

## ENDOWMENT 101: How to Make a Strategic Investment in the University of Arizona

by Stephanie Balzer and Josh T. Saunders



Joe Patronite photo

The University of Arizona relies on support from alumni and friends to thrive. Like all mission-driven organizations, building a strong endowment is one of the most strategic ways the UA can meet its goals.

You can help build the UA by establishing an endowment fund of your own, or contributing to an existing one.

### What is an endowment fund?

An endowment fund is established with a charitable gift that's invested by the UA Foundation to support, in perpetuity, what you specify when you make your gift. The payout from your endowment supports your chosen purpose at the UA now and for years to come.

UA alumni and friends have established endowment funds to support colleges, units or programs, professorships or chairs, fellowships, scholarships, and athletics — almost anything that advances the mission of the university.

### Why should I establish an endowment?

You might consider establishing an endowment for a variety of reasons. It's a long-term investment in the university. Also, it can be an opportunity to honor or memorialize a loved one, involve your family in philanthropy, or demonstrate support for your values and alma mater. Gifts to endowments are tax deductible to the fullest extent of the law.

The total value of the UA's endowment funds is about

**Endowment funds can support anything that advances the mission of the university.**

\$550 million. While this may sound like a significant amount, the UA's endowment is much smaller than its academic peers'. Building it is a top priority of UA President Robert N. Shelton.

### How do I get started?

If you are committed to supporting the UA and have the capacity to make an outright gift of cash, securities, or appreciated assets, you might consider establishing an endowment today. Another option, for donors of any age, is to create the paperwork for an endowment that will be established in the future — known as a planned gift — where funding is designated through your will or trust.

The minimum required to establish a new named endowment fund is \$10,000. The minimum to endow a faculty chair is \$1 million — though some areas of campus facing significant competition from other institutions, such as the health sciences, have set higher minimums. Endowing faculty positions ensures the UA's ability to retain world-class educators and researchers.

If you are not ready to establish an endowment fund of your own, you might consider contributing to an existing fund. More information on existing endowment funds can be found at [uafoundation.org/guide/endowments](http://uafoundation.org/guide/endowments). You can make a secure online contribution to any existing endowment by clicking the Give Today button at [uafoundation.org](http://uafoundation.org).

**Learn More.** Establishing an endowment might be the next step toward deepening your commitment to the UA. For more information, please contact the UA Foundation's donor services department at 520-621-9076, or the gift planning department to discuss estate gifts at 520-621-1993 or 800-845-4877.

More information on the Foundation's investment policy for its endowment can be found at [uafoundation.org/documents/investment\\_policy.pdf](http://uafoundation.org/documents/investment_policy.pdf). View the Foundation's *2010 Annual and Endowment Report* at [virtualonlinepubs.com/publication/?i=52968](http://virtualonlinepubs.com/publication/?i=52968).

## New Endowment Funds

Established between July 1 and Dec. 31, 2010



### George W. Drach, M.D. Endowed Chair in Urology

George W. Drach, M.D. '57, professor emeritus and founder of the division of urology in the UA Department of Surgery, was honored with a fund established in his name to endow the chief of urology position. This fund allows the unbridled pursuit of medical research by enabling the chief of the division to spend less time in the clinic and more in the lab. Drach, the

university student-body president in 1957, taught at the UA for 26 years, retiring in 1996. He is considered the father of American lithotripsy, a medical procedure that uses sound waves to break up kidney stones.

Make a secure gift online at [uafoundation.org/give/fund/drach](http://uafoundation.org/give/fund/drach).



### Clara Lee Tanner Endowed Professorship

The family of former UA anthropology professor Clara Lee Tanner '27 '28 '83 created an estate gift to help fund the Clara Lee Tanner Endowed Professorship, to be awarded to an anthropology professor with a passion for Native American people, societies, and culture, through time. Tanner, a UA alumna and one of the university's first three students to receive a master's degree in archaeology, published 10 books and taught at the university for 50 years. Her passion, Southwest Indian arts and crafts, led to her standing as the first woman expert within her field.

Make a secure gift online at [uafoundation.org/give/fund/tanner](http://uafoundation.org/give/fund/tanner).

### Regular Endowments

Clara Lee Tanner Endowed Professorship
Shandel Education Plus Fund in Planetary Sciences and Lunar and Planetary Laboratory
Eller Endowment for Marketing Excellence
McGaffic Memorial Endowment
Distinguished Chair – Emergency Medicine
Frederick Lange Memorial Endowment
George W. Drach M.D. Endowed Chair in Urology
Sitton Backer Endowment for Excellence
R. Keith Walden Graduate Student Endowment
P.E. & Mary Ellen Phillips Fellowship
Van Ort Nursing Faculty Development Endowment
Bruce D. & Gail Grossetta Endowment
Gruener Travel and Research
Davison Friends of the Campus Arboretum
O'Brien Musical Theatre Endowment
Valley of the Sun Endowed Professorship
Lute Olson Endowment for Excellence in Men's Basketball
Shandel Education Plus Fund - Journalism
Morgan Endowment for Diabetes Research
Morgan Endowment for Kidney Research
Newsom Holesapple Memorial Fund
Martin G. & Jane Larriva Rojas Endowment

## New Endowed Scholarship Funds

Established between July 1 and Dec. 31, 2010

### Scholarship Endowments

Ryan M. Sherrow Scholarship Endowment
Elizabeth H. Gad Memorial – Study Abroad
Testasecca Endowed Scholarship
Patricia A. Bartlett Scholarship Fund
Jenkins Devere Macia Endowed Scholarship
Anne L. Furrow Scholarship Endowment
Robert L. Steinberg Academic Endowment
Donald Davis Scholarship Endowment
Sir Mitchell Harris Endowed Scholarship
Kenneth E. and Michele L. Moore Endowed Scholarship
Phyllis Ethridge Nursing Endowed Scholarship

### Ryan M. Sherrow Scholarship Endowment

Ryan M. Sherrow was a student at Tortolita Middle School in Tucson who passed away at the young age of 14 in 2008. He was an ace pilot of radio-control (RC) planes, sponsored by Tucson's Electric Jet Factory, and recognized nationally for his poise and skill-level far beyond his years as an RC pilot. In memory of Ryan, his family and friends generously created the Ryan M. Sherrow Scholarship Endowment, an award for an incoming freshman who graduated from Mountain View High School and plans to study engineering or education at the university.

Make a secure gift online at [uafoundation.org/give/fund/sherrow](http://uafoundation.org/give/fund/sherrow).



## Driving Philanthropy

Retiring agriculture dean's focus on people is his ultimate fundraising tool

by Lisa Lucas | Judy A. Davis photos

In his tenure at the University of Arizona, Dean Eugene G. Sander drove 450,000 miles to spread the word about the College of Agriculture and Life Sciences (CALs). Now, after 24 years, the dean and his odometer are retiring.

In May, the dean was recognized by the college with the newly named Eugene G. Sander Lifetime Achievement Award. The honor, which has been awarded each year by CALs for 20 years, aptly acknowledges Sander's work as a great leader and advocate for the college, one of the UA's oldest and largest. The award will be given to future CALs alumni and friends who demonstrate similar qualities.

Sander's focus is, and always has been, on others. "I like to support people," says the dean, who was hired in 1987 from Texas A&M University where he was deputy chancellor of biotechnology development. He was drawn to the UA because it had "a very young, dynamic, faculty who were doing great work."

His goal was "to build," he says, "and we were building."



UA President Robert Shelton with Eugene and Louise Sander

Sander maintained that momentum by recruiting and retaining top talent, expanding the college's fundraising department, and personally giving back to support student scholarships.

During his tenure, more than

13,000 students have graduated from CALs' undergraduate- and graduate-degree programs, and interdisciplinary studies. They have pursued careers as farmers, retailers, ranchers, and agricultural biotechnologists, to name a few.

Through its outreach component, CALs has worked with nearly 500,000 Arizonans, offering educational classes, seminars, and workshops, including statewide 4-H programs.

Colin Kaltenbach, retiring vice dean of CALs and director of the Arizona Agricultural Experiment Station, has worked with Sander for more than 20 years, and



Louise and Eugene Sander

calls him "an excellent team leader and player" and an "accomplished fundraiser."

Under Sander's leadership, CALs has raised more than \$150 million in private gifts, with a primary focus on capital improvements and faculty support — the college now has 19 endowed chairs and professorships.

In 2008, the UA Foundation honored the dean by establishing a fundraising award in his name. The cash award is given annually to a faculty member who demonstrates leadership in philanthropy for his or her college or unit.

Sander's commitment to CALs won't end with retirement. He and his wife, Louise Canfield Sander, who joined the UA faculty in 1987 as a professor of biochemistry, recently established an endowment through the UA Foundation to help fund graduate-level students. The payout from the Sander/Canfield Graduate Student Support Endowment helps CALs scholars afford tuition, fees, books, travel, conference registration, and laboratory and research expenses.

"Both Louise and I had an opportunity to go to some really good universities because of scholarships. We would love to give another student that start," says Sander, who holds a bachelor's degree from the University of Minnesota, and master's and doctoral degrees from Cornell University.

His energy is boundless and his enthusiasm contagious. "I have two speeds — on and off," he says, adding: "Right now I'm on."

For more information about the **Sander/Canfield Graduate Student Support Endowment**, please contact:

Jim Davis, senior director of development and alumni affairs, in the College of Agriculture and Life Sciences at 520-626-7995 or [jdavis@ag.arizona.edu](mailto:jdavis@ag.arizona.edu).

Make a secure gift online at: [uafoundation.org/give/fund/sanderendowment](http://uafoundation.org/give/fund/sanderendowment).

## GIVING SPOTLIGHT:

### The Southwestern Foundation

by Stephanie Balzer

The University of Arizona is among the top-three recipients of grants from the Southwestern Foundation for Education and Historical Preservation, a private Tucson-based philanthropic foundation that supports projects in the American Southwest. Since its inception 20 years ago, the Southwestern Foundation has made nearly 75 grants to 12 different colleges, units, museums, and initiatives at the UA.

Established through an endowment from the Jane Harrison Ivancovich estate, it funds projects that examine "the marks left by those who have explored, lived in, built in, and written about the American Southwest and by those making new marks in these fields."

Indeed, the foundation has left its own mark on the university, supporting scholarships, research, and campus infrastructure in colleges and institutions that include the colleges of Architecture and Landscape Architecture, Agriculture and Life Sciences, Engineering, Humanities, and Social and Behavioral Sciences; plus the Honors College, Arizona State Museum, Arizona Public Media, UA Libraries, and the UA Press.

The generosity, legacy, and vision of founder Ivancovich remains alive today.

Ivancovich, encouraged to relocate to a warm climate for respiratory health, moved to Tucson from New York in the 1950s. She met and married her husband Byron, and the couple made a name for themselves in real estate and investments.

"She just grew enchanted with the desert," says Dianne Bret M. Harte, a longtime family friend and now executive director of the Southwestern Foundation. The couple's interest in the architecture of Jesuit missions — including Mission San Xavier del Bac — led to Ivancovich's eventual spiritual commitment to Catholicism and subsequent friendships with many priests. An accomplished seamstress, she even sewed vestments for the statues of saints at San Xavier.

People remember Ivancovich as an individual who held scholars in high regard. She had a passion for reading and writing, and demonstrated an incomparable grasp of language. She wasn't known to be glamorous, but handsome, and enjoyed drinking a beer, over ice, on her porch in the evenings.



Jane Harrison Ivancovich, generous philanthropist and founder of the Southwestern Foundation.

Louise L. Serpa photo

"She gave a lot of 'undercover support,'" Bret Harte says. If Ivancovich read in the newspaper about someone who needed help, she would send a priest to their aid with a cashier's check in hand.

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Along with well-known Tucsonans Bazy Tankersley and Margaret Modine, Ivancovich founded St. Gregory College Preparatory School, a private middle and high school.

Tankersley recalls her friend as a "grand dame — the most generous person I ever knew, and very secretive." Even her obituary escaped fanfare when she passed away in 1991, Tankersley adds.

"She was a very humble person," agrees Southwestern Foundation Board President Tim Gardner, Ivancovich's nephew and chair of the foundation's board of trustees. "She never wanted to be in the limelight."

The foundation's support of the university is ongoing. Most recently, grants to the UA in 2010 included funding for the Laboratory of Tree-Ring Research, the Southwest Center, Honors College, and the UA Poetry Center.

Says Bret Harte: "The question always is, 'what would Jane have done?'"