

BOLDLY BUFFALO

THE CAMPAIGN FOR UB

November 18, 2020

Name

Address

Address

City, State Zip

Dear First Name:

Greetings from the University at Buffalo and the University at Buffalo Foundation, Inc. We send our best wishes on behalf of our university community and hope that you and your families have stayed safe and healthy over the past year. Though our world has changed considerably, what has not changed is our appreciation for your commitment to UB.

We are pleased to share your annual endowment report and updates on fiscal year 2020 endowment performance and impact. The endowment has performed well over the years, enabling us to advance the many important purposes established by partners like you. As you know, endowed funds are an important source of revenue for the university, providing invaluable and perpetual support for our teaching, research, and public service missions.

Please take some time to review the enclosed documents and review our *Boldly Buffalo* annual report to donors online at buffalo.edu/campaign/impact/annual-report.html. We hope the information will illustrate the impact of your endowed fund(s). Thanks to you, we are able to reach further and aim higher.

As always, we welcome your questions and feedback on these pieces or on any other topic you may wish to discuss. You may reach either one of us using the contact information below.

You have our sincere thanks for your support of the University at Buffalo.

Sincerely



Rodney M. Grabowski
Vice President for University Advancement
University at Buffalo
rodneyg@buffalo.edu
716-645-2925

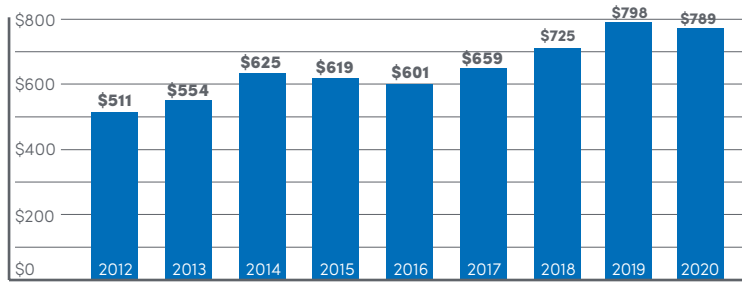


Edward P. Schneider
Executive Director of the UB Foundation
University at Buffalo
schneide@buffalo.edu
716-645-8737

PERFORMANCE

UNIVERSITY AT BUFFALO FOUNDATION INC.

ENDOWMENT MARKET VALUE (in millions)



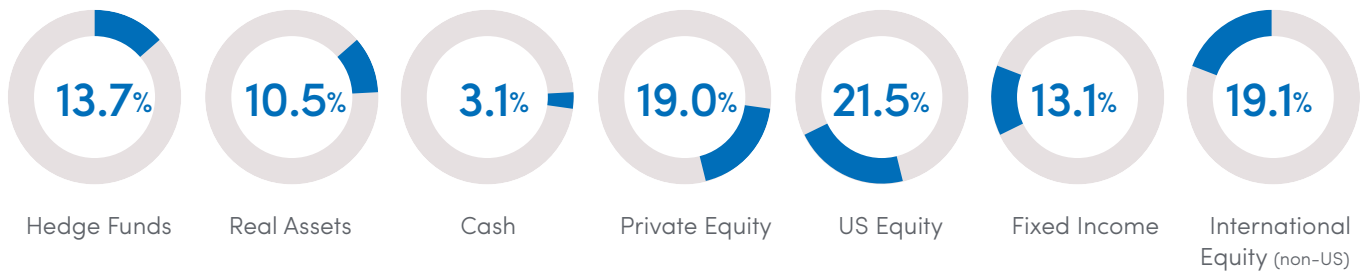
At June 30, 2020, the endowment market value totaled approximately **\$789 million**.

INVESTMENT PERFORMANCE

Annual amount transferred to UBF spendable accounts for university support (in millions)

2015-16	\$28.0
2016-17	\$29.6
2017-18	\$30.2
2018-19	\$31.6
2019-20	\$33.7
5-Year Total	\$153.1

ASSET ALLOCATION

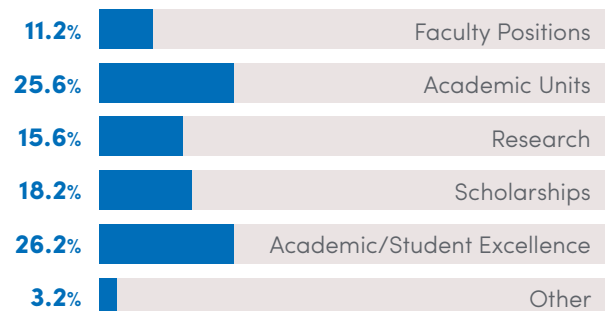


INVESTMENT PERFORMANCE

Portfolio	1 Year (%)	3 Year (%)	5 Year (%)	10 Year (%)
UB Foundation	0.3	5.1	5.5	7.5

Annualized investment performance of the UBF Endowment over a 5-year period, compares favorably to the Policy Benchmark. Total investment return is the sum of interest, dividends and capital appreciation.

ENDOWMENT DESIGNATION



FREQUENTLY ASKED QUESTIONS

What is an endowment?

Endowments are funds provided by donors to be invested and held in perpetuity, providing guaranteed income to support various areas throughout the university. Endowments allow for continued university support, including chairs and professors; student scholarships and awards; research opportunities; specialized lectures; study-abroad opportunities; acquisitions for the libraries and more.

What is the difference between the principal account and the spendable account?

The principal account holds the funds to be held in perpetuity that will generate the financial support for the university. The value of this account reflects the gifts made to the principal balance, as well as the impact from the investment strategy and market performance. The spendable account holds the funds to be utilized to directly support the designated purpose outlined in the endowment agreement. The value of this account reflects the spendable return generated from the principal account, any gifts made directly to the spendable account and any expenses or necessary adjustments that come out of the account throughout the fiscal year.

Who manages and invests the endowment?

The endowment is managed under the supervision of the UB Foundation Board of Trustees' investment committee. Committee members have extensive capital market and/or finance experience. More than 80 professional investment management firms currently share in the administration of the portfolio.

What is the investment policy and philosophy?

The primary investment objective is to preserve the inflation-adjusted purchasing power of the portfolio. The investment objective is based upon a long-term horizon, with an expectation that returns will fluctuate over the interim. It is recognized the investment objective can only be achieved while assuming risk levels commensurate with market volatility. Total investment return is the sum of income, dividends and capital gains. The long-term portfolio comprises more than 130 funds.

Who decides how the spendable return is utilized?

Following donor intent, UB Foundation allocates funds to benefit designated departments within the university. From there, appropriate qualified personnel within that department are selected as signatories for the endowment account and granted authority to spend the funds available in the spendable account in compliance with donor expectations.

What is the spending policy?

Spending is defined as funds made available annually from the Long-Term Portfolio for university programs and administrative expenses. Spending on university programs will be approximately 4% of the donor's entire original contribution after the first full year of participation in the Long-Term Portfolio. Afterwards, spending will increase at the average rate of inflation, not to exceed 3%, regardless of market performance. This approach provides a stable and predictable annual stream of funds for use that maintains the endowment's purchasing power over time.

UNDERSTANDING TERMINOLOGY

ENDOWED FUND STEWARDSHIP REPORTS: UNDERSTANDING TERMINOLOGY

Financial information is reported under two accounts: the Principal and the Spendable. The combination of these two accounts constitutes the endowment.

PRINCIPAL ACCOUNT

- Historic Dollar Value as of 6/30/19 – Includes initial principal gifts plus any additions made prior to 6/30/19. Does not include any retained market appreciation.
- Gifts & Other Adjustments, Fiscal Year 2020 – Reflects the amount of gifts and any other additions/adjustments to the principal account during the past year (7/1/19 – 6/30/20).
- Historic Dollar Value as of 6/30/20 – “Historic Dollar Value as of 6/30/19” PLUS any “Gifts & Other Adjustments.” Does not include any retained market appreciation.
- Market Value as of 6/30/19 – Includes all gifts, additions, adjustments and any retained market appreciation from investments through 6/30/19.
- Market Value as of 6/30/20 – Includes all gifts, additions, adjustments and any retained market appreciation from investments through 6/30/20.

SPENDABLE ACCOUNT

- Beginning Balance, 7/1/19 – Spendable balance carried forward from the previous fiscal year available to spend in the current fiscal year, unless otherwise stated by the endowment agreement
- Spendable Return, Fiscal Year 2020 – Portion of accumulated investment return made available on 7/1/19 for spending during the period 7/1/19 – 6/30/20.
- Gifts & Other Adjustments, 7/1/19 – 6/30/20 – Any gifts or revenue adjustments and transfers made to the endowment spendable account during the period of 7/1/19 – 6/30/20.
- Expenditures, 7/1/19 – 6/30/20 – Any expenses processed against the spendable account during the period of 7/1/19 – 6/30/20.
- Ending Balance, 6/30/20 – Unspent balance in the spendable account as of 6/30/20. This balance will carry forward to the next fiscal year as an available balance, unless otherwise stated by the endowment agreement.
- Spendable Return, Fiscal Year 2021 – Portion of accumulated investment return made available on 7/1/20 for spending during the period 7/1/20 – 6/30/21.
- Balance Available for Expenditure, 7/1/20 – Represents the balance that will be available for the following fiscal year (spendable return in addition to the ending balance that carries forward from the previous fiscal year).

STEWARDSHIP REPORT FEEDBACK SURVEY

As part of our ongoing effort to improve the quality of our endowed stewardship reports, we are interested in your input as to how we can improve this report and better serve your needs in the future. Please return this survey to us in the business reply envelope provided.

Overall, how useful was this endowment report to you? (Circle one)

5 (Very useful) 4 3 2 1 (Not useful)

Is the information presented in a clear, concise way? (Circle one)

5 (Very useful) 4 3 2 1 (Not useful)

What improvements could the university make to this endowment report?

Do you need to update your contact information? If so, please use the spaces below to provide us with your updated information. If not, please go to the next question.

Name(s):

Address:

Email Address:

Phone Number:

Would you like to add additional people to receive this report in the future? If so, please use the space below. Additional names and addresses can also be written on the back of the survey):

Name(s):

Address:

Email Address:

Phone Number:

What is this person's relationship to you? Relationship to the fund?

Would you like to receive future reports via secure website? If yes, please provide us with your name and email address:

Name: _____ E-mail Address: _____

VICTOR E. BULL SCHOLARSHIP FUND

FISCAL YEAR 2020
(JULY 1, 2019 TO JUNE 30, 2020)

FINANCIAL SUMMARY

PRINCIPAL ACCOUNT

Historic Dollar Value as of 6/30/19	\$0
Gifts & Other Adjustments, 7/1/19 – 6/30/20	\$0
Historic Dollar Value as of 6/30/20	\$0
Market Value as of 6/30/19	\$0
Market Value as of 6/30/20	\$0

SPENDABLE ACCOUNT

Beginning Balance, 7/1/19	\$0
Fiscal Year 2020 Spendable Return	\$0
Gifts & Other Adjustments, 7/1/19 – 6/30/20	\$0
Expenditures, 7/1/19 – 6/30/20	(\$0)
Ending Balance, 6/30/20	\$0
Fiscal Year 2021 Spendable Return	\$0
Balance Available for Expenditure, 7/1/20	\$0

PURPOSE OF FUND

Established in 2013 by Victor E. Bull to provide scholarships for students in the Graduate School of Education.

RECIPIENTS

Ms. Victoria S. Bull

STEWARDEES

Mr. Victor E. Bull

A follow-up note from the

VICTOR E. BULL SCHOLARSHIP FUND RECIPIENT

Academic Year 2019-2020

Dear Mr. Bull,

I am truly honored to have been selected as the recipient of a scholarship. Thank you for your generosity and support in continuing my law school education. There is a saying that God writes straight with crooked lines. How I found myself as a 1L this year at University at Buffalo's Law School is nothing short of a miracle wrapped up in hard-work, determination, and lack of sleep. I am a 42 year old mother of four children ages: 18, 17, 8, and 8 (twins). I did not really know what "career" I wanted to do even after I graduated from college. Then, about ten years ago, I applied for a part-time with an employment agency that was an office job with mommy hours. Only it was not an employment agency, but a foreclosure law firm's subsidiary LLC, which employed the law firm's support staff. So, I accidentally applied for a legal assistant position. I not only accepted the position they offered me, but I was surprised how much I enjoyed legal work. Prior to working at that firm, my exposure to attorneys and legal work was extremely limited. After working there a few years, the firm announced it was closing during the banking foreclosure crisis just after I returned from maternity leave after having twins. I had doubled my children and lost my income when the twins were a few months old.

However, problems often are not problems, but opportunities in disguise. I decided to make my legal career official by returning to Canisius College to complete my paralegal certificate (supplementing my college degree) while I was on unemployment. Over the last seven years, I have worked with three town judges in their private practices and found my calling working in elder care, estate planning and estates. My personal experiences with my aging relatives, including at the end of life, have gifted me in this practice area with compassion, insights, and direction.

Over the last few years, I have been encouraged by various attorneys, especially my current employers. I always knew I would go to graduate school, but only recently knew what it was for. I had been encouraged to consider becoming an attorney since undergraduate school, but really did not have the exposure to any attorneys or actual legal work to make that a realistic decision. After being out of school for 20 years, I officially became a member of the class of 2022.

However, getting into law school was the easy part. My elderly father, whom I am very close to, became very ill shortly before I was to start school in August. I had contemplated postponing my entry, but he did not want me to and encouraged me to continue anyway. Because of his encouragement, I started in August 2019. That being said, he passed away in October 2019 during midterms. Just as I thought the Spring semester would be easier, the coronavirus changed our lives, our schedules, and how we educate and do business. However, I am more determined than ever to adapt, learn, and carry new skills into our profession. I want to serve my community as an attorney and appreciate this opportunity.

I am so thankful for receiving this scholarship. I appreciate your thoughtful and generous gift. May I be able to pay it forward in the future. Thank you again! God bless you and your family!

Sincerely,
Victoria S. Bull

Name: Victoria S. Bull

Hometown: Clarence, NY

Academic Class: Graduate/Professional
Student

Major(s): JD program

Graduation Year: 2022

What do you like most about UB?



I appreciate the diversity of UB and the determination of the school to support and accommodate students on their journey. As an older student returning to school, I appreciate the support by the school financially with support personnel and a dedication to inclusion. I have not felt like a second-class student here at UB. In fact, I appreciate that I am not the only non-traditional student.

What inspired you to choose your area of study?

I had never seriously considered a law degree. However, ended up working in law firm after having business jobs. I worked from the bottom (legal secretary) up to a senior paralegal. Becoming an attorney became a natural progression with my job advancement. I love to continue to learn and develop professionally.

How did you adjust to distance learning last semester with the Covid-19 pandemic?

I adjusted to the distance learning very well. I live with high risk family members, and I appreciate the school's commitment to student safety. I found my professors were willing to adapt with us. I also found it easier to manage my education with the distance learning when so many other areas of my life changed (and continue to change on a regular basis), including child care and my children's education.