

ABOVE + BEYOND

University of Hawai'i Foundation
2004 ANNUAL REPORT



ALOHA,

Like many in Hawai'i, we consider the University of Hawai'i an important part of the community. But it's much more than that. The university has the capacity to touch us in varied, unexpected, and lasting ways. Gary and I are evidence of this.

We're both graduates of the UH Law School. Our legal education has served us well and we've never forgotten the lifetime of lessons learned at UH. As a member of the fledgling law school's second class when it was located in temporary classrooms in the quarry, Gary particularly was impacted by a Social Decision Making class taught by Professor Richard Miller in the late 70s. This is where he learned of the asbestos problem in American industry and, subsequently, we've spent our entire legal careers representing the families of workers with horrific illnesses related to asbestos.

When our youngest daughter was diagnosed at age four with acute lymphocytic leukemia, she was successfully treated in a national clinical trial administered through the UH Cancer Research Center of Hawai'i. In recent years, Gary and I have both served on the Cancer Center's Board of Directors. We are always impressed by the training, education, clinical trials and research being conducted at our university that affects the fight against cancer nationally.

My *nisei* mother and father, and two brothers are also UH graduates. As a child growing up in Kaimuki, I was constantly reminded of the sacrifices that were made to send dad to the university—how he rode the bus one way and had to walk the other, all the way from *Iwilei*. I learned early that an education is something to be highly valued.

That's still the case today. We cherish our university—all ten campuses within the system—and its role in educating and providing widespread access to higher education for the young people in our state. Also vital is our university's role in building centers of excellence: in astronomy atop the slopes of Mauna Kea and Haleakala where we've visited on numerous occasions, in oceanography, genetics and reproductive biology, and cancer research, to name just a few.

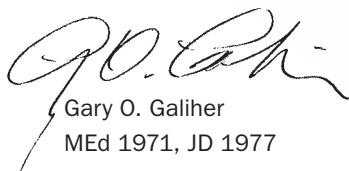
Is our story unique? We don't think so. We're among thousands of graduates and friends of the university who understand that giving, whether financially or through time and support, is the lifeblood of the University of Hawai'i and, in a very real sense, the quality of life we enjoy here in the islands.

Please join us in supporting your university. Future generations who will turn to the school for education, opportunity, and even hope are depending on us.

Sincerely,



Diane T. Ono
BA 1973, JD 1991



Gary O. Galiher
MEd 1971, JD 1977



Gary Galiher &
Diane Ono

ALOHA,

We often hear it said that the University of Hawai'i touches the lives of the people of our state in many ways. It's true UH is tightly woven into the fabric of our community with a strategic plan that is firmly grounded in Native Hawaiian culture, language and values. But what is truly inspiring is the many ways the community gives back.

This generosity of giving is what inspired our theme for this year's annual report. "Above and Beyond" expresses the essence of the Foundation's mission to secure funds that enable the university to achieve an important margin of excellence, as well as what is achieved, thanks to our supporters. It is also what we strive for as an organization.

Recently, the Foundation accepted a gift of nearly \$200,000 designated to support the UH School of Accountancy. The gift was from the Honolulu office of Big 4 accounting firm PricewaterhouseCoopers—where more than half the staff graduated from the UH accounting program.

In many cities, it would be unusual to find so many graduates of one school working at the same firm. Not in Hawai'i. More than 100,000 UH alumni live and work in the state, including Gary Galihier and Diane Ono, husband and wife attorneys with the law firm of Galihier DeRobertis Ono. Staunch supporters of the university as advocates and members of the Founder's Club giving society, the Galihers authored the letter of welcome for this year's annual report.

In a very real sense, the Galihers typify our alumni. Both are busy professionals with successful careers. Yet they find time to volunteer and support a host of university activities. They also make annual gifts to the Foundation, designating their gifts to support a variety of programs and scholarships at the university.

This is an exciting and challenging time for the university and the Foundation, where we're in the midst of our Centennial Campaign—the most ambitious fund raising effort ever conducted by the Foundation, and one that is destined to touch every aspect of the university.

The Centennial Campaign relies almost entirely on contributions from individuals, corporations, foundations, and other philanthropic sources. It is these contributions that will enable the university to attract and retain world-class faculty and students, fund new academic initiatives and rigorous research, enhance existing programs, and make needed investments in infrastructure in the years ahead.

That's why we at the Foundation are especially thankful for the Galihers and others like them. Through their commitment—and, we hope, yours—the university will go above and beyond, attaining the ambitious goals it has set for itself as it continues to serve the community and create opportunities for the people of our great state.

Sincerely,



Donna Vuchinich
President



Howard H. Karr
Chair, Board of Trustees

2 0 0 4 - 2 0 0 5 B O A R D O F T R U S T E E S

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President
Ahahui Koa Anuenue

.....
*Ex-Officio Member
**UH Alumnus



Attaining a margin of excellence...

No major university—public or private—can grow without a healthy mixture of public and private funds. For the University of Hawai‘i, private giving is the engine of growth.

The ability of the University of Hawai‘i Foundation to attract endowments and other gifts is what brings the above and beyond funding necessary for our University System to attain a margin of excellence.

The gifts of more than 35,000 individual donors, foundations, and other friends of the university, provide funds that are working to strengthen undergraduate education, foster relationships with the community, enhance academic excellence, optimize our mid-Pacific setting, promote Hawai‘i’s economy, and bring tangible benefits to the people of Hawai‘i.

A JOURNEY OF TRANSFORMATION: UH Hilo DxRx VIVA Endowed Scholarship Fund

Education is a journey that can take you anywhere, but for many deserving Hawai'i and Pacific Island high school students the road ends at the college gates.

College tuition in Hawai'i is among the most affordable in the nation, but the state's high cost of living makes it a struggle for low-income families. For many, college isn't an option.

That's something Dr. Alec Keith knows



about. The son of a Kentucky coal miner who left school after third grade, Dr. Keith is the first in his family to graduate from college. He built a distinguished career as a professor at several prominent universities and as a research scientist responsible for more than 100 patents. In 1996, he and his wife Kay moved to the Big Island, where today Dr. Keith serves on the UH Hilo Advisory Board and as an affiliate faculty member of the UH Hilo Chemistry Department.



In 2000, the Keiths established a \$1.8 million charitable trust to support the school's development goals. In 2004, they made a second major donation establishing the \$2.4 million DxRx VIVA, Inc. Endowed Scholarship Fund. Intended for low-income students who show academic potential but lack financial resources, the fund is now providing scholarship assistance to more than 100 students at UH Hilo.

Private giving and gifts that demonstrate philanthropic leadership have the power to transform not only the University of Hawai'i, but also the lives of many of its students.



Few universities in America are as tightly interwoven...

in the fabric of the communities they serve as UH.

The influence of UH is wide-ranging, from spectator sports and the performing arts, to partnerships with local schools that promote life-long learning. Future projects will further enhance university-community relations as well as the quality of life for UH students. Endowments managed by the UH Foundation engage not only students, but also provide a valuable resource to the community in the places they are needed most.

MATTERS OF THE HEART:

UH Mānoa School of Nursing Friendship Endowed Fund and Hawai'i Keiki Endowed Scholarship Fund

The hills, woods and lakes of Tennessee are a world apart from Hawai'i, but not where matters of the heart are concerned.

Mr. Deneau caught his first glimpse of Hawai'i from the deck of a U.S. Navy vessel in the years following World War II. That was as close as he'd get until the 1980s, when he arrived for the first of many visits to the islands. It was a difficult time in his life, and Mr. Deneau, a Korean War



veteran, quickly discovered Hawai'i's healing effect.

Spending more time in the islands, Mr. Deneau grew concerned about Hawai'i's shortage of nurses. That concern soon translated into action, leading to his endowment of the Friendship Endowed Scholarship Fund and the Hawai'i Keiki Endowed Scholarship Fund, both designated to support students and faculty at the UH Mānoa



School of Nursing. Because Mr. Deneau's mother, Agnes, always wanted to visit Hawai'i but couldn't, he also funded an expendable scholarship in her name.

Mr. Deneau has given \$152,860 in outright gifts to the school. He also made a provision in his will leaving his estate to the Friendship Endowed Fund in the hope his endowment will inspire others to make gifts that will grow the endowment. The school's nursing faculty, staff, and alumni quickly responded, contributing an additional \$3,000.

Mr. Deneau's gifts illustrate that philanthropic giving isn't limited to UH alumni or those with a connection to the school. Often it is determined solely by the recognition of need—and the desire to make a difference.



An academic community that attracts dedicated students...

is the backbone of America's best colleges and universities.

Endowments that establish undergraduate scholarships, student and faculty exchange programs, and create opportunities for valuable research experience are essential to attracting the most promising students and offering them the rich academic experience they seek.

Endowed funds are earmarked to provide need- and merit-based financial support for students across the UH System and in all academic disciplines.

THE GIFT OF A LIFETIME: Leeward Community College Nishioka Fund for Excellence

In the 1950s, Waipahu, O'ahu was at a different place in time. Sugar and pineapple production was at its peak and Waipahu hummed along as a major plantation town. Mills and canneries ran day and night, and so did Charles Nishioka.

Dr. Nishioka owned and operated a service station in Waipahu, filling the cars and trucks of plantation workers and others who lived in the area. While very challenging, business was good,



but not as good as it would get.

By his retirement in 1989, what he'd begun as a gas station had grown to include a thriving auto parts and repair business. In recognition of his success, the U.S. Small Business Administration honored Dr. Nishioka as the 1987 National Small Businessman of the Year. Dr. Nishioka accepted this award from President Reagan at the White House.

It wouldn't be the only measure of his



success. Through the long years of building his business, Dr. Nishioka also raised a family and, in what little free time he had, dedicated himself to community service. As he approached 90, he also found time to attend classes at Leeward Community College. There, in keeping with his character, he began his support of the University of Hawai'i through annual giving.

In 1999, LCC accepted Dr. Nishioka's first installment of \$7,000 towards a \$35,000 pledge. Since then, his annual giving has totaled nearly \$60,000, which has been designated to support numerous programs at LCC, including endowment of the Nishioka Fund for Excellence, which provides scholarship assistance to deserving students.

A lifetime member of the Foundation's President's Club, Dr. Nishioka's giving typifies the impact that one person's generosity can have on the lives of many.

In the world of the 21st century...

where innovation is valued and intellectual capital is a prized resource, the value of research and scholarship is magnified. In the years ahead, the university will invest in academic excellence across all disciplines while continuing to

link research and scholarship to teaching and service.

How will this investment in academic excellence manifest itself? Through endowed support for faculty chairs and professorships, and academic program enhancements that will give the university national leadership in new as well as established fields.

ABOVE AND BEYOND: Windward Community College Harold K.L. Castle Foundation Grants

Hawai'i's environment is a resource of immeasurable value. And in a society built on progress, the need to safeguard and provide stewardship to this precious resource is of immeasurable importance.

Thanks to a three-year, \$225,000 grant from the Harold K.L. Castle Foundation, future generations of leaders in environmental science will soon attend the Windward Community College Pacific Center for Environmental Studies (PaCES).

PaCES will become the umbrella for all environmental, marine, and high school enrichment programs at WCC—an environmental education and training center for Windward area students that will ultimately work to improve the quality of life for all Windward O'ahu residents.

An additional \$200,000 grant from the Harold K.L. Castle Foundation has also enabled planning for the WCC Lanihuli Observatory.

Students enrolled in the school's astronomy and Hawai'i Space Grant program—and thousands of students in kindergarten through 12th grade—will one day view the planets, moon, and stars through a 16-inch optical telescope, and experience the rich heritage of Polynesian navigation and modern astronomical discoveries made on Mauna Kea.

As one of the country's few sea, sky, and land grant schools, the University of Hawai'i relies on foundation giving which, in the case of the Harold K.L. Castle Foundation, truly enables programs that go above and beyond.

INVESTING IN THE FUTURE: UH Mānoa College of Tropical Agriculture and Human Resources Nobue Nishimura Bequest

You wouldn't think that a diminutive school teacher in Hawai'i would have much in common with Warren Buffet, the greatest stock market investor of modern times.

But in fact—like Buffet—Nobue Nishimura had a keen eye for stocks with strong fundamentals and a guiding belief in investing for the long term. She began investing in the 1940s after graduating from the UH School of Tropical Agriculture and Human Resources (BS, '43) and UH Mānoa (Professional Degree, Education, '44).

She also invested in people—as a dedicated special education teacher in Hawai'i's public schools, where she worked for many years. In 1978 she made the first of many investments in the UH, including gifts to endow the Katherine Gruelle Scholarship Fund and Haruyuki Kamemoto Scholarship Fund in honor of two friends.

Ms. Nishimura also invested in real estate—an apartment at the Ilikai Hotel. In her later years, the apartment was gifted to the UH as a property grant, then sold to establish a charitable trust, which gave Ms. Nishimura considerable tax benefits. Upon her death, proceeds from the trust—which had grown to \$500,000—were distributed by her heirs to the UH, where they had been designated to benefit programs at UH Mānoa College of Tropical Agriculture and Human Resources.





A location in the middle of the Pacific Ocean...

is a singular distinction for UH, one made all the more unique by the convergence of Hawaiian, Asian, and Pacific cultures and people who reside here.

The UH as a global leader in advancing the cultures, histories, languages, and resources of Hawai'i's ethnic populations is a worthy endeavor for any institution, and offers yet another window on the university's vision.

The Foundation manages endowments that enhance academic offerings in Hawaiian, Pacific Island, Philippine, and Korean studies—including the Korean Collection at Hamilton Library—and create a world-class research repository of documents on modern Japan.

**GENERATIONS OF GIVING:
UH Mānoa Hamilton Library
Videoconference Center**

When friends and family of the late Eugene T.C. Yap gathered at UH Mānoa in June 2004 to dedicate the new Hamilton Library videoconference center, it marked the latest chapter in an extraordinary story of giving.

Eugene Yap, whose memory is honored in the naming of the library’s conference room, was an active civic leader, volunteer, and philanthropist. After retiring in the early 1970s, Mr. Yap enrolled



at Honolulu Community College. There, at age 67, he was elected Student Body President. In addition to his service to the student organization, he created a scholarship for immigrant students at HCC.

Thanks to donations made previously by family members, the Library is also home to the William K.F. Yap Room, named after Eugene Yap’s father. William Yap is recalled by many as the “father of the University of Hawai’i,” having



been responsible for legislation that changed the status of the College of Hawai’i to the University of Hawai’i in 1920 and established the university’s first scholarship endowment.

And now, with the generous donations of Eugene Yap’s wife Grace and son Eugene Jr., the library conference room is now technologically equipped to allow faculty and students to exchange information and ideas, view videos, attend distance learning seminars and conferences, and work face-to-face with colleagues across the state and around the world.



The global economy offers unprecedented potential...

for the state to broaden its economic base and capitalize on its East-West connections.

The UH is poised to spur a new wave of development in the islands with investments in biotechnology, creative

and culinary arts, tourism, and ocean, earth, and space sciences, just to name a few. The anticipated dividends are potentially huge, and include the creation of thousands of new jobs and hundreds of millions of dollars in new tax revenues.

In all, some 70 projects have been approved for funding that will touch the lives of Hawai'i's people. Private gifts, as always, will be central to their success.

ENABLING THE TASTE OF SUCCESS: Kapi'olani Community College Stanley S. Takahashi Endowed Scholarship

Can a place have a taste? Louisiana has Cajun cuisine and in Texas it's Tex-Mex. There's California cuisine, Maine lobster and Florida key lime pie.

In Hawai'i, successful restaurateurs Alan Wong, Sam Choy, and Russell Siu have defined the taste of the islands with Hawai'i regional cuisine, as unique to Hawai'i as rubber slippers and shaved ice.



They and other Hawai'i chefs honed their skills in the Kapi'olani Community College culinary arts program. Soon, a new KCC Culinary Institute of the Pacific will rise on the slopes of Diamond Head, enabling thousands of talented young people to pursue their culinary dreams in a world-class training facility.



Thanks to a \$25,000 gift from Annette Takahashi, the Stanley S. Takahashi Endowed Scholarship will be there to assist deserving KCC culinary arts students with scholarships and awards.

Stanley Takahashi, a 1954 graduate of UH Mānoa, grew up working in the Takahashi Store, a small mom-and-pop candy store owned by his parents. There he learned the meaning of hard work and the importance of treating people with respect. These traits would serve him well during a long career in Hawai'i's hospitality industry, and as CEO of Kyo-Ya Company, responsible for hotels in Hawai'i, California, Florida, and Australia.

By establishing a memorial scholarship in her husband's name, Annette Takahashi is helping to make it possible for students to prepare for high-paying jobs that will not only enhance our local hospitality industry, but also meet the growing worldwide demand for executive chefs.

FINANCIAL REPORT

The Foundation received over 35,000 gifts in fiscal year 2004 in support of UH programs from our partners in the community. Mahalo!

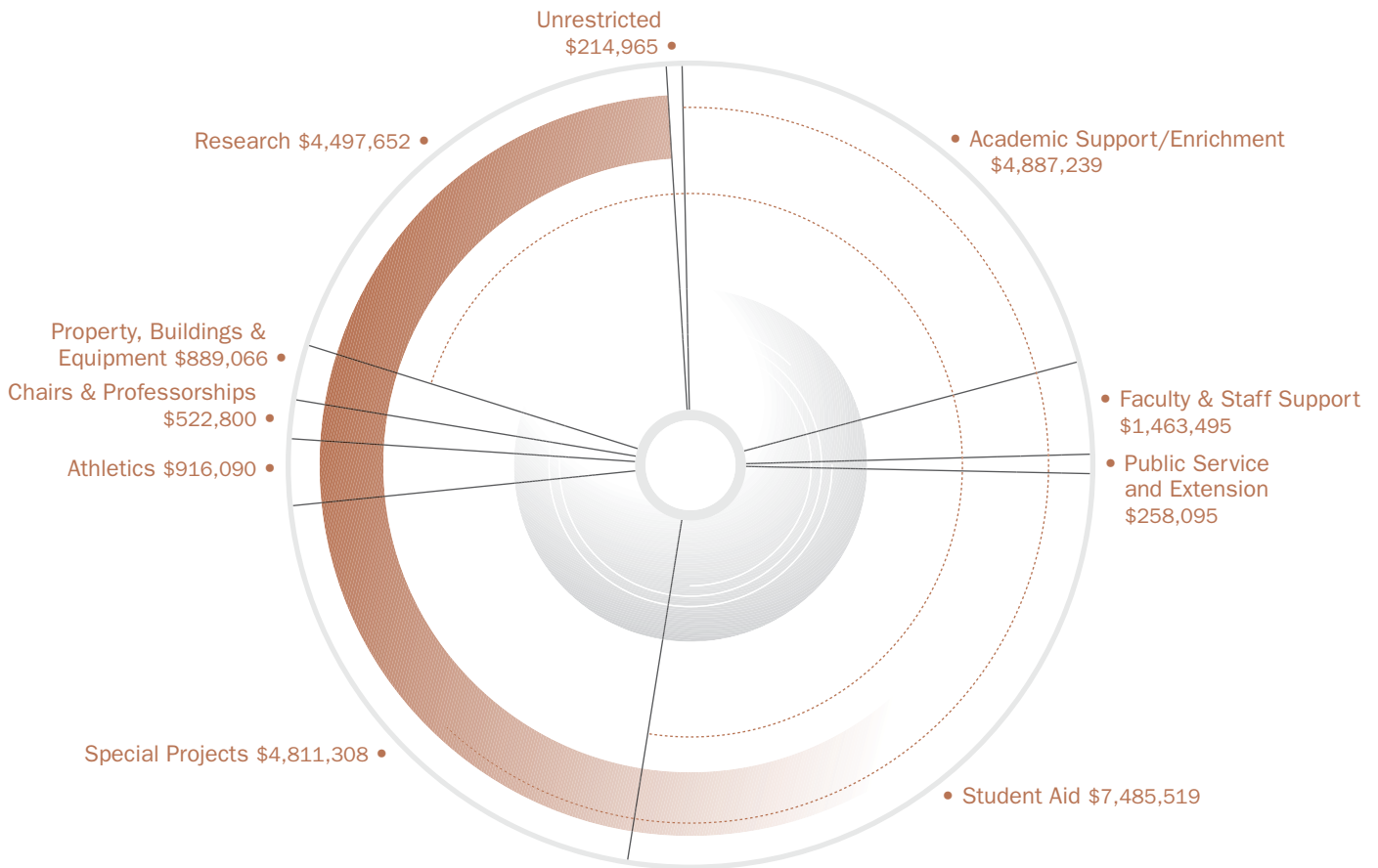
These investments in academic programs and university initiatives do not take the place of the state's ongoing obligation to provide a solid foundation for UH. They are the fuel that takes the UH mission to new heights. We are deeply grateful for these contributions, which come to us from UH friends, alumni and institutional partners around the world. They advance and extend the reach of UH's scholarship, but just as importantly, they create the vital link between the

university and the local and global communities it serves.

Because private investment in the University of Hawai'i is ongoing, we have created a special section of our web site dedicated to acknowledging private support. This dynamic and continuously updated list of university benefactors represents a step forward from the traditional practice of printing lists in our Annual Report. We hope you will visit us at www.uhf.hawaii.edu to view the names of those who make excellence in education possible at the University of Hawai'i.

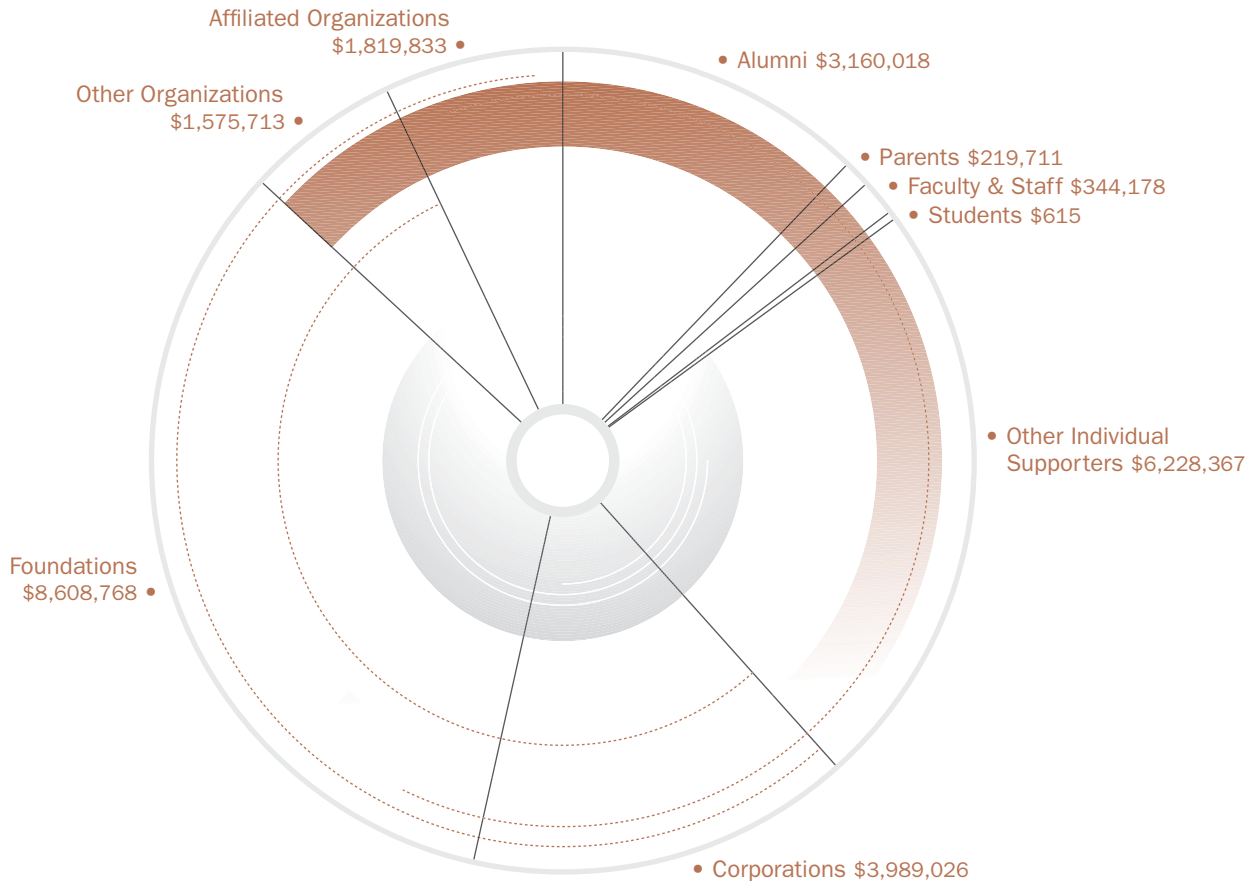
Gift Results by Purpose

Total: \$25,946,229



Gift Results by Source

Total: \$25,946,229



FY 2004 Gift Results by Purpose

The University of Hawai'i is itself a partnership dedicated to advancing the ambitions of our Pacific community through scholarship. At UH, alumni play a particularly important role. Their impact is felt not only in the programs they support, but throughout the system, as alumni support is an important factor in determining institutional rankings. The corporate community has likewise taken a strong interest in higher education in Hawai'i, as investment in scholarship is increasingly seen as the best way to diversify and grow our economy.

FY 2004 Gift Results by Source

Private investment in the University of Hawai'i impacts every aspect of the university's mission. In particular, the university's guiding commitments to research and student access are sustained and extended by partnership with individual and institutional donors. By supporting a wide range of priorities across UH's ten campuses, our partners ensure a promising future for the entire University of Hawai'i System.

BALANCE SHEET

As of June 30 (in 000's)	FY04 (\$)	FY03 (\$)
ASSETS		
Cash and equivalents	\$ 1,186	\$ 311
Contributions receivable	6,721	4,059
Investments	132,275	110,947
Interest in trusts held by others	10,941	9,483
Split interest agreements	4,974	4,478
Other assets	3,775	3,736
Total Assets	\$159,872	\$133,014
LIABILITIES		
Amounts held for others	\$ 2,487	\$ 2,118
Accounts payable	576	856
Other liabilities	3,840	3,015
Total Liabilities	\$ 6,903	\$ 5,989
NET ASSETS		
Unrestricted	1,251	443
Temporarily restricted	64,190	47,099
Permanently restricted	87,528	79,483
Total Net Assets	\$152,969	\$127,025
Total Liabilities & Net Assets	\$159,872	\$133,014

DOLLARS SPENT

	FY04 (\$)	FY03 (\$)
DISTRIBUTIONS TO UH		
Capital projects	\$ 97	\$ 194
Academic support	3,396	3,127
Faculty & staff support	1,448	1,724
Research	921	1,003
Extension & public services	473	466
Student aid & services	4,966	4,057
Athletics	1,752	1,502
Special projects & others	2,664	2,737
Total Program Services	\$15,717	\$14,810
SUPPORTING SERVICES		
Administrative, management & fiscal services	\$ 2,286	\$ 2,287
Development	4,417	3,757
Total Supporting Services	6,703	6,044
Total Expenses	\$22,420	\$20,854

Audited FY 2004 financial statements will be available January 2005. The 2004 honor roll of donors is available online at www.uhf.hawaii.edu.



D O N O R B I L L O F R I G H T S

Philanthropy is based on voluntary action for the common good. It is a tradition of giving and sharing that is primary to the quality of life. To assure that philanthropy merits the respect and trust of the general public, and that donors and prospective donors can have full confidence in the not-for-profit organizations and causes they are asked to support, we declare that all donors have these rights.

1. To be informed of the organization's mission, of the way the organization intends to use donated resources, and of its capacity to use donations effectively for their intended purposes.
2. To be informed of the identity of those serving on the organization's governing board, and to expect the board to exercise prudent judgment in its stewardship responsibilities.
3. To have access to the organization's most recent financial statements.
4. To be assured their gifts will be used for the purposes for which they were given.
5. To receive appropriate acknowledgement and recognition.
6. To be assured that information about their donations is handled with respect and with confidentiality to the extent provided by law.
7. To expect that all relationships with individuals representing organizations of interest to the donor will be professional in nature.
8. To be informed whether those seeking donations are volunteers, employees of the organization or hired solicitors.
9. To have the opportunity for their names to be deleted from mailing lists that an organization may intend to share.
10. To feel free to ask questions when making a donation and to receive prompt, truthful and forthright answers.

The Donor Bill of Rights was created by the American Association of Fund Raising Counsel (AAFRC), Association for Healthcare Philanthropy (AHP), the Association of Fundraising Professionals (AFP), and the Council for Advancement and Support of Education (CASE). It has been endorsed by numerous organizations.

S T A T E M E N T O F E T H I C S

Institutional advancement professionals, by virtue of their responsibilities within the academic community, represent their colleges, universities, and schools to the larger society. They have, therefore, a special duty to exemplify the best qualities of their institutions, and to observe the highest standards of personal and professional conduct.

- In so doing, they promote the merits of their institutions, and of education generally, without disparaging other institutions;
- Their words and actions embody respect for truth, fairness, free inquiry, and the opinions of others;
- They respect all individuals without regard to race, color, marital status, sex, sexual orientation, creed, ethnic or national identity, handicap, or age;
- They uphold the professional reputation of other advancement officers, and give credit for ideas, words, or images originated by others;
- They safeguard privacy rights and confidential information;
- They do not grant or accept favors for personal gain, nor do they solicit or accept favors for their institutions where a higher public interest would be violated;
- They avoid actual or apparent conflicts of interest and if in doubt, seek guidance from appropriate authorities;
- They follow the letter and spirit of laws and regulations affecting institutional advancement;
- They observe these standards and others that apply to their professions, and actively encourage colleagues to join them in supporting the highest standards of conduct.

The Council for Advancement and Support of Education Board of Trustees adopted this Statement of Ethics to guide and reinforce professional conduct in all areas of institutional advancement. The Board adopted the final text in Toronto on July 11, 1982, after a year's deliberation by national and district leaders and by countless volunteers throughout the membership.

The University of Hawai'i Foundation follows national best practices of the following organizations:

- American Council on Gift Annuities
- Association of Fundraising Professionals
- Association of Governing Boards of Universities and Colleges
- Association of Professional Researchers for Advancement
- Council for Advancement and Support of Education
- Council for Aid to Education
- GuideStar: The National Database of Nonprofit Organizations
- National Association of College and University Business Officers
- National Committee on Planned Giving



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