

## North Dakota State University Foundation Support for HB 1003

March 7, 2023

Chairman Sorvaag and Members of the Senate Appropriations – Education and Environment Division,

For the record, my name is John Glover, President/CEO of the North Dakota State University Foundation. The NDSU Foundation's mission is to build enduring relationships that maximize advocacy and philanthropy to support NDSU. I respectfully offer testimony in support of House Bill 1003, specifically as it relates to the North Dakota Higher Education Challenge Grant. In addition to my written remarks, please see an accompanying outcomes report, which summarizes key financial measures since the program's inception at the Foundation.

On behalf of the more than 400 benefactors who've participated since the program's launch, the 55 employees of the NDSU Foundation who work with our 100,000+ alumni and organizations every day, our students who receive scholarships, faculty who hold named positions and recent alumni who benefited from the financial resources while students, we love this program and the impact it is making every day.

Let's talk about impact ...

Emma (Keller) Lavachek grew up in Velva, North Dakota and chose to pursue a civil engineering degree at NDSU. In 2014, the Volk Family Civil Engineering Scholarship received matching funds from the Challenge Grant. Emma received this scholarship during the 2016-17 year, helping her graduate in December 2017. She returned to western North Dakota after receiving a civil engineering job with a Minot firm. In just five years, Emma has planted deep roots in her home state. She's now married, bought a house in between Minot and Velva, volunteers in her communities, and worked on numerous projects of significance. She said she's most proud of her work on the Mouse River Enhanced Flood Protection Project and two sanitary sewer lift station replacement projects in her hometown. Her employer also asks her to help recruit new engineering talent, returning to NDSU's career fairs each year to find future workforce. She's making a difference in North Dakota.

Emma also said this, "I wish scholarship donors could see how their investment impacts students for years to come after graduation, it is truly a long-term investment in someone that can completely change the path they follow after graduation ... coming out of college with as little debt as possible opens up a whole set of different opportunities for people."

What better example is there to prove the value proposition of the Challenge Grant? It fuels the pipeline for the state's future workforce, bringing the public and private sectors together, and then we see the resulting impact of this state's emerging professional talent making a difference.

The NDSU Foundation's greatest key performance indicator is Support to Campus; dollars expended on campus to support donor intent. Since the Challenge Grant's beginning, more than \$11.5 million has been sent to campus to support scholarships, faculty, educational

infrastructure, and programs from funds matched by the program. The infusion of dollars adds to the NDSU Foundation's overall endowment, which over time, produces a more aggressive investment allocation strategy, resulting in a stronger investment return and then increased payout to support the university. This increase helps reduce the financial burdens for our students, helping them graduate on time, carry smaller or no debt loads and invest more in our communities, just like Emma.

We love challenges, and our benefactors love partnering with the state to leverage impact, regardless of where they reside. More than 53% of our Challenge Grant donors have come from out of state. We have benefactors lined up to sign gift commitments on July 1 once this Legislature authorizes its appropriation. Let's offer up a really big number to challenge them!

Investing in the Challenge Grant is an investment in the state's workforce and economic future. Thank you for your consideration of support of HB1033 and your service to North Dakota.

Regards,

John R. Glover, President/CEO  
NDSU Foundation  
Fargo, ND