



THE CAMPAIGN FOR  
NORTH DAKOTA  
STATE UNIVERSITY

January 20, 2021

TO: ND Senate Appropriations  
FROM: John R. Glover, President/CEO

RE: Written Testimony in Support of SB2030

Dear Chairman Holmberg and Members of the Senate Appropriations Committee,

I'm writing to express our enthusiastic support for SB2030, a bill to provide funding of the North Dakota Challenge Grant Program for the 11 institutions in the North Dakota University System.

The North Dakota State University Foundation is the philanthropic arm of NDSU, with a mission of building enduring relationships that maximize advocacy and philanthropy to support the university.

Today, philanthropy and building external relationships is a critical part of the university. And I know that all 11 of our system institutions would be in very different places were it not for alumni and community support for their missions.

In testimony you've heard this week from all 11 colleges and universities, everyone talked about the value of partnerships and leveraging each other to do good for our students, communities, work force and livelihoods.

In the 2013, this legislative body was sold on the idea of funding a program that partners with philanthropists who care deeply about higher education in the state. You challenged us to leverage \$.50 of the state's money with \$1.00 of a private donor's money to create scholarships and educational impact.

What happened? Donors called us!

In the fundraising business, it doesn't usually happen that way. Really ... when was the last time you were willing to pick up the phone when a student from your alma mater was calling you, or when the development officer from your favorite charity was on the line?

Our benefactors love the North Dakota Challenge Grant Program, and they are lining up once again, with hopes that this legislative body will offer up as many dollars as possible to make a difference for our students and faculty. We often receive questions from donors about the level of support the state provides our universities today, and they are most interested in finding ways to leverage their own dollars with yours from the state.


What impact has this program had through the NDSU Foundation?

- 1) Since 2013, the Foundation's endowment has increased in value more than 142%, from \$118M to \$285M,
- 2) Since 2013, the amount of funds expended for student and faculty purposes (from endowment and expendable funds) has increased 285%, from \$3.3M to \$9.4M annually, and
- 3) Nearly 400 households and businesses have taken advantage of the matching funds, giving more than \$37M to match nearly \$18.65M NDSU has received through the Challenge Grant program.

You challenged us, and we responded. Challenge us once again, and we will do our part. Most importantly, we will do our part to educate our state's next generation of workers, leaders, thinkers and influencers, and to support the university's research centers of excellence through faculty investments.

Thank you for supporting this program in the past, and we are grateful for your consideration again this legislative session.

Regards,



John R. Glover  
President/CEO