### University of Alaska Foundation

#### Operating Budget

<table>
<thead>
<tr>
<th>Revenues</th>
<th>FY12 Board Approved Budget</th>
<th>FY12 Projected through 6/30/12</th>
<th>FY13 BOT Approved Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>UA SW Institutional Support</strong></td>
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<tr>
<td>UA Statewide Institutional Support</td>
<td>1,000,000</td>
<td>1,000,000</td>
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<tr>
<td>Corporate &amp; Foundation Relations Grant</td>
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<td>98,251</td>
<td>116,470</td>
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<tr>
<td><strong>Subtotal - SW Institutional Support</strong></td>
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<td><strong>Unrestricted Endowment Distributions</strong></td>
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<td>Spending Distribution from Unrestricted Gift Quasi Endowment</td>
<td>48,357</td>
<td>34,749</td>
<td>34,160</td>
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<tr>
<td><strong>Subtotal - Unrestricted Gift Quasi Endowment</strong></td>
<td>48,357</td>
<td>34,749</td>
<td>34,160</td>
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<tr>
<td><strong>Annual Endowment Administrative Fee</strong></td>
<td></td>
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<tr>
<td>Annual Endowment Administrative Fee (1%)</td>
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<td>1,234,100</td>
<td>1,294,664</td>
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<tr>
<td>Annual Endowment Administrative Fee - LGTF (.50%)</td>
<td>626,625</td>
<td>626,625</td>
<td>598,592</td>
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<td><strong>Subtotal - Annual Endowment Administrative Fee</strong></td>
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<td>1,860,725</td>
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<td><strong>Administrative Fee on Gifts</strong></td>
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<td>Administrative Fee on Gifts (1%)</td>
<td>200,000</td>
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<td><strong>Subtotal - Administrative Fee on Gifts</strong></td>
<td>200,000</td>
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<tr>
<td><strong>Total All Revenue</strong></td>
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<td>3,193,725</td>
<td>3,143,886</td>
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<tr>
<td>Personnel</td>
<td>FY12 Board Approved Budget</td>
<td>FY12 Projected through 6/30/12</td>
<td>FY13 BOT Approved Budget</td>
</tr>
<tr>
<td>-----------------------------------------------</td>
<td>----------------------------</td>
<td>---------------------------------</td>
<td>--------------------------</td>
</tr>
<tr>
<td>Foundation Administration/Operations</td>
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<td>Foundation President</td>
<td>212,838</td>
<td>16,422</td>
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<td>Executive Director</td>
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<td>0</td>
<td>142,340</td>
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<td>Board Coordinator/Executive Support</td>
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<td>98,583</td>
<td>101,374</td>
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<tr>
<td>Scholarship Coordinator</td>
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<td>77,063</td>
<td>79,622</td>
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<tr>
<td>Administrative &amp; Fiscal Assistant</td>
<td>64,968</td>
<td>43,523</td>
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<td>Administrative Support</td>
<td>78,101</td>
<td>9,464</td>
<td>61,682</td>
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<td>Student Assistants (2)</td>
<td>15,000</td>
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<td><strong>Subtotal</strong></td>
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<td>Advancement Services</td>
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<tr>
<td>Executive Director Advancement Services</td>
<td>135,728</td>
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<td>135,843</td>
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<td>Data Enhancement Coordinator</td>
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<td>12,705</td>
<td>37,191</td>
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<td>Database Systems Administrator</td>
<td>105,284</td>
<td>82,224</td>
<td>107,320</td>
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<tr>
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<td>129,392</td>
<td>137,566</td>
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<td>Gift Processor (2)</td>
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<td>124,405</td>
<td>138,482</td>
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<td>Gift/Fund Manager (2)</td>
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<td>182,166</td>
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<td><strong>772,195</strong></td>
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<td>Finance and Accounting</td>
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<tr>
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<td>117,719</td>
<td>121,843</td>
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<td>137,663</td>
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<td>130,992</td>
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<td><strong>Subtotal</strong></td>
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<tr>
<td>Corporate &amp; Foundation Relations Manager</td>
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<td>158,861</td>
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<td>Corporate &amp; Foundation Relations Manager - grant</td>
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<td>6,406</td>
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<td>Corporate &amp; Foundation Relations Officer - grant</td>
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<td>Prospect Research &amp; Management Director</td>
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<td>Donor Relations Officer</td>
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<td>Gift Planning Manager</td>
<td>43,571</td>
<td>38,794</td>
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<td><strong>Subtotal</strong></td>
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<td><strong>331,968</strong></td>
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<td><strong>Subtotal - Personnel</strong></td>
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<td><strong>1,938,511</strong></td>
<td><strong>2,466,945</strong></td>
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Note: All personnel costs include salaries and benefits

Staff Benefit Rates:

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<thead>
<tr>
<th></th>
<th>FY12</th>
<th>FY13</th>
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</thead>
<tbody>
<tr>
<td>Executive</td>
<td>31.1%</td>
<td>29.4%</td>
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<tr>
<td>Exempt</td>
<td>45.7%</td>
<td>42.8%</td>
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<tr>
<td>Non-Exempt</td>
<td>56.9%</td>
<td>52.0%</td>
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</tbody>
</table>
University of Alaska Foundation  
Operating Budget

<table>
<thead>
<tr>
<th>Non-Personnel</th>
<th>FY12 Board Approved Budget</th>
<th>FY12 Projected through 6/30/12</th>
<th>FY13 BOT Approved Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Foundation Administration/Operations</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Board Expense</td>
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<td>28,000</td>
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<tr>
<td>Consultants</td>
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<td>Fixtures, Furnishings &amp; Equipment</td>
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<td>Insurance</td>
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<td>25,500</td>
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<tr>
<td>Meetings - University Related</td>
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<td>Database Expenses</td>
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<td>Cash Management Support UAS</td>
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<td>Manager Site Visits</td>
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<td>8,000</td>
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<td>Recruitment and Relocation</td>
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<td>Training &amp; Staff Development</td>
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<td><strong>Subtotal</strong></td>
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<td><strong>78,450</strong></td>
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<td><strong>Development</strong></td>
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<td>Stewardship</td>
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<td>Meetings - Donor</td>
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<td><strong>170,220</strong></td>
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<td><strong>Subtotal - Non-Personnel</strong></td>
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<td><strong>715,492</strong></td>
<td><strong>599,080</strong></td>
<td><strong>631,181</strong></td>
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<td><strong>Subtotal - Operating Expenses</strong></td>
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<td></td>
<td><strong>3,178,726</strong></td>
<td><strong>2,537,591</strong></td>
<td><strong>3,098,126</strong></td>
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<tr>
<td>Expenses</td>
<td>FY12 Board Approved Budget</td>
<td>FY12 Projected through 6/30/12</td>
<td>FY13 BOT Approved Budget</td>
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<tr>
<td>--------------------------------</td>
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<tr>
<td><strong>Program</strong></td>
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<td>3,178,726</td>
<td>2,873,591</td>
<td>3,143,126</td>
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</tbody>
</table>

| Summary                        |                            |                                |                          |
| **Total Revenues**             | 3,214,082                  | 3,193,725                      | 3,143,886                |
| **Total Expenses**             | 3,178,726                  | 2,873,591                      | 3,143,126                |
| **Anticipated Transfer to (from) Fund Balance** | 35,356 | 320,134 | 760 |