British Schools and

Universities Foundation, Inc.

FORTY-NINTH ANNUAL REPORT 2013

575 MADISON AVENUE, SUITE 1006 NEW YORK, NY 10022-2511 www.bsuf.org

BRITISH SCHOOLS AND UNIVERSITIES FOUNDATION, INC.

A STATEMENT OF PURPOSES AND POLICIES

1) British Schools and Universities Foundation, Inc. has been approved by the United States Treasury Department as an exempt charitable organization under Section 501(c)(3) and is classified as a public domestic charity as defined in Sections 509(a)(1) and 170(b)(1)(A)(vi) of the Code.

An important facet of tax-deductibility is based upon the following ruling of the U.S. Internal Revenue Service: "Contributions to a domestic charity ... which are solicited for a specific project for a foreign charity organization, are deductible under Section 170 of the Code ... where the domestic charity has reviewed and approved the project as being in furtherance of its own exempt purposes and has control and discretion as to the use of the contributions."

- 2) The purposes of the Foundation, as set forth in its Certificate of Incorporation, are:
 - a) to make donations, contributions and loans without interest in money, property or otherwise, out of the income and/or assets of the Corporation to, or for the use of, schools whether public or private, colleges whether sectarian or not, universities whether State or not, and educational, scientific or literary institutions of every kind or nature.
 - b) to promote, foster and assist the education and academic work of British scholars and students at American educational institutions and vice versa.
- 3) The Foundation applies three criteria to the selection of educational, scientific or literary institutions to qualify for grants-in-aid:
 - a) The applicant institution should be active in seeking financial support for specific projects which are clearly defined and documented. Acceptability of these projects should be demonstrated by the efforts of its graduates, alumni/ae and friends who comprise the institution's constituency in the United States.
 - b) A non-American institution should have a demonstrable record of cooperation with the United States either by acceptance of American students or by collaboration with comparable institutions in the United States.
 - c) The Foundation's grants-in-aid are limited to institutions in the United States and countries of the British Commonwealth of Nations.

CHAIRMAN'S LETTER

2 013 added another excellent year to a long string of strong results for the British Schools & Universities Foundation. We received \$3,815,058 in donations from 1,996 generous donors and made 228 grants, totaling \$3,713,978. Cumulative grants now total more than \$44,000,000. We also added 17 new approved institutions, which now total 244.

The growth in our roster of schools and universities is a testament to BSUF's absolutely unique nature as a vehicle for tax efficient giving at no cost to either our donors or our approved institutions. It is also due in no small part to the hard work of our board, and es-

pecially John Stiller, Vice President for Institutions and Roger Martin, Deputy Chairman, to spread the word about the Foundation. We offer a service that, as costs continue their never ending rise, is increasingly important. BSUF has the capacity to serve many more institutions than currently take advantage of the opportunity and we will continue to work to get the word out.

The Foundation remains on a solid financial footing thanks to the generosity of our board and membership and our ingrained frugality. An organization that doesn't charge for its services shouldn't spend like one that does – and we don't. Having said this, our resources remain somewhat constrained in a world of low interest rates. Every penny of every dollar donated to support the foundation's operations goes toward that purpose and we ask that donors, if at all possible, consider at least a small gift to support BSUF in addition to donations with expressions of preference.

We lost two dear friends in 2013, Tom Ward and Denis Woodfield. Tom Ward, the son of our founder, served as Secretary, President, and Chairman of the foundation and remained an active honorary director until his death. Tom was a bottomless font of institutional knowledge, delighted in all aspects of our work, and took the lead in corresponding with some of our accomplished scholars. Denis Woodfield served for many years as the chairman of BSUF's executive committee. A successful finance executive, Denis brought not only his business acumen to BSUF, but also his enthusiastic support for Lincoln College, Oxford, and shared his many varied academic interests with us.

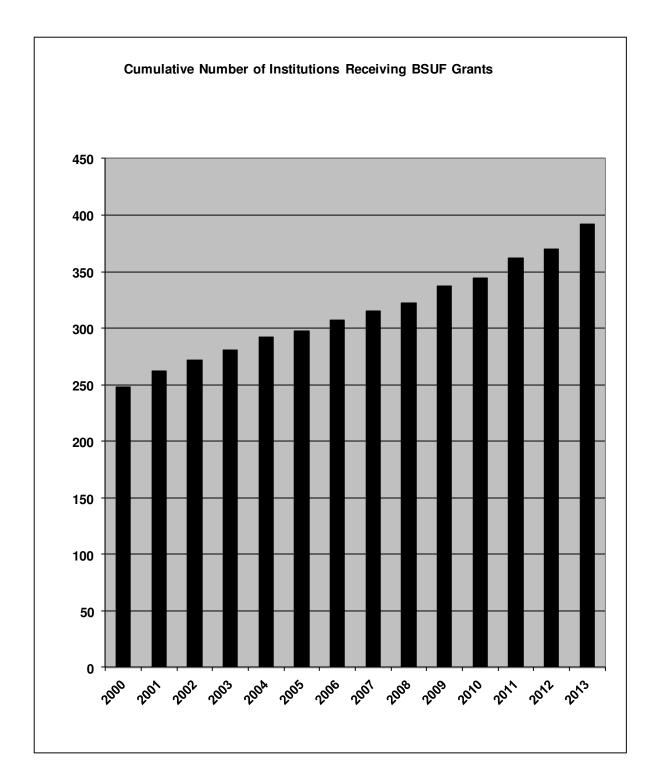
In closing, thank you to all of our donors and institutions for their continued support of BSUF. Fifty years ago this month, in April 1964, BSUF's founders secured IRS approval of our tax exempt status. For fifty years, this little volunteer organization has maintained an unwavering focus on supporting education throughout the British Commonwealth of Nations. Fifty years sounds like a long time – and it is for a volunteer organization wholly reliant on the dedication of its board and members – but it pales in comparison to the age of many of the institutions we support. As we enter our second half century, we will continue to look for ways to provide more institutions with more funding at – of course – no cost.

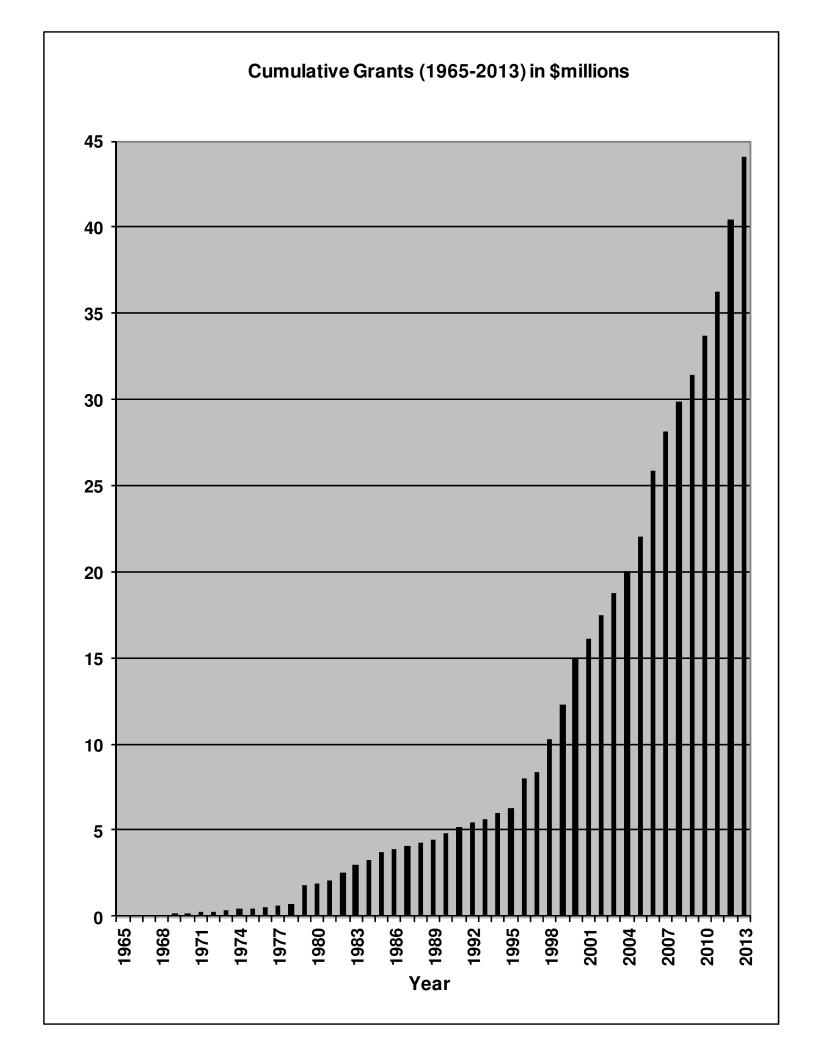
David Lipson

W e are a catalyst enabling U.S. alumni/ae and friends to make tax-deductible donations with the option of nominating any approved institution for a possible grant.

We encourage British schools, universities and other educational institutions to reach out to their U.S. constituencies in their fund-raising efforts. This Foundation does not conduct campaigns nor assume any responsibility for fund-raising, but "helps those who help themselves". Upon request, BSUF will provide technical advice to U.S. Representatives of approved institutions.

In its 49 years of operation BSUF has made cumulative grants totaling more than \$44,000,000 (nearly \$61,000,000 in inflation-adjusted Dollars) to 392 institutions.





The British Schools and Universities Foundation is pleased to present the Forty-Ninth Annual Report recording the Foundation's activities during 2013. It was a most satisfying year and we wish to express our appreciation to our loyal supporters who have made that possible. Their gifts have enabled the Foundation to grant \$3,713,978 to these one hundred and sixteen institutions:

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Ampleforth Abbey Trust

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Birkbeck College, University of London

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Bromsgrove School
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Bury Grammar School
Canford School
Cardiff University
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NEWLY APPROVED INSTITUTIONS

In 2013, the Board of Directors approved the following institutions as having met the required qualifications for eligibility to receive BSUF Grants-in-aid.

Abingdon School Bilton Grange Foundation Limited Carlile College Cheltenham Ladies College Christ Church Cathedral School Christian Heritage Centre Stonyhurst **Edwardes College** Eltham College George Watson's College **Headington School** King Edward VI High School for Girls Merchiston Castle School Oakham School Foundation Queen Elizabeth's Hospital School Robert Gordon University Foundation Swansea University University of West London

The British Schools and Universities Foundation records with gratitude the following members and supporters whose contributions during 2013 totaled \$3,815,058.

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Unlike most Foundations BSUF strives to make grants equaling 100% of the donations it receives. All our Directors serve *pro bono publico*, thereby keeping our expenses to a minimum.

Dues paid by a core of loyal and generous members provide support for the Foundation's entire mission. They also offer an opportunity for individuals and institutions benefiting from our free administrative services to help make these advantages more widely available.

Membership should appeal to those who value British educational ideals and traditions and wish to help sustain them in an era of declining government support. Finally, membership is an expression of belief in the importance of continuing good relations between the U.S. and member nations of the British Commonwealth.

As a form of recognition, Members' names are printed in the Annual Report. BSUF members are invited to attend the Annual Meeting and dinner held each year in New York City (in 2013 at The Harvard Club of New York, 27 West 44th Street) and to partake in discussions concerning the affairs of the Foundation.

Philanthropic organizations such as BSUF must contend with financial strain imposed by inflation, changing economic and financial conditions and the occasional volatility of the public's charitable instincts and preferences. Consequently, we deeply appreciate the trust, confidence and magnanimity of the Foundation's many Members.

Annual dues for Associates, Fellows and Sustaining Members are \$100, \$250 and \$500 respectively. Life membership is \$5,000. We welcome institutional memberships at any level.

STATEMENTS OF ASSETS AND NET ASSETS - CASH BASIS

DECEMBER 31, 2013 AND 2012

ASSETS

	<u>2013</u>	<u>2012</u>
Cash and cash equivalent Investments, at fair value		\$ 624,942 2,066,796
	<u>\$ 2,865,778</u>	\$ 2,691,738

NET ASSETS

General Fund \$	569,213	\$	508,213
Richard A. and			
Kathleen B. May Fund	868,141		847,445
Thomas E. Ward Fund	425,012		380,450
Alan C. Root Fund	356,362		347,869
Pearse Fund (Restricted)	647,050		607,761
<u>\$</u>	2,865,778	<u>\$ 2</u>	,691,738

A copy of the Foundation's full financial report as filed with the New York State Department of Law and including the report of our auditors, Perlman, Schleifer & Perrone, Certified Public Accountants, may be obtained directly from the Foundation upon written request, or from:

NYS Department of Law Charities Bureau 120 Broadway New York, NY 10271-0332

STATEMENTS OF REVENUES, EXPENSES AND CHANGES IN NET ASSETS - CASH BASIS

YEARS ENDED DECEMBER 31, 2013 AND 2012

	<u>2013</u>	<u>2012</u>
Operating revenue Contributions Interest and dividends	\$ 3,815,058 	\$ 3,975,307 <u>93,371</u>
Total operating revenue	3,923,347	4,068,678
Operating expenses Program services Grants-in-aid Marshall and other	3,713,978	4,064,097
Scholarships Program-related expenses	0 27,694	55,216 25,977
Total program services	3,741,672	4,145,290
Supporting services Management and general Fund-raising	42,151 18,797	39,905 17,614
Total supporting services	60,948	<u>57,519</u>
Total expenses	3,802,620	4,202,809
(Deficit)/Excess of operating revenue over operating expenses	120,727	(134,131)
Nonoperating items Realized and unrealized appre (depreciation) of investments		123,842
Change in net assets	174,040	(10,289)
Net assets, beginning of year	<u>2,691,738</u>	<u>2,702,027</u>
Net assets, end of year	\$ 2,865,778	<u>\$ 2,691,738</u>

BOARD OF DIRECTORS

Class of 2014

Rosalind Candlin Benedict Michael A. Findlay David Lipson Roger H. Martin

Jay McDowell

<u>Class of 2015</u>

Nick Asbury

Peter Larr

Sara Moose

John G. Stiller

Stephen J. Storen

Charles S. Whitman III

Class of 2016

Rev. Canon James G. Callaway, DD

Daniel O'Day, Jr.

Patrick M. Russell

Allerton G. Smith

David W. Webber

HONORARY AND OPERATIONS OFFICERS April 2013 to April 2014

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Honorary Director, Chairman Emeritus and Life Fellow

Danny Lopez

British Consul-General, New York

Honorary Member

Sheila Wiltshire, O.B.E.

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† Denis Woodfield

Honorary Director

Nick Priestnall

Honorary UK Representative to Schools

John Robertson*

Honorary UK Representative to Universities

† Deceased 2013

* Retired 2013

Patrick M. Russell

Director - U.S. Representatives

James E. Marlow

Executive Director

OFFICERS

April 2013 to April 2014

David Lipson

Chairman of the Board

Roger H. Martin

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EXECUTIVE COMMITTEE

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Chairman

David Lipson

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Patrick M. Russell

David W. Webber

In concluding this Report, we would like to commend our dedicated Officers and Directors — who serve without compensation — for their invaluable guidance which has contributed greatly to the development of the Foundation. We end 2013 with pride in our achievements and look forward to future success, confident of the continued interest and help of our loyal supporters.

Dogn H. Martin

On behalf of the Board of Directors of the British Schools and Universities Foundation,

David Lipson Chairman

Roger H. Martin

Deputy Chair

April 2014

BSUF may be contacted on the Internet at:

E-mail: info@bsuf.org

Website: http://www.bsuf.org

WAYS TO MAKE GIFTS TO BRITISH SCHOOLS & UNIVERSITIES FOUNDATION, INC.

Gifts made by check should be mailed to:

British Schools and Universities Foundation 575 Madison Avenue, Suite 1006 New York, NY 10022-2511

CASH GIFTS - Memberships

Annual Membership: \$100 Associate; \$250 Fellow;

\$500 Sustaining; Life Membership: \$5,000.

Separate cash gifts may be made to the Foundation, *expressing preference for support of an Approved Institution*. Checks should be made payable to British Schools and Universities Foundation, Inc. (or BSUF) and postmarked on or before December 31st to qualify for a current-year tax deduction.

MATCHING GIFTS - Your employer may have a Matching Gift Program which could double or triple the value of your gift. The company will provide you with a form that when completed should be sent along with your check to BSUF.

SECURITIES - In giving gifts of marketable securities, donors could realize significant tax benefits.

See page 22 for instructions on "How to Give Securities".

GIFTS USING CREDIT CARDS - You can donate by credit card using the Network for Good which charges a fee of 3% of your credit card donation. To make a credit card gift please follow the procedures explained on the Donor Info page of our Web site at www.bsuf.org.

MAJOR FUNDS - Individual Funds for a dedicated objective within the Foundation's "Statement of Purposes and Policies" may be set up in the case of large donations.

CHARITABLE REMAINDER UNITRUST - A Unitrust designating BSUF as remainder beneficiary affords the donor an immediate charitable tax deduction in the year the trust is created. The trustee pays the donor income during his/her lifetime or that of any other living non-charitable beneficiary the donor may designate. At the death of the income recipient, the remaining assets in the trust would pass on to BSUF as charitable donee; donors may express a preference for an Approved Institution.

INDIVIDUAL RETIREMENT ACCOUNTS can be made much more tax-efficient by naming BSUF as a beneficiary, with an expression of preference for an Approved Institution. This relieves the Estate of (a) the Distribution and Income Taxes which are levied by Federal and most State govern- ments; and (b) part of the regular Estate Tax.

The 2010 Tax Act retroactively extended an earlier provision allowing taxpayers over 70-1/2 years of age to make IRA distributions of up to \$100,000 directly to qualified charities without being taxed on the withdrawals at ordinary income rates. This provision expired again at the end of 2012, but there are grounds for cautious optimism regarding another retroactive extension. If interested, please ask your professional advisors to notify you of any new developments.

BEQUESTS - A provision in the following form may be made in your Will or Trust bequeathing money to the Foundation; this is intended only as a provision in a full Will or Trust containing all appropriate articles.

SUGGESTED BEQUEST FORM

I bequeath the sum of	Dollars to British Schools and Universities Foundation, Inc., a charitable
organization under Section	on 501(c) (3) of the U.S. Internal Revenue Service Code, and incorporated at 575
Madison Avenue, Suite 1 consider granting aid to	006, New York, NY 10022-2511. Further, I express a preference that the Foundation
	(Name of Institution)
	(Location, such as Bristol, United Kingdom)

TRANSFER OF PRIVATE FOUNDATION ASSETS TO BSUF - Some British institutions established their own Private Foundations in the United States over recent years. Many are now finding that they have failed to satisfy the tax regulations of the U.S. Internal Revenue Service, or that the administrative burden of maintaining the Private Foundation year after year is more than their volunteers can cope with. One solution is proving to be the transfer of such remaining assets to a Public Charity such as BSUF, which is not a Private Foundation under Section 509 (a) and 170 (b) of the Internal Revenue Code.

U.S. INCOME TAX DEDUCTIONS - Gifts are fully deductible; no goods or services are offered.

ACCOUNTING AND LEGAL GUIDANCE should in all cases be sought from your own professional advisers. Whilst BSUF has general business experience which you may draw on, BSUF is not permitted to offer tax and legal consultation.

HOW TO GIVE SECURITIES TO BRITISH SCHOOLS AND UNIVERSITIES FOUNDATION, INC

I. Securities held by your bank or broker:

Tell your bank or broker the number of shares of each security you wish to give and instruct the bank or broker to send the shares to Anita Hairston at UBS FINANCIAL SERVICES, INC., for the account of British Schools and Universities Foundation, using the following wiring instructions: DTC #221, for credit to A/C VN15929. Prior to transmitting the shares, you or your broker should send advance notice of your gift (including your expression of preference for an approved institution) to:

UBS FINANCIAL SERVICES, INC.

The Edwards White Group

Attn.: Anita Hairston

1 Commercial Place, 15th Floor

Norfolk, VA 23510

Tel: (800) 522-5782 or (757) 624-3381

E-mail: anita.hairston@ubs.com

-and-

BRITISH SCHOOLS AND UNIVERSITIES FOUNDATION, INC.

Attn: Patrick Russell, Treasurer Fulton Commons Care Center

60 Merrick Avenue

East Meadow, New York, 11554

Tel: (718) 469-3083 (Of) (516) 222-9300

E-mail: treasurer@bsuf.org

II. Securities held by you:

- a) Send or deliver unendorsed certificates by Express or Priority Mail, along with a letter of transmittal referencing BSUF and giving your name and address, to Anita Hairston at UBS FINANCIAL SERVICES, INC. with a copy to our Treasurer, using the above addresses.
- b) Under separate cover, mail to Anita Hairston a Stock Power executed in blank for each security, along with a copy of your letter of transmittal. Please also send a copy of your letter of transmittal to our Treasurer. Please *do not* fill in BSUF's name as transferee on either the stock certificate or the Stock Power, and please *do not* send stock certificates to a transfer agent for transfer into BSUF's name.

For listed securities, the value of the gift is the mean between the high and low quotations on the date the gift is made.

Donors should consult their own attorneys or accountants for tax advice about specific gifts.

BSUF's Federal I.D. Number is 13-6161189.

HISTORICAL BACKGROUND

In the 1950s, a group led by Thomas E. Ward conceived the idea of British Schools & Universities Foundation (BSUF). After overcoming many obstacles, they organized BSUF as a New York State membership corporation on May 1, 1961. The persistent efforts of Mr. Ward, Justice Frederick R. Sanborn and CPA/Tax Attorney Andrew Nelson secured an IRS Tax Exemption Certificate on April 27, 1964.

Much of BSUF's success reflects the formative influence of its early Directors – most notably, the policymaking initiatives of General Counsel Sydney C. Waldecker. Director John F. Rich offered the benefit of his experience as founder of a major fundraising firm. Treasurer Lionel A. deCastro contributed invaluable financial expertise. Vice Presidents A. Denys Cadman and Arthur Grundy provided strong executive abilities. Grundy also brought BSUF to the attention of Richard A. and Kathleen B. May, who admired its work and later made a major bequest to the Foundation.

After the passing of BSUF's founder in 1969, the Directors established the Thomas E. Ward Memorial Fund in gratitude for his inspiring leadership. His successor was Bruce F. E. Harvey, OBE, a versatile and tireless executive officer who served a total of fifteen years as President and Chairman. Over the following ten years, skillful management by successors Thomas E. Ward, Jr. and Alan C. Root further advanced the work of the founders, resulting in accelerated growth and improved operating efficiency. They were succeeded in turn by Scott Bushey and David Lipson, whose joint tenure spanned a critical transition to computerized recordkeeping and a sophisticated database system developed by Director David Webber, who also radically improved BSUF's website and other communications capabilities. Chairman David Lipson initiated a thorough review and update of operating procedures. Roger C. Martin has brought his experience as a college president and fund-raiser to his current role as Deputy Chairman. Chairman Tom Ward, Jr., son of the BSUF's founder, passed away on August 16, 2013.

In 2006, a bequest from former Chairman Alan Root became a memorial fund bearing his name. Shortly thereafter, a bequest of Charles M. F. Pearse funded an endowment to underwrite scholarships in music and writing. Income from investment of BSUF's memorial funds helps offset the expense of its commitments to furthering educational, scientific and literary work of British Commonwealth institutions and scholars.

BSUF's total cumulative grants to institutions and scholars have totaled more than \$44,000,000.