pro quo donation is one in which the donor's payment is made partly as a contribution, partly in payment of goods received. An example would be a contribution of \$50 required to attend a dinner, \$15 of which covers the value of the dinner (see Fair Market Value).

#### 15.0 RAFFLES

15.1. The price of entering a raffle is a purchase and is not considered a gift. All raffle tickets must state clearly on the ticket that this purchase is not a tax-deductible donation. Raffles must conform to specific rules, so it is important that a department contact the Advancement Office prior to holding a raffle.

#### 16.0 RESPONSIBILITIES FOR GIFT MONIES

16.1. Acceptance of any gift signifies the College/Foundation's willingness to administer gift funds in compliance with donor directions. Responsibility of initial acceptance lies with the Advancement Office. Responsibility of further monitoring of gift funds for compliance lies with the department or division head.

#### 17.0 RESTRICTED GIFTS

17.1. Restricted gifts are received with the stipulation that the contribution be used for a specific purpose such as faculty recruitment, equipment purchases, student financial assistance or research other than for contract research purposes. Gifts may also be restricted to support the research performed by a specific individual. While the funds may be unrestricted to Dr. X, from the College's point of view these funds are restricted since they may only be used to support the research performed Dr. X. This type of gift is still a gift to the College and is not the property of the individual.

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## 18.0 SCHOLARSHIP GIFTS

18.1. Scholarship gifts support the education of students. Scholarships are awarded through the Office of Student Financial Aid according to criteria approved by the OSFA and the donor(s). Some scholarships are endowed; others are supported by annual donations. Payments from individuals or organizations for scholarships to specific students are not gifts or tax-deductible according to IRS regulations.

## 19.0 SOFT CREDIT DONATIONS

19.1. Soft credit allows the College to acknowledge the efforts of persons other than the legal donor, who were instrumental in providing the gift, while not compromising the College's legal obligation to record and receipt the gift correctly. While these important people should be thanked, care must be taken to ensure the acknowledgment clearly states the legal donor (See Determining the Donor).

## 20.0 STUDENT LOAN FUNDS

20.1. Student loan funds are donor-established funds that are loaned to students and administered by the College. The funds are repaid to the College, or designated third party, by the students who accepted the loan. The Office of Student Financial Aid makes loan awards, as with scholarships. Since loan funds require collection efforts by Snow College, the acceptance of such funds, including terms and conditions, require the approval of the Vice President for Finance or his/her designee.

## 21.0 TRANSFERS OF GIFT FUNDS

21.1. The Snow College Foundation will not normally initiate a transfer of gift funds to another institution. The Snow College Foundation considers all gifts to be irrevocable. The Snow College Foundation accepts gifts for specific

areas or departments, or to support specific projects under the direction of specific individuals, but does not accept gifts given to individuals.

# Holiday Music Spectacular!

Please join us to celebrate the season

EPHRAIM  
December 1 Eccles Center for the Performing Arts

RICHFIELD  
December 8 Sevier Valley Center

SALT LAKE CITY  
December 9 Highland High School

7:30 p.m.

*Tickets can be purchased through the Snow College  
Performing Arts Box Office at (435) 283-7478.*



## Foundation Board Meetings Proposed Dates

Proposed 2018 Foundation Board meetings if held on the second Wednesday of each quarter **as currently convened:**

**February 14**  
**August 8**

**May 9**  
**November 14**

Proposed 2018 Foundation Board meetings if held on the second Wednesday of each quarter beginning in **January:**

**January 10**  
**July 11**

**April 11**  
**October 10**

Proposed 2018 Foundation Board meetings if held on the second Wednesday of each quarter beginning in **March:**

**March 14**  
**September 12**

**June 13**  
**December 12**

COPY

Form **990**

# Return of Organization Exempt From Income Tax

OMB No. 1545-0047

## 2015

### Open to Public Inspection

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)  
▶ Do not enter social security numbers on this form as it may be made public.  
▶ Information about Form 990 and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

Department of the Treasury  
Internal Revenue Service

**A** For the 2015 calendar year, or tax year beginning January 1, 2015, and ending December 31, 20 15

**B** Check if applicable:  
 Address change  
 Name change  
 Initial return  
 Final return/terminated  
 Amended return  
 Application pending

**C** Name of organization Snow College Foundation  
 Doing business as \_\_\_\_\_  
 Number and street (or P.O. box if mail is not delivered to street address) Room/suite  
150 College Avenue  
 City or town, state or province, country, and ZIP or foreign postal code  
Ephraim, UT 84627

**D** Employer identification number  
94-2785555

**E** Telephone number  
435-283-7061

**G** Gross receipts \$ 2,917,641

**F** Name and address of principal officer: Rosie Connor  
150 College Avenue, Ephraim, UT 84627

**H(a)** Is this a group return for subordinates?  Yes  No  
**H(b)** Are all subordinates included?  Yes  No  
 If "No," attach a list. (see instructions)

**I** Tax-exempt status:  501(c)(3)  501(c) ( ) ◀ (insert no.)  4947(a)(1) or  527

**J** Website: ▶ www.snow.edu

**K** Form of organization:  Corporation  Trust  Association  Other ▶

**L** Year of formation: 1982 **M** State of legal domicile: UT

**H(c)** Group exemption number ▶

Part I Summary		Prior Year	Current Year
Activities & Governance	<b>1</b> Briefly describe the organization's mission or most significant activities: <u>Provide support activities for the benefit of Snow College.</u>		
	<b>2</b> Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	<b>3</b> Number of voting members of the governing body (Part VI, line 1a) . . . . .	<u>3</u>	<u>19</u>
	<b>4</b> Number of independent voting members of the governing body (Part VI, line 1b) . . . . .	<u>4</u>	<u>16</u>
	<b>5</b> Total number of individuals employed in calendar year 2015 (Part V, line 2a) . . . . .	<u>5</u>	
	<b>6</b> Total number of volunteers (estimate if necessary) . . . . .	<u>6</u>	
	<b>7a</b> Total unrelated business revenue from Part VIII, column (C), line 12 . . . . .	<u>7a</u>	
<b>b</b> Net unrelated business taxable income from Form 990-T, line 34 . . . . .	<u>7b</u>		
Revenue	<b>8</b> Contributions and grants (Part VIII, line 1h) . . . . .	<u>922,926</u>	<u>2,909,289</u>
	<b>9</b> Program service revenue (Part VIII, line 2g) . . . . .		
	<b>10</b> Investment income (Part VIII, column (A), lines 3, 4, and 7d) . . . . .	<u>1,780</u>	<u>8,352</u>
	<b>11</b> Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) . . . . .		
	<b>12</b> Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12) . . . . .	<u>924,706</u>	<u>2,917,641</u>
Expenses	<b>13</b> Grants and similar amounts paid (Part IX, column (A), lines 1–3) . . . . .	<u>633,874</u>	<u>2,994,882</u>
	<b>14</b> Benefits paid to or for members (Part IX, column (A), line 4) . . . . .		
	<b>15</b> Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10) . . . . .		
	<b>16a</b> Professional fundraising fees (Part IX, column (A), line 11e) . . . . .		
	<b>b</b> Total fundraising expenses (Part IX, column (D), line 25) ▶		
	<b>17</b> Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e) . . . . .	<u>35,076</u>	<u>224,486</u>
<b>18</b> Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25) . . . . .	<u>668,951</u>	<u>3,219,368</u>	
<b>19</b> Revenue less expenses. Subtract line 18 from line 12 . . . . .	<u>255,756</u>	<u>-301,727</u>	
Net Assets or Fund Balances	<b>20</b> Total assets (Part X, line 16) . . . . .	<u>1,283,884</u>	<u>966,036</u>
	<b>21</b> Total liabilities (Part X, line 26) . . . . .	<u>45,473</u>	<u>39,985</u>
	<b>22</b> Net assets or fund balances. Subtract line 21 from line 20 . . . . .	<u>1,238,411</u>	<u>926,051</u>

## Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

**Sign Here** ▶ Signature of Officer Rosie Connor Date 11/14/16  
 ▶ Type or print name and title Executive Director

**Paid Preparer Use Only**

Print/Type preparer's name \_\_\_\_\_ Preparer's signature \_\_\_\_\_ Date \_\_\_\_\_ Check  if self-employed PTIN \_\_\_\_\_

Firm's name ▶ \_\_\_\_\_ Firm's EIN ▶ \_\_\_\_\_  
 Firm's address ▶ \_\_\_\_\_ Phone no. \_\_\_\_\_

May the IRS discuss this return with the preparer shown above? (see instructions) . . . . .  Yes  No

**Part III Statement of Program Service Accomplishments**

Check if Schedule O contains a response or note to any line in this Part III

1 Briefly describe the organization's mission:  
**Provide support activities for the benefit of Snow College.**  
.....  
.....

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?  Yes  No  
If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services?  Yes  No  
If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code: \_\_\_\_\_) (Expenses \$ \_\_\_\_\_ including grants of \$ \_\_\_\_\_) (Revenue \$ \_\_\_\_\_)  
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.....  
.....

4b (Code: \_\_\_\_\_) (Expenses \$ \_\_\_\_\_ including grants of \$ \_\_\_\_\_) (Revenue \$ \_\_\_\_\_)  
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.....  
.....

4c (Code: \_\_\_\_\_) (Expenses \$ \_\_\_\_\_ including grants of \$ \_\_\_\_\_) (Revenue \$ \_\_\_\_\_)  
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.....  
.....

4d Other program services (Describe in Schedule O.)  
(Expenses \$ \_\_\_\_\_ including grants of \$ \_\_\_\_\_) (Revenue \$ \_\_\_\_\_)

4e Total program service expenses ▶

**Part IV Checklist of Required Schedules**

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A . . . . .	1 ✓	
2 Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)? . . . . .	2 ✓	
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I . . . . .	3	✓
4 <b>Section 501(c)(3) organizations.</b> Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II . . . . .	4	✓
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III . . . . .	5	✓
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I . . . . .	6	✓
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II . . . . .	7	✓
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III . . . . .	8	✓
9 Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV . . . . .	9	✓
10 Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V . . . . .	10	✓
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI . . . . .	11a ✓	
b Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII . . . . .	11b	✓
c Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII . . . . .	11c	✓
d Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX . . . . .	11d ✓	
e Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X . . . . .	11e	✓
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X . . . . .	11f	✓
12 a Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI and XII . . . . .	12a	✓
b Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional . . . . .	12b ✓	
13 Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E . . . . .	13	✓
14 a Did the organization maintain an office, employees, or agents outside of the United States? . . . . .	14a	✓
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? If "Yes," complete Schedule F, Parts I and IV. . . . .	14b	✓
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? If "Yes," complete Schedule F, Parts II and IV . . . . .	15	✓
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV. . . . .	16	✓
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I (see instructions) . . . . .	17	✓
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II . . . . .	18	✓
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III . . . . .	19	✓

**Part IV Checklist of Required Schedules (continued)**

	Yes	No
20 a Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H . . . . .</i>		✓
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return? . . . . .		
21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II . . . . .</i>	✓	
22 Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III . . . . .</i>		✓
23 Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J . . . . .</i>		✓
24a Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a . . . . .</i>		✓
b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? . . . . .		
c Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds? . . . . .		
d Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year? . . . . .		
25a <b>Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.</b> Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I . . . . .</i>		✓
b Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I . . . . .</i>		✓
26 Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? <i>If "Yes," complete Schedule L, Part II . . . . .</i>		✓
27 Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III . . . . .</i>		✓
28 Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions):		
a A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV . . . . .</i>		✓
b A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV . . . . .</i>		✓
c An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? <i>If "Yes," complete Schedule L, Part IV . . . . .</i>		✓
29 Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M . . . . .</i>	✓	
30 Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M . . . . .</i>	✓	
31 Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I . . . . .</i>		✓
32 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II . . . . .</i>		✓
33 Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I . . . . .</i>		✓
34 Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1 . . . . .</i>	✓	
35a Did the organization have a controlled entity within the meaning of section 512(b)(13)? . . . . .		✓
b If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2 . . . . .</i>		
36 <b>Section 501(c)(3) organizations.</b> Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2 . . . . .</i>	✓	
37 Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI . . . . .</i>		✓
38 Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? <b>Note.</b> All Form 990 filers are required to complete Schedule O.	✓	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V

Table with columns for question number, question text, and Yes/No response boxes. Includes sections for Form 1096, Form W-2G, Form W-3, Form 8886-T, Form 8282, Form 8899, Form 1098-C, Form 4966, Form 501(c)(7), Form 501(c)(12), Form 4947(a)(1), and Form 501(c)(29).

**Part VI Governance, Management, and Disclosure** For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions. Check if Schedule O contains a response or note to any line in this Part VI

**Section A. Governing Body and Management**

		Yes	No
<b>1a</b>	Enter the number of voting members of the governing body at the end of the tax year . . . . . If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O.	<b>1a</b>	<b>19</b>
<b>b</b>	Enter the number of voting members included in line 1a, above, who are independent . . . . .	<b>1b</b>	<b>16</b>
<b>2</b>	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee? . . . . .	<input checked="" type="checkbox"/>	
<b>3</b>	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, or trustees, or key employees to a management company or other person? . . . . .		<input checked="" type="checkbox"/>
<b>4</b>	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed? . . . . .		<input checked="" type="checkbox"/>
<b>5</b>	Did the organization become aware during the year of a significant diversion of the organization's assets? . . . . .		<input checked="" type="checkbox"/>
<b>6</b>	Did the organization have members or stockholders? . . . . .		<input checked="" type="checkbox"/>
<b>7a</b>	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body? . . . . .		<input checked="" type="checkbox"/>
<b>b</b>	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body? . . . . .		<input checked="" type="checkbox"/>
<b>8</b>	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:		
<b>a</b>	The governing body? . . . . .	<input checked="" type="checkbox"/>	
<b>b</b>	Each committee with authority to act on behalf of the governing body? . . . . .	<input checked="" type="checkbox"/>	
<b>9</b>	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O. . . . .		<input checked="" type="checkbox"/>

**Section B. Policies** (This Section B requests information about policies not required by the Internal Revenue Code.)

		Yes	No
<b>10a</b>	Did the organization have local chapters, branches, or affiliates? . . . . .		<input checked="" type="checkbox"/>
<b>b</b>	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? . . . . .		
<b>11a</b>	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? . . . . .		<input checked="" type="checkbox"/>
<b>b</b>	Describe in Schedule O the process, if any, used by the organization to review this Form 990. . . . .		
<b>12a</b>	Did the organization have a written conflict of interest policy? If "No," go to line 13 . . . . .	<input checked="" type="checkbox"/>	
<b>b</b>	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? . . . . .	<input checked="" type="checkbox"/>	
<b>c</b>	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done . . . . .	<input checked="" type="checkbox"/>	
<b>13</b>	Did the organization have a written whistleblower policy? . . . . .		<input checked="" type="checkbox"/>
<b>14</b>	Did the organization have a written document retention and destruction policy? . . . . .		<input checked="" type="checkbox"/>
<b>15</b>	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
<b>a</b>	The organization's CEO, Executive Director, or top management official . . . . .		<input checked="" type="checkbox"/>
<b>b</b>	Other officers or key employees of the organization . . . . .		<input checked="" type="checkbox"/>
	If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions). . . . .		
<b>16a</b>	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year? . . . . .		<input checked="" type="checkbox"/>
<b>b</b>	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements? . . . . .		

**Section C. Disclosure**

- 17** List the states with which a copy of this Form 990 is required to be filed ► **Utah**
- 18** Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.  
 Own website     Another's website     Upon request     Other (explain in Schedule O)
- 19** Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.
- 20** State the name, address, and telephone number of the person who possesses the organization's books and records: ►  
**Meagan White & Rosie Connor, 150 College Avenue, Ephraim, Utah 84627**

**Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**

Check if Schedule O contains a response or note to any line in this Part VII

**Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees**

**1a** Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

List persons in the following order: individual trustees or directors; institutional trustees; officers; key employees; highest compensated employees; and former such persons.

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) Randy Cox Chair	1			✓				0	0	0
(2) Leann Stoddard Vice Chair	1			✓				0	0	0
(3) Gary Carlston Secretary	.25			✓				0	0	0
(4) Jake Dettinger Treasurer	.25			✓				0	0	0
(5) Rosie Connor Executive Director	10			✓				0	72,846	72,846
(6) Douq Barton Board Member	1	✓	✓					0	0	0
(7) Eddie Cox Board Member	1	✓						0	0	0
(8) David Blackham Board Member	1	✓						0	0	0
(9) Leonard Blackham Board Member	1	✓						0	0	0
(10) Timothy Blackham Board Member	1	✓						0	0	0
(11) Michael Carlston Board Member	1	✓						0	0	0
(12) David Christensen Board Member	1	✓	✓					0	0	0
(13) Jared Eldridge Board Member	1	✓						0	0	0
(14) Mark Howard Board Member	1	✓						0	0	0

**Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees** (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(15) Isaac Jacobson Board Member	1	<input checked="" type="checkbox"/>						0	0	0
(16) Mark Jones Board Member	1	<input checked="" type="checkbox"/>						0	0	0
(17) Lori Nay Board Member	1	<input checked="" type="checkbox"/>						0	0	0
(18) Dave Parrish Board Member	1	<input checked="" type="checkbox"/>						0	0	0
(19) Jim Tatton Board Member	1	<input checked="" type="checkbox"/>						0	0	0
(20)										
(21)										
(22)										
(23)										
(24)										
(25)										
<b>1b Sub-total</b>								0	0	0
<b>c Total from continuation sheets to Part VII, Section A</b>										
<b>d Total (add lines 1b and 1c)</b>								0	0	0

**2** Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization **0**

	Yes	No
<b>3</b> Did the organization list any <b>former</b> officer, director, or trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>		<input checked="" type="checkbox"/>
<b>4</b> For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i>		<input checked="" type="checkbox"/>
<b>5</b> Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>		<input checked="" type="checkbox"/>

**Section B. Independent Contractors**

**1** Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

**2** Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization **0**

**Part VIII Statement of Revenue**

Check if Schedule O contains a response or note to any line in this Part VIII

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514	
<b>Contributions, Gifts, Grants and Other Similar Amounts</b>	<b>1a</b> Federated campaigns . . . . .	<b>1a</b>					
	<b>b</b> Membership dues . . . . .	<b>1b</b>					
	<b>c</b> Fundraising events . . . . .	<b>1c</b>					
	<b>d</b> Related organizations . . . . .	<b>1d</b>					
	<b>e</b> Government grants (contributions)	<b>1e</b>					
	<b>f</b> All other contributions, gifts, grants, and similar amounts not included above	<b>1f</b>	2,909,289				
	<b>g</b> Noncash contributions included in lines 1a-1f: \$		1,474,629				
	<b>h Total.</b> Add lines 1a-1f . . . . .		2,909,289				
<b>Program Service Revenue</b>	<b>2a</b> _____ <b>Business Code</b>						
	<b>b</b> _____						
	<b>c</b> _____						
	<b>d</b> _____						
	<b>e</b> _____						
	<b>f</b> All other program service revenue . . . . .						
	<b>g Total.</b> Add lines 2a-2f . . . . .		0				
<b>Other Revenue</b>	<b>3</b> Investment income (including dividends, interest, and other similar amounts) . . . . .		8,352	8,352			
	<b>4</b> Income from investment of tax-exempt bond proceeds						
	<b>5</b> Royalties . . . . .						
	<b>6a</b> Gross rents . . . . .	(i) Real	(ii) Personal				
		<b>b</b> Less: rental expenses					
		<b>c</b> Rental income or (loss)					
		<b>d</b> Net rental income or (loss) . . . . .					
	<b>7a</b> Gross amount from sales of assets other than inventory	(i) Securities	(ii) Other				
		<b>b</b> Less: cost or other basis and sales expenses . . . . .					
		<b>c</b> Gain or (loss) . . . . .					
		<b>d</b> Net gain or (loss) . . . . .					
	<b>8a</b> Gross income from fundraising events (not including \$ of contributions reported on line 1c). See Part IV, line 18 . . . . .	<b>a</b>					
		<b>b</b> Less: direct expenses . . . . .	<b>b</b>				
		<b>c</b> Net income or (loss) from fundraising events . . . . .					
	<b>9a</b> Gross income from gaming activities. See Part IV, line 19 . . . . .	<b>a</b>					
		<b>b</b> Less: direct expenses . . . . .	<b>b</b>				
		<b>c</b> Net income or (loss) from gaming activities . . . . .					
<b>10a</b> Gross sales of inventory, less returns and allowances . . . . .	<b>a</b>						
	<b>b</b> Less: cost of goods sold . . . . .	<b>b</b>					
	<b>c</b> Net income or (loss) from sales of inventory . . . . .						
Miscellaneous Revenue		<b>Business Code</b>					
<b>11a</b> _____							
<b>b</b> _____							
<b>c</b> _____							
<b>d</b> All other revenue . . . . .							
<b>e Total.</b> Add lines 11a-11d . . . . .							
<b>12 Total revenue.</b> See instructions. . . . .			2,917,641				