A MESSAGE FROM THE DEAN

Amir Pasic

Advancing Knowledge, Building Community

Community is the lens through which we approach the world.

Attracting outstanding students and leading experts and engaging them in conversations, teaching, and research that reflect our shared commitment to improving philanthropy—this is the way in which the Indiana University Lilly Family School of Philanthropy develops and nurtures both community and impact.

As a school, we are focused on creating meaningful, long-term relationships and results that contribute to discovering new knowledge to assist all who care about community, advancing opportunities for our students to learn and serve, and ultimately improve the human condition. As innovators in higher education, we are committed to the lasting values of serious, interdisciplinary inquiry. We are also devoted to helping philanthropists everywhere understand and solve real problems. In both our inquiry and our outreach, we honor the irreplaceable value of an authentic community to make things happen, to make them last, and to give us purpose.

Our students and their purposes, passions, and goals are at the heart of all we do, and they and our alumni are our greatest sources of inspiration. We thank you, our colleagues, supporters, and friends, for your support and encouragement of our work and for all you do on our behalf.

Best regards,

Amir Pasic
Eugene R. Tempel Dean
Indiana University Lilly Family School of Philanthropy
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**On the cover**

Our students create change. Erin Crowther’s passion for wild creatures and wild places will become her profession as she pursues a career in wildlife conservation.
Helene Flaxbeard ‘16 was selected to be part of the inaugural class of the American Red Cross Campus Leadership Education and Development (LEAD) program at the organization’s national headquarters. The program trains and develops leaders for executive and management positions within the American Red Cross.
The largest graduating class in the school’s history—64 students, including a record 18 bachelor’s degree recipients—was graduated from the Lilly Family School of Philanthropy. Alumnus Derrick Feldmann ’04, founder and president of Achieve and founder of the MCON national conference on Millennials and social good, was the commencement speaker.

Our students make a difference. Kirat Sandhu ’16, a National Student Advisory Committee Member for It’s On Us, took the Oscars stage with Lady Gaga to stand against sexual violence. Harriet Ivey Capstone awardee Shanel Poole, who created an organization to help young women of color, participated in The White House Young Women Empowering Communities Champions of Change conference.

Diana Aviv, CEO of Feeding America and former president and CEO of Independent Sector, is a distinguished visiting practitioner and visiting fellow and entrepreneur Michael Levitan, who is exploring an innovative endowment competition for promising nonprofits, is a visiting fellow at the school. Aviv has been a frequent speaker at the school’s symposia and events.

Lake Institute on Faith & Giving received a $750,000 grant as part of Lilly Endowment Inc.’s National Initiative to Address Economic Challenges Facing Pastoral Leaders, which helps religious organizations address issues that can impair pastors’ ability to lead congregations effectively. The institute is expanding its educational offerings, faculty, and staff to increase its capacity to serve religious leaders and congregations with the goal of training hundreds of additional leaders.
The Women's Philanthropy Institute received a three-year, $2.1 million grant from the Bill & Melinda Gates Foundation to accelerate research on gender and philanthropy. Researchers will examine factors that influence men and women to give more, and will explore giving to causes benefiting women and girls. WPI is led by Eileen Lamb O’Gara Chair in Women’s Philanthropy Professor Debra Mesch.
The David Nathan Meyerson Prize for Leadership and Giving, created by philanthropist Mort Meyerson and the David Nathan Meyerson Foundation, lets students committed to helping people in need compete for a nonprofit exploration travel scholarship and funds to grant to nonprofits. Ian Ermatinger-Salas ‘16 won a similar scholarship offered by author Leon Logothetis, who spoke at the school. Ian documented child labor, slavery, and human trafficking in Ghana.

The Human Needs Index, a new, multi-dimensional measure of poverty, was launched by The Salvation Army and the school. Based on objective data from this frontline social services nonprofit, it has less lag time than government poverty data and helps service providers and policy makers see more clearly where needs are greatest and how they are changing over time.

A new, semiannual Leadership Roundtable offered by The Fund Raising School provides senior fundraising executives from across the country with insights from the latest research, which they can apply immediately to strengthen their organization’s resources. Experts offer ideas on a range of timely issues based on new data from studies such as The Philanthropy Outlook and Giving USA.

International businessman and philanthropist Charles F. “Chuck” Feeney was honored with the school’s inaugural Stead Medal in International Philanthropy. Feeney, who made a fortune worth billions of dollars and quietly gave it all away through his foundation, The Atlantic Philanthropies, has made transformational grants totaling nearly $7.5 billion to bring about lasting change for people around the world.
Irene Lilly McCutchen and William McCutchen, Jr., were honored by the school at the IUPUI Spirit of Philanthropy Awards for Irene’s service on the Board of Visitors and the couple’s contributions to the school, including a generous lead gift through the Ruth Lilly Philanthropic Foundation for the Eugene R. Tempel Endowed Deanship. IUPUI Chancellor Nasser Paydar presented the award.
Celebrity Philanthropy, a new course to introduce students to concepts of philanthropy, civic engagement and nonprofits, brought celebrities such as Indianapolis Colts punter Pat McAfee and Indiana Fever star and Olympic medalist Tamika Catchings to campus. Students produced public service announcements for Central Indiana nonprofit partners.

Visiting Charles Stewart Mott Foundation Chair on Community Foundations Mark Sidel developed and led the school’s first course about community foundations, which explored community philanthropy, Muslim philanthropy, and current research and regulations affecting community foundations. Sidel also convened experts from across the country for a research conference on community foundations and philanthropy.

The Lilly Family School of Philanthropy launched a campaign to raise $50 million by the end of 2019, as part of the Indiana University Bicentennial “For All” Campaign. The school’s efforts will focus on three priority areas: Training the Next Generation of Nonprofit Leaders, Seeding Research and Discovery, and Convening Thought Leaders in Philanthropy.

The Stead Family Chair in International Philanthropy Lecture Series, the Arthur C. Frantzreb Lectureship, and Lake Institute hosted guest speakers #GivingTuesday Founder Henry Timms, Robin Hood Foundation President Reynold Levy, former Census Bureau Director Kenneth Prewitt, Hertie School of Governance President Helmut Anheier, Harvard Divinity School’s Jonathan Walton, author Antoine Van Agtmael, and Science of Philanthropy Initiative leader John List.
Jane Chu ’12, Chairman of the National Endowment for the Arts, earned her Ph.D. in Philanthropic Studies from the Lilly Family School of Philanthropy. Nominated by President Barack Obama in 2014 to be the nation’s 11th NEA chairman, she previously served as president and CEO of the Kauffman Center for the Performing Arts in Kansas City, Missouri.

Photo credit: Steve Peterson
The Lilly Family School of Philanthropy has completed its third fiscal year as a new school within Indiana University on the Indiana University–Purdue University Indianapolis campus and developed from the resources of the Center on Philanthropy. The school is dedicated to improving philanthropy to improve the world by training and empowering students and professionals to be innovators and leaders who create positive and lasting change. The school offers a comprehensive approach to philanthropy through its academic, research, and international programs and through The Fund Raising School, Lake Institute on Faith & Giving, and the Women’s Philanthropy Institute.

The school works in close collaboration with the Indiana University School of Public and Environmental Affairs and the School of Liberal Arts and relies on valued support from thoughtful donors and partners. We work together to meet emerging opportunities and challenges with innovative programs and to share information with nonprofit professionals and scholars. These partnerships allow us to help change lives and communities and shape the future of philanthropy in Indiana, across the nation, and around the world.

The Lilly Family School of Philanthropy continues to champion and apply the principles of financial accountability to the public, transparency and honesty, and responsible stewardship of resources. And with that, we offer this financial information to further your understanding of our commitment to excellence in all areas of our operations.

This year’s report continues to include university-appropriated funds and assessment (the fee assessed by the University for use of its administrative systems, physical plant, parking services, etc.). We believe including these details provides additional clarity to the school’s financial activity. The Financial Statement for the 2015-16 fiscal year reflects sources of revenue totaling $14.2 million and program expenses totaling $13.2 million resulting in a net positive balance of $1.02 million. This balance is comprised of $417,000 in prepaid grant funding committed to multi-year grants, $455,000 in The Fund Raising School’s net program income, the receipt of retroactive endowed directorship campus matching funds and indirect cost recovery funds reimbursed for prior years.

In the 2015-16 fiscal year the school continued to implement a conservative financial plan while building the academic programs of the new school. As have many of its partner organizations in the sector, the school plans to continue with prudent expenditure budgeting for the 2016-17 fiscal year in order to ensure its financial health and to operate as effectively and efficiently as possible.

Thank you for your continued support of the Lilly Family School of Philanthropy and its mission. Please contact us with any questions you might have about the 2015-16 fiscal year financial information.

Timothy B. Fisher
Chief Financial Officer
(317) 278-8945
tfisher@indiana.edu
### Revenue

<table>
<thead>
<tr>
<th>Description</th>
<th>2015-16</th>
<th>2014-15</th>
</tr>
</thead>
<tbody>
<tr>
<td>IU Academic Course Tuition</td>
<td>1,154,369</td>
<td>1,154,231</td>
</tr>
<tr>
<td>Training Program/Participant Fees (TFRS, Lake, WPI)</td>
<td>3,358,597</td>
<td>3,101,185</td>
</tr>
<tr>
<td>University Appropriation</td>
<td>843,208</td>
<td>808,262</td>
</tr>
<tr>
<td>Operating Income (interest earned/reserves)</td>
<td>4,122,692</td>
<td>4,445,696</td>
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<tr>
<td>Other Operating Revenue (sales, grant residuals, indirect cost recovery, etc.)</td>
<td>1,030,153 (^1)</td>
<td>942,590</td>
</tr>
<tr>
<td>Gift Revenue &amp; Net Interest (excludes pledges and operating endowment interest)</td>
<td>559,269 (^2)</td>
<td>691,228</td>
</tr>
<tr>
<td>Grant Revenue (received for grants in Research, TFRS, Lake, WPI, etc.)</td>
<td>3,167,229 (^3)</td>
<td>3,624,313</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>14,235,516</strong> (^4)</td>
<td><strong>14,767,505</strong></td>
</tr>
</tbody>
</table>

### Expenditures

<table>
<thead>
<tr>
<th>Description</th>
<th>2015-16</th>
<th>2014-15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries</td>
<td>5,366,453</td>
<td>4,909,042</td>
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<tr>
<td>Fringe Benefits</td>
<td>1,792,472</td>
<td>1,635,765</td>
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<tr>
<td>Assistantships/Scholarships</td>
<td>568,291</td>
<td>486,039</td>
</tr>
<tr>
<td>Supplies &amp; Expense (including equipment, contracts, etc.)</td>
<td>4,000,359 (^5)</td>
<td>2,813,818</td>
</tr>
<tr>
<td>Travel</td>
<td>408,946</td>
<td>441,233</td>
</tr>
<tr>
<td>University Assessment</td>
<td>831,157</td>
<td>605,965</td>
</tr>
<tr>
<td>Indirect Cost (charged on grants)</td>
<td>252,009</td>
<td>54,097</td>
</tr>
<tr>
<td><strong>Total Expenditures</strong></td>
<td><strong>13,219,686</strong> (^6)</td>
<td><strong>10,945,959</strong></td>
</tr>
</tbody>
</table>

### Net Balance (revenue less expense)

<table>
<thead>
<tr>
<th>Description</th>
<th>2015-16</th>
<th>2014-15</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Balance</strong></td>
<td><strong>1,015,830</strong> (^7)</td>
<td><strong>3,821,545</strong></td>
</tr>
</tbody>
</table>

### Notes

1. Other Revenue includes indirect cost recovery, grant residuals, materials sales (TFRS, etc.). Note that an additional $170k of prior-earned indirect cost recovery (ICR) reimbursed by Liberal Arts in 2015-16.
2. Includes gift and interest income used to offset 2015-16 operating expenses. Excludes pledges, Lilly and Lake operating endowments interest income reflected above.
3. Grant revenue includes front-loaded payments received for multi-year awards (incl. Research, Academic Programs, TFRS, Lake, WPI, etc.). Grant revenue was down slightly from prior year due to the receipt of less front-loaded multi-year grant income.
4. Overall reduction in total revenue also due to using $347k of reserves that were drawn down in 2014-15 but were carried forward and applied toward 2015-16 expenses.
5. Includes supplies, phone, computers, copying/printing, contract services (incl. space rental). Note that large increase in S&E over 2014-15 was due primarily to increase in space rent (up $281k), grant-related S&E (up $214k), TFRS S&E (up $36k), additional costs associated with moving the school to its new location, etc.
6. Overall increase in expenditures due to increase in compensation (annual salary adjustments, slight increase in fringe rate, and new positions), the large increase in S&E (as identified above in #5), the increase in University assessment ($226k) and the increase in indirect costs charged on grants (due in part to higher on-campus indirect cost rate).
7. Positive net balance ($1,015m) primarily consisting of $417k in prepaid multi-year grant funding, $455k in net TFRS program income ($1.13m actual less $675k for school operating) and $170k of ICR (see note 1).
Sources of Revenue 2015-16

- 22.2% Grant Revenue Received (includes Research, TFRS, etc.)
- 21.7% The Fund Raising School (includes course training fees)
- 19.3% Endowment Interest Income (operating endowment interest earned/reserves)
- 8.1% IU Academic Course Tuition
- 6.8% Other – Indirect cost recovery, materials sales (TFRS, Giving USA, etc.), not allocated to a particular program
- 6.2% Lake Institute on Faith & Giving
- 5.9% University Appropriation
- 4.7% Other Operating Reserves (TFRS Cash Reserve)
- 3.9% Gift Revenue and Interest (excludes pledges and operating endowment interest)
- 1.1% Women’s Philanthropy Institute

Total Revenue $14,235,516

Program Expenses 2015-16

- 24.6% Academic Programs (includes financial aid/fellowships)
- 20.8% Grant Expenditures
- 15.4% The Fund Raising School
- 11.3% Other – Expenses not allocated to a particular program (school-wide)
- 6.4% Administration (includes Dean’s Office, Finance, Technology)
- 6.3% University Assessment
- 4.4% Development
- 4.3% Lake Institute on Faith & Giving
- 2.4% Communications & External Relations
- 1.9% Women’s Philanthropy Institute
- 1.2% International Programs
- 1.1% Research (non-grant funded general operating)

Total Expenses $13,219,686
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2015-16

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2015-16

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Chief Financial Officer

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Eileen Lamb O’Gara Chair in Women’s Philanthropy Director, Women’s Philanthropy Institute Chair, Philanthropic Studies Faculty

Una Osili
Director, Research

Patrick M. Rooney
Associate Dean, Academic Affairs and Research

Bill Stanczykiewicz
Director, The Fund Raising School
Thank you to our thoughtful donors who share the Indiana University Lilly Family School of Philanthropy’s commitment to create positive and lasting change in the world. It is with your support that our faculty and staff are able to train and empower students and practitioners to innovate and lead in our global community. Together, we shape the future of philanthropy and the world around us.

The individuals, corporations, and foundations acknowledged in the following lists are vital to the success and growth of our school. We are tremendously grateful for your ongoing support.

**Sage Society**
Reflects lifetime cumulative giving of $10,000 or more. Beginning next year, this category of giving will reflect donors with lifetime giving greater than $25,000.

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- Barbara ‘12 and Louis Couy
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- Charles Tomberg ’14
- Frank and Jane Walker
- Carter Wolf
- Karen B. Wood
- C. Daniel and Diana Yates
- Jacki Zehner
- Karl* and Barbara* Zimmer

*deceased
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Rosso Society
Donors who have established planned gifts or bequests in their estate plans.

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Martha A. Taylor
Gene and Mary Tempel
Natasha van Bentum, CFRE
Walter R. Winfree, III

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Endowed gifts provide ongoing income in perpetuity that support a margin of excellence for the Lilly Family School of Philanthropy.

Angela Sowers Dunlavy Undergraduate Scholarship
Arthur Carl Frantzreb Professorship
Binford Chair in Corporate Citizenship awarded to Phil Cochran
Campbell Family Endowment
Charles Stewart Mott Foundation Community Philanthropy Chair Endowment awarded to Mark Sidel
Conlee Family RISE Scholarship awarded to Alexandria Lee Frazier
Debra Mesch Doctoral Fellowship for Research on Women’s Philanthropy awarded to Elizabeth Dale
Dickinson/Stone/Ilichman Fellowship for Graduate Education awarded to Van Craig Evans and Heng Qu
Donikian Family Endowed Lectureship in Planned Giving
Dottie Rosso Scholarship Fund
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Dr. Debra Mesch Women’s Philanthropy RISE Scholarship 2 awarded to Erin Marie Crowther
Dr. Patrick M. Rooney Leadership in Philanthropy RISE Scholarship 1 awarded to Taylor Dooley

Dr. Patrick M. Rooney Leadership in Philanthropy RISE Scholarship 2
Dwight and Audrey Burlingame Doctoral Fellowship awarded to Van Craig Evans and Yuan Tian
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Eileen Lamb O’Gara Chair in Women’s Philanthropy awarded to Debra Mesch
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Ernest W. Wood Scholarship
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Eugene R. Tempel Fellowship established by P.A. Mack, Jr.
Glenn Family Chair in Philanthropy awarded to Dwight Burlingame
Hartsook Scholarship
Hartsook Institute for Applied Fundraising Research
Hearst Minority Fellowship awarded to Kim Nichollette Williams-Pulfer
Jim and Alice Rooney RISE Scholarship awarded to Kieran Alexandra Grubbs
John J. Schwartz, CFRE, and Family Graduate Assistantship, established by Walter R. Winfree, III
Johnson Family Scholars
Joseph & Matthew Payton Philanthropic Studies Library Fund
Karen Lake Buttrey Directorship awarded to David King
Karen Lake Buttrey Memorial Fund
Kirsten A. Grønbjerg Research Fund

L.H. and Dianne Bayley RISE Scholarship
Lake Institute on Faith & Giving
Lilly Family School of Philanthropy Undergraduate Scholarship
Melvin Simon Chair in Philanthropy
Rapp RISE Scholarship
Robert and Carol Carter RISE Scholarship
Robert F. Hartsook Chair in Fundraising
Russell G. and Lou Ann Mawby RISE Scholarship awarded to Gregory M. Lawrence
Russell G. and Lou Ann Mawby RISE Scholarship 2
Russell G. and Lou Ann Mawby RISE Scholarship 3
Russell G. and Lou Ann Mawby RISE Scholarship 4
Russell G. and Lou Ann Mawby RISE Scholarship 5
Ruth Lilly Endowment-Philanthropy
School of Philanthropy Alumni Association “SoPAA” Scholarship awarded to Peter James Wigginton
Stead Family Chair in International Philanthropy
Tempel Dean’s Discretionary Fund
Tempel Family RISE Scholarship
The Fund Raising School Excellence in Programs, Initiatives and Training Endowment
Thomas H. Lake Fund
Thomas H. Lake Chair
Timothy L. Seiler Award
William and Edie Enright Fellowship in Philanthropic Studies
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Mr. Maarten Bout
James and Karen Greenfield
Ben F. Kelley, Jr.
Linh Stevens Preston ’02 and Jason Preston
Mr. Mark Seiler

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*deceased*
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(July 1, 2013 – June 30, 2016)
This list recognizes our research partners who contributed $10,000 and above over the past three-year period. We are grateful for their generous and ongoing support of our research programs.

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CCS
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