Our Legacy. We all strive to leave this world a better place, but what does it mean to leave a lasting legacy?

Within every seed there is the potential for new life. With just a few essentials like water, good soil, and sunlight, that seed can blossom into a mighty tree, producing even more seeds. Just like seeds, donations to Ivy Tech Foundation have the potential for tremendous growth.

This year’s annual report celebrates the legacy of donors like you. In these pages, you will hear three stories of seeds planted by donors that grew into lasting legacies. Due to their generosity, Ivy Tech Community College is able to serve more students by providing an education that changes lives and strengthens families, communities, businesses, and industries throughout Indiana—and beyond.

We are also celebrating the seeds planted by Ivy Tech’s past president, Tom Snyder, who retired this year. During his tenure, enrollment increased by an astounding 56 percent. His successor, Dr. Sue Ellspermann, brings experience in education, economic and workforce development, as well as public service, which will ensure that Ivy Tech will continue to move forward and thrive. They, too, have established lasting legacies through their leadership and dedication to our mission.

You are critically important to Ivy Tech Foundation’s success. Whether you gave of your time or your money, no matter the size of your contribution, you make everything we do possible. This includes achieving for the seventh straight year the recognition as the number one fundraising community college nationwide.

Thank you for your partnership this year—and thank you for planting the seeds that will secure Ivy Tech’s growth for years to come.

IVY TECH FOUNDATION MISSION
We partner with donors to invest in Ivy Tech Community College of Indiana students, faculty, and programs to build stronger communities and a better Indiana.

IVY TECH COMMUNITY COLLEGE MISSION
Ivy Tech Community College prepares Indiana residents to learn, live, and work in a diverse and globally competitive environment by delivering professional, technical, transfer, and lifelong education. Through its affordable, open-access education and training programs, the College enhances the development of Indiana’s citizens and communities and strengthens its economy.

OUR VISION:
Changing Lives and Making Indiana Great
PLANTING THE SEED FOR TOMORROW’S AGRICULTURE WORKFORCE: FARM CREDIT MID-AMERICA

With 93 offices across Indiana, Ohio, Kentucky, and Tennessee, Farm Credit Mid-America is one of the largest associations within the Farm Credit System. A lending cooperative with over 1,000 employees, their interest in funding two significant projects with Ivy Tech was welcome news.

There are currently seven Ivy Tech regions throughout the state with Agriculture programs. Farm Credit Mid-America initially made a donation of $70,000 for those programs to provide equipment and machinery such as a sweet corn harvester, which saved students time and effort, and enabled them to grow comfortable with heavier implements used in modern farming procedures. The cooperative then made an additional gift of roughly $70,000 for the seven regions to bolster endowed scholarships.

The Farm Credit Mid-America Scholarship amounts to $1,500 per campus and is being awarded to students pursuing an associate degree in agriculture, enrolled in at least six credit hours, and achieving a GPA of 3.0 or higher.

REVVING THE ENGINE FOR CENTRAL INDIANA’S AUTOMOTIVE INDUSTRY: MIKE JARVIS

This year, Ivy Tech Foundation was fortunate to receive a gift that will prove transformational to the college and its students.

As part of the $22 million Ivy Tech Central Indiana “Closing the Achievement Gap” campaign, entrepreneur J. Michael Jarvis and his late wife Sandy contributed $5 million—the largest individual gift in Ivy Tech’s history. Jarvis, a Foundation board member, has long been a supporter of Ivy Tech. And now, through his generosity, countless students will have the opportunity to pursue careers in the automotive industry.

The Jarvis’ gift will result in the construction of the Mike and Sandy Jarvis Automotive Technology Training Center, to house Ivy Tech’s existing automotive programs while providing dedicated high tech labs for topic-specific instruction and additional lab space to expand corporate partnerships. The new space will also allow for additional community and corporate partnerships, the expansion of the motorsports program, and the addition of a diesel program.

As Indiana’s largest college, the responsibility to provide the best possible education and career training often requires the assistance of donors and other community partners. The contributions of Farm Credit Mid-America assure that not only will current agricultural students have the best possible equipment, tools, and machinery with which to learn the skills required to continue Indiana’s agricultural endeavors, but also the financial means to pursue such education long into the future.

Mr. Jarvis, whose business interests have included several automotive companies, sees his gift as an opportunity to leave a lasting legacy.

“Today, being an automotive technician requires a knowledge of cutting-edge technology such as alternative fuels and electric cars,” Mr. Jarvis says. “In order to keep up with the changing industry, Ivy Tech needs a state-of-the-art facility to offer the newest technology and to be ready for what is next. The new Automotive Technology Training Center will have a campus feel and provide the much needed access and services for students and industry partners. This is a small investment in the automotive industry with a long-lasting impact.”
Westminster Village, a retirement community in Terre Haute, has provided rent-free use of about six acres of land for Ivy Tech’s Agriculture and Precision Agriculture programs in the Wabash Valley.

The College reaped many immediate benefits from the partnership. Students were able to engage in land preparation, including soil sampling and testing, while learning environmentally friendly soil-conserving methods along the way. Of course, the planting and harvesting of crops also allowed students to get the same hands-on training they’d experience after graduation. Even the challenges of farming a more “urban” plot became a learning experience as students had to move equipment and material, along with the harvested crops, many miles through developed areas—the same hurdles increasingly faced by modern farmers.

Ultimately, though, it wasn’t just the Precision Agriculture and Agriculture students benefiting from Westminster Village’s generosity. A number of additional partnerships formed to serve thousands of Hoosiers facing food insecurity. Together with Terre Haute Catholic Charities Foodbank, a number of agriculture business partners and Wabash Valley service groups, more than 150,000 ears of sweet corn was harvested by community partners, Ivy Tech students, staff and faculty volunteers, and fresh sweet corn was distributed to local food pantries throughout the Wabash Valley. A portion was also transported to Community Harvest Food Bank in Fort Wayne where the corn was blanched and frozen (with a small portion remaining for the needy in northeast Indiana) and then returned to Terre Haute for distribution to local food pantries, soup kitchens and emergency food distribution sites in the surrounding area.

There’s no way of knowing how many families received the gift of Indiana sweet corn on their tables, but the efforts of Ivy Tech students and their generous friends at Westminster Village have had an impact much greater than job training and education.

Women are changing the face of philanthropy across the state through their charitable investments to Ivy Tech. Their generosity helps address and solve student needs in the following broad areas:

- School & Institutional Supplies
- Completion Funds
- Emergency Funds (Barrier Busting Dollars)
- Educational Travel Funds

At our inaugural luncheon to launch the initiative, we welcomed 133 attendees and raised $48,000. In the future, we hope to double our membership each year, which continues to increase our impact on students.
MEET THE IVY TECH FOUNDATION BENEFACTORS

Our mission is to partner with donors to invest in Ivy Tech Community College students, faculty, and programs to build stronger communities and a better Indiana. Ivy Tech Foundation’s success depends on the support of generous benefactors who give of their time, talent, and treasure to support its mission.

Each year, Ivy Tech Foundation honors an individual, corporation, or foundation that has changed the lives of our students and the communities in which they live, learn, and work by providing exceptional philanthropic and volunteer leadership.

Without these donors’ generosity, dedication, and support, we would not be able to provide many opportunities for our students, including sponsorships to help with degree completion, financial aid for books, networking with community groups like honor society Phi Theta Kappa, internships, and new buildings to support our college’s growth.

CENTIER BANK

NORTHWEST REGION

Centier is Indiana’s largest private family-owned bank. Since 1895, the Schrage family has built a legacy of success, not merely through business, but through philanthropy that extends throughout the communities it serves. As a family-owned bank, Centier stands firmly behind its “Not For Sale” promise, pledging to the families, businesses, and communities of Indiana that it will continue to preserve independent, hometown banking in Indiana for generations to come. For over a decade, Centier Bank has been a longtime friend of Ivy Tech Community College Northwest Region, providing for capital campaign specialized campus programs, as well as special event support.

TOM CORSON

NORTH CENTRAL REGION

Tom Corson is a known RV industry leader (Coachmen Industries) and through his public support of Ivy Tech, he has influenced Ivy Tech’s reputation in Elkhart County. Tom Corson co-founded Coachmen Industries in 1964, becoming president and chairman the following year and retiring as CEO and chairman in 1997. Tom’s land gift reshaped Ivy Tech’s “presence” in Elkhart County. He and his late wife Dot remained connected to Ivy Tech since their initial land gift in 2008. They have been regular attendees at the Ivy Tech Foundation reception in Florida each year and have maintained their connection to the region’s Resource Development office.

TIM & ANN BORNE

NORTHEAST REGION

Tim and Ann Borne have been lifelong supporters of Ivy Tech. They have been instrumental in the success of the region’s culinary program as financial supporters and regular guests of its events. Tim and Ann love to host dinners prepared by Ivy Tech culinary students at their home. They proudly promote the critical role that Ivy Tech plays in northeast Indiana.

Tim is a member of the region’s Dream Big Capital Campaign Committee and Ann is a member of the Women in Philanthropy Circle of Ivy. For nine years, the couple has helped organize Ivy Tech’s annual Lake Wawasee outing. The couple continues to play an instrumental role in developing and cultivating major donors on behalf of the chancellor and Ivy Tech Foundation.
JEAN NEEL
KOKOMO REGION

Jean served on the Kokomo Regional Board of Trustees for nine years, including several years as its chairperson. She regularly attends many college events throughout the region, often bringing co-workers with her to learn about Ivy Tech. As a community college graduate and scholarship recipient herself, Jean learned firsthand how scholarship money can change lives. Upon establishing the Neel Family Scholarship, Jean stated, “This is my way of expressing gratitude for those who have helped me along the way and stepping up to do the same for others.”

JEAN NEEL

NANCY RICKER
EAST CENTRAL REGION

Nancy is a living testament of changing the world through philanthropic efforts. She is an example of how an individual with strong ethics, enthusiasm, and a generous spirit can truly change the lives of students at Ivy Tech. Nancy, along with her family-owned business, Ricker Oil Co., support the college’s mission by encouraging their employees to attend Ivy Tech and offering flexible schedules while receiving aid through their Tuition Assistance Program.

BRENDA DUNCAN MITCHELL SCHOLARSHIP ENDOWMENT
LAFAYETTE REGION

Brenda touched the lives of hundreds of students and countless patients and surgical staff members during her tenure at Ivy Tech. She traveled to Haiti numerous times on medical mission trips. She raised her sister’s two daughters, ages two and four, when her sister passed away. She won Educator of the Year from the National Association of Surgical Technologists in 1990.

BRENDA DUNCAN MITCHELL SCHOLARSHIP ENDOWMENT

BILL AND SALLY STEWART
B&S PLUMBING, HEATING & COOLING
WABASH VALLEY REGION

Bill and Sally Stewart have been longtime partners to Ivy Tech. Through their networks, strengthened relationships have developed. Sally has worked closely with the Ivy Tech team to support fundraising development and building new relationships in our community to support student scholarships for Wabash Valley residents. Together, Bill, Sally, and their family help in many ways. The couple has supported Ivy Tech through community engagement, networking, and their own philanthropic giving. The Annual Wabash Valley Golf Scramble was initiated under Sally’s leadership, and traditions she helped establish are still a part of the event more than 17 years later. Bill and Sally have supported this event from its inception.
**KARA MONROE**

Richmond Region

Kara’s giving has been inspiring, particularly to employee donors. She has given generously to Ivy Tech Foundation since she joined the Richmond Region in 1998. Kara is a member of the Cornerstone Society, which ensures resources are available far into the future due to thoughtful estate planning. Kara has created three endowed scholarships at the Richmond Region and is a founding member of the Women in Philanthropy Circle of Ivy. Kara continues to volunteer for the Richmond Foundation in many ways, including serving on the recent major gift campaign executive leadership council.

**MICHAEL JARVIS**

Central Indiana Region

Mike serves on the Ivy Tech Foundation Board of Directors and on the Central Indiana “Closing the Achievement Gap” Campaign Board as the automotive technology initiative champion. By pledging the lead gift to the Central Indiana Campaign, Mike has paved the way for a successful, comprehensive campaign. He encouraged other board members and community members to follow in his footsteps and support their local campus and/or campaign. He has become a true partner to the Automotive Program and to the Franklin Campus. With his support, the Automotive Technology Program will be able to successfully move into a state-of-the-art facility that will meet and exceed industry demand for qualified automotive workers.

**HERITAGE FUND—THE COMMUNITY FOUNDATION OF BARTHOLOMEW COUNTY**

Columbus Region

The Heritage Fund Community Foundation has been a donor and friend to Ivy Tech Foundation for 27 consecutive years, with more than $816,000 total funds donated. The Foundation has provided advocacy and donated support to several scholarships, including the Witte, Bridges, and Bush/Gosnell scholarships. They have supported numerous projects and programs through their grant process, including the Krad program, and projects through the Visual Communications program. The Heritage Fund is also in the process of establishing a new pre-engineering scholarship with Ivy Tech through the Brown family.

**DON AND PAULA HEIDERMAN**

Southeast Region

The Heidermans have been vital in Ivy Tech’s expansion from just 111 graduates in 1973 to more than 300 students in 2016 at the Madison Campus alone. Their strong relationships with key community members and their vocal advocacy have helped grow Ivy Tech to a respected name in our communities. Even in retirement, they financially support and volunteer for some of our critical initiatives such as the boxed lunch program for students. Speaking of Women’s Health, as well as their two scholarship endowments. It is common to still see them on campus, greeting students, or stopping to visit employees. They have given selflessly of their time, talent, and treasure to Ivy Tech.
For more than a decade, this family-owned business has been an advocate for Ivy Tech Bloomington. They have participated as a major donor in both of its capital campaigns; sponsored major events, including multiple O’Bannon Institutes for Community Service; and supported our student community through academic scholarships. They have also advanced the success of our Gayle and Bill Cook Center for Entrepreneurship, lending time, expertise, and their spirit of innovation to local start-up businesses. Through their example, Smithville has and continues to serve as a model of leadership and philanthropy in Bloomington and the communities we serve.

The Hazel and Walter T. Bales Foundation embodies the word advocacy at Ivy Tech Southern Indiana. Their foundation has been an active donor to Ivy Tech and friend of the college since 2008 through capital campaign, program, and event support. In 2015, Bales Foundation Executive Director, Lori Lewis, partnered with the college to create a student philanthropy program that provides Ivy Tech female students with a unique opportunity to define, explore, and learn about local and national not-for-profit organizations. The women create plans on how they personally can be philanthropists in ways most meaningful to them.

Gayle Rood established the Joseph Rood, Jr., Memorial Scholarship in 2007 in memory of her late husband, who was a pioneer in paramedic medicine in Evansville. The annual scholarship provides generous support to deserving students in paramedic science. Gayle has also named Ivy Tech as a beneficiary of her estate, which will ensure that the scholarship will continue in perpetuity. She meets with almost all recipients, serves on the Paramedic Science Advisory Board, and has presented the history of EMS in the Tri-State to a class.

Always a strong student, Candice twice made the Dean’s List before graduating from Ivy Tech in 2007. She went on to earn her Bachelor’s in Liberal Studies from Purdue University North Central and is currently pursuing an MBA at Indiana Wesleyan University. She did all of this while continuing her hard work as social media coordinator for the League of Women Voters, president of a local elementary school parents’ group, member of the Michigan City Common Council, and community service coordinator for The Salvation Army. Candice received Ivy Tech’s Personal Achievement Award in August of this year. She is a member of the National Association of Professional Women and the Rotary Club of Michigan City.
### Expendable Revenue

<table>
<thead>
<tr>
<th>Source of Revenue</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Expendable Contributions</td>
<td>$18,008,967</td>
</tr>
<tr>
<td>Investment Income</td>
<td>82,949</td>
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<tr>
<td>Real Estate Income</td>
<td>3,358,864</td>
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<tr>
<td>In-Kind Contributed Operational Services</td>
<td>3,202,436</td>
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<tr>
<td>Vending and Royalties</td>
<td>803,598</td>
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<tr>
<td>Special Events (net of expenses)</td>
<td>494,505</td>
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<tr>
<td>Miscellaneous</td>
<td>(5,288)</td>
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<tr>
<td><strong>Total Expendable Revenue</strong></td>
<td><strong>$25,945,991</strong></td>
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### Expenses

<table>
<thead>
<tr>
<th>Type of Expense</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Aid to Students</td>
<td>$3,590,408</td>
</tr>
<tr>
<td>Equipment &amp; Technology</td>
<td>7,533,210</td>
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<tr>
<td>Faculty &amp; Employee Training &amp; Recognition</td>
<td>146,922</td>
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<tr>
<td>Grant–Funded Initiatives</td>
<td>3,055,021</td>
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<tr>
<td>Community Outreach &amp; Promotion</td>
<td>1,223,784</td>
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<tr>
<td>Special Assistance to Ivy Tech Community College</td>
<td>293,710</td>
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<tr>
<td>Real Estate Donated to Ivy Tech Community College</td>
<td>346,915</td>
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<tr>
<td>Real Estate Expenses</td>
<td>5,952,550</td>
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<tr>
<td>Charitable Annuity Obligations</td>
<td>17,253</td>
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<tr>
<td>Administrative Costs</td>
<td>1,397,206</td>
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<tr>
<td>Fundraising Costs</td>
<td>2,858,063</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$26,415,042</strong></td>
</tr>
</tbody>
</table>

### Excess of Revenues Over Expenses

| Excess of Revenues Over Expenses | $331,510 |

### Assets and Fund Balances

<table>
<thead>
<tr>
<th>Type of Asset</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Investments (at fair market value)</td>
<td>$6,978,599</td>
</tr>
<tr>
<td>Property &amp; Equipment</td>
<td>69,468,266</td>
</tr>
<tr>
<td>Loan Receivable</td>
<td>23,510,509</td>
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<tr>
<td>Pledge Receivables</td>
<td>16,001,229</td>
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<tr>
<td>Prepaid Expenses and Other Assets</td>
<td>10,608,628</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$176,567,231</strong></td>
</tr>
</tbody>
</table>

### Expendable Fund Balance

| Expendable Fund Balance | $74,905,838 |

### Non-Expendable Fund Balance

| Non-Expendable Fund Balance | $31,600,589 |

### Sources of Contributions

<table>
<thead>
<tr>
<th>Type of Contribution</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employees</td>
<td>4.6%</td>
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<tr>
<td>Planned and Deferred Gifts</td>
<td>3.6%</td>
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<tr>
<td>Individuals</td>
<td>29.8%</td>
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<tr>
<td>Foundations</td>
<td>25.8%</td>
</tr>
<tr>
<td>Corporations and Organizations</td>
<td>36.2%</td>
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</table>

### Uses Of Contributions

<table>
<thead>
<tr>
<th>Type of Use</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Outreach</td>
<td>6.0%</td>
</tr>
<tr>
<td>Administration and Fundraising</td>
<td>20.8%</td>
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<tr>
<td>Instructional Equipment and Technology</td>
<td>36.8%</td>
</tr>
<tr>
<td>Other College Services</td>
<td>2.2%</td>
</tr>
<tr>
<td>Financial Aid</td>
<td>17.5%</td>
</tr>
<tr>
<td>Grant–Funded Programs</td>
<td>14.9%</td>
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<tr>
<td>Real Estate Donated to the College</td>
<td>1.7%</td>
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### Sources Of Revenue

<table>
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<th>Type of Revenue</th>
<th>Percentage</th>
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</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>80.4%</td>
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<tr>
<td>Investment Income</td>
<td>0.4%</td>
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<tr>
<td>In-Kind Contributed Operational Services</td>
<td>13.7%</td>
</tr>
<tr>
<td>Vending And Royalties</td>
<td>3.4%</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>2.1%</td>
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### Assets

<table>
<thead>
<tr>
<th>Type of Asset</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Investments: Non–Endowed</td>
<td>16%</td>
</tr>
<tr>
<td>Cash and Investments, Endowed</td>
<td>17%</td>
</tr>
<tr>
<td>Property &amp; Equipment</td>
<td>39%</td>
</tr>
<tr>
<td>Loan Receivable</td>
<td>13%</td>
</tr>
<tr>
<td>Pledge Receivables</td>
<td>9%</td>
</tr>
<tr>
<td>Prepaid Expenses And Other Assets</td>
<td>6%</td>
</tr>
</tbody>
</table>
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JAMIE B. SNYDER
Indianapolis

JAMIE M. ZINK
Indianapolis

JAMIE L. WISE
Indianapolis