Note: charitable grant funders may ask for some or most of the information contained below. **If an application requests more detailed financial or personnel information than what is listed here or contained on the OCFR website, or if you need to access a grant submission website for which we have already created a login and password,** [**please reach out to us**](mailto:matthew.j.williams@asu.edu) **for assistance.** Different applications will have different requirements and space limitations. In most cases, the “Organizational Description” statement below will be sufficient to answer an application question about the ASU Foundation. **Remember that for ALL charitable grants, the applicant is the ASU Foundation.**

**Applicant Information  
  
Legal Name:** Arizona State University Foundation for A New American University, aka ASU Foundation for A New American University, aka ASU Foundation  
 **Mailing Address:**P.O. Box 2260  
Tempe, Arizona 85280-2260  
 **Physical Address:**300 East University Drive

Tempe AZ 85281-2061  
 **Phone:** 480-965-3759  
**Fax:** 480-727-9656

**Authorized Official/Applicant Information Contact:**  
Ms. Virginia E. DeSanto, CPA, CGMA  
Ph: 480-965-3759 Fax: 480-727-7782  
Email: [OCFRgrants@asu.edu](mailto:OCFRgrants@asu.edu)  
Title: Treasurer  
P.O. Box 2260  
Tempe, AZ 85280-2260  
  
**CEO**: Gretchen E. Buhlig  
  
**Date of Incorporation:**June 23, 1955  
 **Employer Identification Number** (also called EIN, TIN or IRS number): 86-6051042

**ASUF DUNS Number:** 073462368

**US Congressional District:** AZ-009  
**AZ Legislative District:** 26  
**County:** Maricopa

**Email:** [OCFRgrants@asu.edu](mailto:OCFRgrants@asu.edu)

**Website:** [www.asufoundation.org](http://www.asufoundation.org)

**Social Media:**Facebook: @asufoundation (url: www.facebook.com/asufoundation)  
Twitter: @asufoundation (url: twitter.com/asufoundation)

**Type of Applicant:** 501(C)(3) Non-Profit Foundation. The ASU Foundation is **not** a private foundation as classified under section 509(a).

**Corporate and Foundation Relations Website:**

[www.asufoundation.org/ocfr](http://www.asufoundation.org/ocfr)

Contains:

* ASUF Board Members w/affiliations
* Audited Financial Reports
* Annual Report
* 990 Form
* IRS Determination Letter
* IRS Certification Form
* W9 Form
* Annual Operating Budget
* ASUF Articles of Incorporation
* For other information contact: paco.madden@asu.edu

**ASUF Organizational Description:**

A subsidiary of ASU Enterprise Partners, the ASU Foundation for a New American University is one of Arizona's oldest 501(c)(3) organizations, governed by a volunteer board of directors, who provide oversight, leadership, and counsel.

The ASU Foundation is a private, nonprofit organization that raises and invests private contributions to Arizona State University, a New American University, while advocating for and advancing this transformative university mission and brand. The foundation coordinates and directs all major fundraising campaigns on behalf of ASU and its colleges and schools. This includes raising funds for student scholarships, transformational education ventures, faculty research, programs and projects serving underserved and minority populations, and other ASU initiatives important to the university, its students, and higher education. ASU Foundation manages total private assets of over $1 billion (FY 18).

The history of the ASU Foundation is the story of several generations of people who shared a vision for Arizona State University - a vision that successfully turned a small teachers' college into an educational institution at the front ranks of American research universities. Incorporated in 1955, the foundation took shape through a group of Valley residents who understood that a great city could not be built without building a great university to sustain and support it.

In 2018, the ASU Foundation earned its seventh consecutive four-star rating from Charity Navigator, America’s largest independent charity evaluator. A four-star rating, the agency’s highest, is reserved for the exceptional non-profit that, according to Charity Navigator, “exceeds industry standards and outperforms most charities in its Cause.” The rating indicates a charity’s superior financial health, accountability and transparency and reflects the ASU Foundation’s rigor, responsibility, and commitment to openness.  
  
**Mission Statement**  
To ensure the success of Arizona State University as a New American University.  
  
**Vision**  
To become nationally recognized as themodel for A New American University Foundation.  
  
**Brief History**  
The Arizona State College Foundation was incorporated in 1955 to raise support for all educational areas. During the 1960s and 1970s, the ASU Foundation continued to raise funds to support a broad range of university initiatives. In the 1980s the growing needs of the university enlarged the role of the foundation to include identifying major gift prospects, maximizing returns, and protecting investments. In 1992, two new critical strategic goals were adopted: increasing the foundation's endowment funds to a minimum of $75 million by 2000 and launching the second major fundraising campaign: ASU Campaign for Leadership. In the late 1990s, campaign priorities were grouped into three broad categories: Great Teachers, Great Students and Great Communities. In 2002, Michael M. Crow became the 16th president of ASU. He set out to transform ASU into a national model for a New American University. This model stresses student success, the social relevance of university teaching and research, a focus on the university's local setting within a global context, interdisciplinary collaboration, and entrepreneurship.

As the largest public research university in the United States, ASU established in its charter, “we are a comprehensive research university that (1) measures success not by who we exclude, but rather by who we include and how they succeed; (2) pursues research and discovery that benefits the public good; and (3) assumes major responsibility for the economic, social and cultural vitality and health and well-being of the community.” President Michael M. Crow assumed leadership in 2002 and has advanced an unprecedented expansion of academic infrastructure, quadruped research expenditures, and attained record levels of diversity in the student and faculty bodies. ASU’s New American University initiative is a model to transform and redesign higher education for the 21st century.

**Target Population and Geographic Region Served**

ASU Foundation serves Arizona State University and its students, faculty, and staff. We also serve the larger Arizona community through outreach activities, such as children participating in ASU sponsored STEM education in K-12 school and after-school programs; and disadvantaged people around the world through ASU global development projects conducted by Global Resolve and SolarSPELL.

ASU greatly increased access to the university while more closely reflecting the demographics of Arizona in faculty, staff and student populations.

In terms of the number and demographics of ASU’s student population, the student population from all four Metropolitan campuses for the fall of 2018 totaled 72,709 (with a median age of 20 for undergraduates and 26 for graduate students). 52% of undergraduate and graduate students were male and 48% were female. 63.9% of ASU students were residents of Arizona and 36.1% were non-residence. More than 50% of all students enrolled were non-white. Below is a breakdown ASU’s student population by ethnicity:

American Indian/Alaska Native 1.26%

Asian 6.96%

Black/African American 4.02%

Hispanic/Latino 21.70%

Native Hawaiian/Pacific Islander 0.21%

Two or more races 4.07%

White 47.98%

International 13.25%

Unspecified 0.54

In the Fall of 2017, 33.3% of undergraduate students were Pell grant recipients. The number of administrators are 110; faculty 4,407; and staff 8,235.

According to College Factual (<https://www.collegefactual.com/colleges/arizona-state-university/student-life/diversity>), ASU ranks “Very High Overall Diversity” in comparison to colleges and universities nationwide. The following provides diversity information regarding the Tempe campus.

* Above Average in Racial Diversity (both undergraduate and faculty)
* Male to Female Ratio is Fairly Even
* The Ratio of Male to Female Faculty is Excellent
* Very High Location Diversity Across the United States
* There is a large community of international students at Arizona State University - Tempe representing at least 50 countries.

In addition to serving university students, faculty, and staff, several ASU centers, institutes, and schools serve the community through education, outreach, and volunteer services and programs. These reach people of all ages from different walks in life in Arizona and beyond. Because of the large number and dispersed nature of these activities, reliable data on persons served is unavailable; however, this number is estimated to be well over one-hundred thousand.

The University is located on four campuses in the Phoenix metropolitan area (Tempe, Downtown, Polytechnic, and West). ASU also has a campus located at Lake Havasu City, AZ; a business and innovation center in Scottsdale, AZ; and a political institute in Washington, DC. Moreover, the University reaches thousands of students across the country through on-line education programs.

**Former names:** Arizona State University Foundation  
  
**When and why we changed our name:** The ASU Foundation formally changed its name in 2011 to the Arizona State University Foundation for a New American University. This name change reflects the foundation's commitment to advancing ASU not just as a world class university, but as a New American University that is dedicated to promoting excellence in its research and among its students, faculty and staff, increasing access to its educational resources and working with communities to positively impact social and economic development.

**Frequently Requested Financial Information**

The financial information presented here originates from the ASU Foundation’s most recent published IRS Form 990. The form is filed annually after the close of the fiscal year, June 30, and doesn’t become available for public inspection until November. If the information in this document requires an update, please notify [OCFRgrants@asu.edu](mailto:OCFRgrants@asu.edu). You can always access the most recent 990 at <http://www.asufoundation.org/about-us/annual-report>. Instructions for finding and calculating the information below can be found in the endnotes.

**(As of June 30, 2018)**

**ASUF Total Operating Budget**: $129,801,023[[1]](#endnote-1)

**ASUF Administrative Costs:** $13,881,135[[2]](#endnote-2)

**Fundraising Costs:** $ 4,454,348[[3]](#endnote-3)

**Total number of employees**: 130

**Number of full-time employees**: 84

**Number of part-time employees**: 46

**Number of regular volunteers**: 155

**Total population/clients served:** 72,709 (from all four Metropolitan campuses: Tempe, Downtown, Polytechnic, and West)

**Frequency of Board Meetings:** 3 annually

**Board Member Compensation:** No board members are compensated for service.

**Top 5 gifts (FY18)**:

$ 19,195216 – The Kern Family Foundation (Mary Lou Fulton Teachers College/Ira A. Fulton Schools of Engineering)

$ 12,731,123.00 – Abdulla Al Ghurair Foundation for Education (Online and Extended Campus)

$ 11,426,835 – The Howard G. Buffett Foundation (McCain Institute)

$ 7,409,828 – The J. Orin Edson Foundation (Knowledge Enterprise Development/ ASU Biodesign Institute)

$ 6,421,402 – Open Philanthropy Project LLC (ASU Biodesign Institute)

**Top 5 highest paid employees:**

Augustine Cheng

R.F. Shangraw, Jr.

Kenneth J Polasko

Joshua Friedman

Gretchen Buhlig

For additional information contact Corporate and Foundation Relations

480-965-6248

1. Taken from IRS Form 990, Part IX, Column A, Line 25, the ASUF Total Operating Budget represents the sum total of all program service, management and general expenses, and fundraising expenses, found in Part IX, Line 25 of Columns B, C, and D respectively. For the most current version of the ASU Foundation’s Form 990, please see <https://www.asufoundation.org/about-us/annual-report>. [↑](#endnote-ref-1)
2. Sometimes referred to by grantmakers as overhead, operational overhead, or operational expenses, administrative costs represent the amount of money spent by the foundation that does not go towards our programs, but rather to fundraising and management. Expenses in the program service category include gifts and grants transferred to university accounts. To calculate administrative costs, we subtract the program service expense total found in Form 990, Part IX, Column B, Line 25, from Total Expenses, found in Column A, Line 25. For the most current version of the ASU Foundation’s Form 990, please see <https://www.asufoundation.org/about-us/annual-report>. [↑](#endnote-ref-2)
3. Fundraising expenses are the expenses incurred in soliciting cash and noncash contributions, gifts, and grants as reported on IRS Form 990, Part IX, Column D, Line 25. Expenses in this category include all expenses, including allocable overhead costs, incurred in publicizing and conducting fundraising campaigns, and soliciting bequests and grants from individuals, foundations, other organizations. With the exception of executive management, most ASUF employee salaries and employee-related expenses are reported in this column. For the most current version of the ASU Foundation’s Form 990, please see <https://www.asufoundation.org/about-us/annual-report>. [↑](#endnote-ref-3)