

History

The UMC College of Agriculture Foundation 1932-1990

by

Harry A. Herman, E.M. Funk, Wendell McKinsey

The Founding:

The University of Missouri College of Agriculture Foundation was incorporated November 3, 1932 under the corporate name of the University of Missouri College of Agriculture Foundation in the Circuit Court of Boone County, State of Missouri. The Pro Forma Decree of Incorporation was filed with the Secretary of State, Jefferson City, Missouri, on the 9th of November, 1932.

Objectives and procedures:

The purposes, powers and limitations of the Foundation are set forth in Articles IV, V and VI of the 1932 adopted Articles of Agreement of the Foundation as follows:

- "IV. The corporation is formed for the purposes of promoting and furthering agricultural education in the State of Missouri. It proposes to accomplish its objects by establishing an endowment and foundation for promoting the interest and welfare of the College of Agriculture of the University of Missouri, and for aiding and extending the work and activities of said College of Agriculture.
- "V. The corporation may acquire in any legal manner, by purchase, gift, devise, bequest or otherwise, any and all kinds of property which the Board of Trustees may, by resolution, accept.
- "VI. The corporation, through its Board of Trustees, shall be empowered to borrow money, and to secure the payment of such indebtedness by the mortgage, pledge or hypothecation of any and all property of the corporation, unless such right as to particular property be denied in restrictions, imposed by the donor of such property. The corporation may sell, lease and convey any of the corporate property, unless denied such right as to particular property by restrictions imposed by the donor. Money or securities in the Treasurer's hands may be loaned or invested and reinvested in such manner, under such conditions, and on such terms as the Board of Trustees, without restriction, may from time to time determine."

Membership in the Foundation:

In the beginning considerable emphasis was placed on membership in the Foundation. As might well be assumed the need for assistance to the UMC College of Agriculture in teaching, research and extension program was of concern to its many alumni and friends.

The membership qualifications are defined in Articles IX as follows: "The following shall be members of the corporation: (1) the sub-scribes of these Articles: (2) the chairman of departments in the College of Agriculture of the University of Missouri for the time being; (3) such persons as shall pay, pledge, convey or agree to convey to the corporation money or property for the attainment of its purposes; provided, however, that the Board of Trustees may in by-laws fix a minimum on the amount of payment, pledge, or transfer which shall entitle an individual to membership, and may from time to time increase or lower said minimum, or abolish it altogether. The trustees may likewise determine the terms of agreements and pledges entitling the persons to membership, and may specify from time to time that default in the payment or performance of any such pledge or agreement, for such a period of time as the trustees may designate, shall, forfeit and terminate such rights of membership as are grounded thereon."

The original subscribers (1932) were:

George Catts	O.E. Allen
Ira Drymon	Robert Howat
Wilbur Cochel	R.L. Hill
E.A. Ikenberry	C.E. Carter
Coe Pritchett	O.W. McVay
H.R. Nelson	R.S. Clough
Roy Maupin	E.A. Trowbridge
Paul Schowengerdt	F.B. Mumford

By 1957 the following had been added to the membership roster:

D.H. Doane	Sam B. Shirky
E.B. Powell	Lyman G. Neel
Earl Page	W.H.E. Reid
Guy Q. McDaniel	

The first officers of the Foundation as listed in the application for incorporation were:

George W. Catts, Kansas City -- President
 Ira Drymon, Lee's Summit -- 1st Vice President
 H.R. Nelson, Independence -- 2nd Vice President

R.L. "Bob" Hill, Columbia -- Secretary
 R.L. "Bob" Hill, Columbia -- Treasurer

The By-Laws adapted in 1932 specify the location of the corporation as Columbia, Missouri; that affairs of the corporation shall be controlled by Sixteen (16) Trustees, who shall be members of the corporation. Fifteen Trustees to be elected by members of the Foundation and the 16th shall be the Dean, or Administrative head of the College of Agriculture, University of Missouri; that Trustees shall be elected for three year terms and five shall be elected each year at the Annual Meeting.

We do not find a record as to the amount of dues specified in the first set of By-Laws, except a written statement indicates \$25. However, in 1973 the By-Laws were amended to state that anyone who pays, pledges, conveys or agrees to convey money, or property in the amount of \$25 shall be a member. Records indicate that in 1933 the Foundation had a balance of \$350. These funds no doubt came from the founding members.

Early Developments:

The written minutes and reports of the Foundation from 1932 to 1962 are voluminous. Dozens of ideas were presented and excellent plans outlined to accomplish the stated objectives of the Foundation. While some progress was made the results were not startling. The weak link in all these early plans was the same as has plagued the Foundation through the years--lack of an aggressive, dedicated, person to implement plans. This situation has been remedied to a large extent beginning in 1971.

It should be recognized here that 1932 was a difficult time to launch a fund raising program. However, it was an excellent time to rally support and unity from alumni and friends of the U. of MO. College of Agriculture. The "Depression of the 30's" was having its deadly effect on agriculture, industry and education.

Corn was selling at 15 to 30¢ per bushel, hogs were \$3.50 per cwt. and milk averaging about \$1 per cwt. with butterfat at 18 to 20¢ per pound. Enrollment at the University of Missouri was about 4500 to 5000 students with some 250 in the College of Agriculture. University of Missouri salaries were cut 15 per cent straight across the board and the number of faculty and staff was greatly reduced.

During 1932, after its incorporation, the Foundation trustees met irregularly until 1941. Beginning at that time regular meetings were held during the years of 1941 through 1945. These meetings were largely devoted to expressions of ideas to enable the Foundation to attain its objectives. From 1941 through 1945 the World War II program precluded much positive action on the Foundation. These early trustees were for the most part recognized leaders

in businesses associated with agriculture and education. The statement of "let's get a capable executive to help get the goals accomplished or disband" was often expressed. However, no concrete plan to finance such a position was developed. No doubt years of 1941-45 were affected by World War II.

There were no meetings of the Trustees and members from December 19, 1945 until November 1, 1957. Copy of a letter mailed by Sam B. Shirky, Secretary of the Foundation, October 19, 1957, to members of the Foundation states "The purpose of this meeting is to determine whether or not the corporation shall be continued; and if it is to be continued, what program shall it follow". At a meeting on December 6, 1957 a special committee consisting of O.E. Allen, chairman; Elmer Powell, Lyman Neel, W.H.E. Reid, and Albert Dyer were appointed to evaluate the program of the Foundation and make recommendation for the promotion of its objectives. This Committee suggested each Department in the College of Agriculture solicit scholarships in the Amount of \$250 to \$300 for deserving students; that some individual to lead the program be engaged and funds to support the program be raised; that a determination be made as to how the College of Agriculture Foundation fitted into the work of the university Development Office and the University Foundation Program.

University Policy on Fund Raising:

The University's policy statement on fund raising as late as 1963 discouraged solicitation of funds by other branches of the university. Stating that the Development office was in a position to handle such matters and funds earmarked for specific departments, projects, etc., would be properly directed. This policy no doubt was necessary to prevent confusion and duplication of effort. Several colleges attempted to establish foundations but only two have survived. The "Law School Foundation" established in 1926 has been quite successful and the College of Agriculture Foundation, established in 1932, is gaining ground.

Representatives of the College of Agriculture Foundation met with President Middlebush and "Bus" Entsminger, Director, Development and Alumni Activities in 1963 to discuss the role of the Foundation and it's relationship with the Development office and whether or not the College of Agriculture should continue its Foundation. President Middlebush encouraged continuation of the Foundation and urged that steps be taken to carry out its objectives. The committee had considered, but did not ask, whether funds from the University Foundation could be used to hire a director for the program. "Bus" Entsminger explained that the College of Agriculture Foundation could be invaluable in soliciting funds because people raise money. He saw no conflict but did advise that the University of Missouri Achievement Fund had been designated as the official gift receiving fund for the University and all gifts would be administered according to the donors wishes.

With the atmosphere cleared a bit the decision was made to further

implement and promote the College of Agriculture Foundation. Three important items were still lacking however:

1. A clear cut program
2. An established source of funds.
3. A person to adequately direct the program

Fortunately the picture began to clear in the years to follow.

At the 1962 meeting of the Trustees it was suggested that Dean J.H. Longwell, recently retired, be asked to serve as Executive Director. He advised that his present position of "Director of Special Programs and Studies" fitted into the Foundation program and he would try to assist. Under his guidance a pamphlet "You Serve by Investing in the University of Missouri College of Agriculture" was prepared and circulated widely. It explained the purpose of the Foundation and solicited funds. It helped to get some recognition for the Foundation.

Increased Funding--Montgomery County Fund.

On December 5, 1962 the Foundation's Treasury had a balance of \$300. In January 1963 through efforts of Trustee Elmer Powell, retired from Ralston-Purnia Co., but living in Montgomery County the first significant contributions from individuals were received. Mr. Powell reported that 23 individuals and businesses in Montgomery County had contributed \$1215 to the Foundation. It was specified by Mr. Powell that upon acceptance of these funds by the Board of Curators that Montgomery County be recognized as the first county in the state to provide such a fund and that its donors be recognized as charter members of "The Montgomery County (Missouri) Fund for Agriculture Research", and each donor receive a letter of acknowledgement from Foundation's chairman, Board of Trustees.

This development encouraged the Trustees and it marked the beginning of a period of increased development. While the amount of money is not substantial in today's terms it served as "an ice breaker" for the future.

In the meantime, no doubt resulting from publicity about the College of Agriculture Foundation by the Dean's office (Agriculture) and the Alumni office, funds given to the University Achievement Fund by Alumni and allocated to the College of Agriculture increased. Ralph Rogers, Administrative Assistant in 1963 reported that from 1958 though 1962 over \$25,263 had been derived from this source. These funds provided for unrestricted use and Agriculture Student Scholarships @\$150 each.

Increased Action 1963 Forward

On December 11, 1963 a well attended meeting of Members and Trustees

of the Foundation was held in the Memorial Union. Ray E. Miller, presided as President.

One of the major items of discussion was the coordination of the programs between the Foundation and the Agricultural Alumni Association. This idea was explored in the immediate future as will be explained.

Again it was stated by some members that if the Foundation could not prosper it should disband.

At this meeting the following persons were elected to membership in the Foundation: Wayne French, Painton, Missouri; Dr. Harry Herman, Executive Secretary, National Association of Animal Breeders, Inc., 512 Cherry St., Columbia, MO; Carl Wickstrom, Marshfield, MO; Richard Irwin, Colonial Poultry Farms, Pleasant Hill, MO; Henderson Wilcox, F.M. Stamper Co., Moberly, MO; Olen Monsess, Pres. Mo. Farm Bureau, Jefferson City, MO; Jud Wyatt, M.F.A. Columbia, MO; John Harness, Montgomery City, MO; A.J. Dinsdale, Maryville, MO; Paul M. Bernard, Farm Director KMOX, St. Louis, MO and James Rutter, Shelbina, MO.

At the December 11, 1963, meeting, Coe Pritchett was elected president, but declined due to the pressure of business and Ray E. Miller, the incumbent president, agreed to continue until the next Trustees meeting. Wendell Holman was elected 1st Vice President, Carl Wickstrom, 2nd Vice President and Joe Edmondson, 3rd Vice President. In his absence, and having never attended a meeting of the Foundation, Harry Herman was elected Secretary-Treasurer. He accepted the responsibility and teamed up with "Ernie" Funk, who was elected president 1966-71, to form a team, with support of the Board of Trustees, Office of the Dean of Agriculture, and Alumni to establish an action program. These developments are discussed on the pages to follow.

1. College of Agriculture Foundation--Agriculture Alumni Association Merger

The wisdom of merging the two organizations kept cropping up as the Foundation tried to develop a working program. Earlier a committee consisting of Carl Wickstrom, Wendell Holman and Cordell Tindall had been appointed to make recommendations on the matter. At an April 10, 1964, meeting of the Trustees a memorandum of understanding drawn up by the committee was favorably received. The consensus of opinion was that there be a common Board of Directors and that the Foundation continue as a corporate entity to hold title to land and property that the University could not operate properly.

The Foundation proceeded to draw up proposed changes in its By-Laws to authorize a common Board of Directors, to utilize its corporate facilities for handling of funds and property, and to aid in their administration. The Alumni Association to support and promote the major projects of the Foundation. No sooner had these steps been taken than some members and trustees of the

Foundation stated that the Foundation and the Alumni association should cooperate but each maintain its identity. This decision prevailed after the Foundation officers consulted with Dean McCleary, Dean, School of Law, who explained that the Foundation could not legally have another organization involved in election of its Trustees and shaping policy. The By-Law changes were not made and the matter, no doubt wisely, has been laid to rest. However, close working relationship between the two organization prevail.

Establishment of County Scholarships, Student Loan Funds, County Representatives.

In 1966 E.M. Funk succeeded Ray Miller as President of the Foundation. Harry A. Herman succeeded Sam Shirky, long time Secretary-Treasurer, in 1963. Associate Dean Shirky had succeeded "Bob" Hill as Secretary-Treasurer in the late 30's and carried on for over 25 years.

Beginning in 1966 the Foundation began a campaign to establish a "County Scholarships" for students entering the University of Missouri College of Agriculture. Ten such scholarships of \$300 each were established.

Another program of more permanent nature established is the College of Agriculture Foundation Student Loan Work Fund. This is an endowed fund (1) from which funds are to be loaned to students in the College of Agriculture and (2) the interest income from the loans is to be used to employ students to work in the various departments of the College of Agriculture. This fund administered by the University Student Loan office since 1970 reports wide participation and a 100% loan repayment rate. Funds for these scholarships were provided by farm organizations and individuals in Missouri in amounts of \$500 and above. In 1970-71 there were 16 students in the College of Agriculture aided by these funds. The number has grown steadily.

County Representatives

Realizing the need for more exposure and more participation in the Foundation programs an effort was made to have a representative in each of the states 115 counties. By 1971 a total of 91 counties had a cooperating representative, in practically all instances a College of Agriculture graduate. These representatives were of tremendous help in raising funds for scholarships and for the Foundation. The representatives are in contact with local people and in a position to suggest contributions to the Foundation when wills are being made, estates settled and similar situations. As has long been recognized, some retiring farmers or business men with no direct heirs often contribute their farms or substantial gifts to the College of Agriculture, or in many cases direct to the University.

One example of the advantage of County representatives is explained by Dr. E.M. Funk as follows:

"While I was President of the college of Agriculture Foundation, Tom Brown, an attorney at Edina, contacted me about a large farm in northeast Missouri that might be contributed to the Missouri College of Agriculture. The attorney, Tom Brown, learned about the Foundation from Flint McRoberts who was the county representative of the Foundation in Lewis County. Contacts were made, and Dean Elmer Kiehl and I conferred with Mr. Brown and his client, Miss Hortense Greenley, at the farm. Arrangements were made whereby a 700-acre farm was transferred to the University of Missouri. The owner retained a life-time income from the property. There are sizeable income-saving advantages for such contributions to educational and charitable institutions. This farm is now (1975) supported as the Northeast Missouri Research Center by a state appropriation".

Another example of personal contacts in bringing gifts of property to the University College of Agriculture is the Foremost Guernsey Farm and herd (value \$734,000) in 1952 by J.C. Penney, and the R.D. Pennewell Farm in 1982 (value about \$400,000+). Harry Herman, as Secretary-Treasurer of the Missouri Guernsey Breeders Association worked closely with Mr. Penney, beginning in 1932 and continuing until Mr. Penney's death. Mr. Penney's love for Guernsey cattle and his desire to see the herd perpetuated led to his decision to make this gift to the University. R.D. Pennewell, Palmyra, MO, president of the state Guernsey Associations for many years, had a Guernsey herd of some 200 head and one of the best farms in NE Missouri. He and his wife Florence had no children. Their half century association with Herman and the state Guernsey association no doubt influenced their gift of the farm to the University for benefit of the Dairy Science unit.

Another example of the importance of personal contact is the Rocheford Scholarship Fund explained as follows:

"The Agricultural Foundation at their annual meeting, October 1986, established an endowed scholarship fund in memory of Julia Rocheford, who contributed a 160-acre Boone County farm to the University College of Agriculture. Preference is to be given to students working on the Rocheford Turkey Research project."

Most of the outlying experiment farms operated by the Missouri College of Agriculture came as gifts of land from individuals. The College of Agriculture Foundation is invaluable in this connection as some farms are operated by the College of Agriculture Experiment Station until the death of the donor. Some farms donated are not needed for research or demonstration and must be accepted with provisions they be sold. The Foundation is able to handle the financial details and operations of these properties in a direct manner, thus avoiding some problems necessitated by state and federal controls.

Some Earlier Suggestions for the College of Agriculture Foundation

Programs

Patents:

During the 40's considerable discussion among College of Agriculture Faculty and the Foundation leaders was devoted to the possibility of patenting some of the results of research by the faculty as a means of raising funds. Attention was called to the "Vitamin D Irradiation Patents" for foods held by the University of Wisconsin that produce large amounts of money for research. Most staff members and the University attorneys took a dim view regarding patents calling attention to the fact that most university research findings were supported by taxpayers money.

However, at the beginning of World War II Dr. E.M. Funk developed a process for preserving the edible quality of shell eggs. He conceived the idea of patenting the process and thereby earning funds for research in the College of Agriculture. He presented the idea of a patent to the Ag. Foundation and the University. The University attorney at that time considered the process not patentable and upon that advice the Foundation rejected the idea of a patent. Funk proceeding on his own to patent the process of "Thermostabilization of Quality in Shell Eggs" at a personal cost of \$1000. The patent entitled "Process for Preserving Eggs for Edible Consumption" was finally patented July 1, 1947.

Before the patent was issued Swift and Company agreed to pay E.M. Funk 5 cents per 30 dozen cases of eggs processed. Funk received \$15,000 in royalties from Swift and \$2500 from the Gordon Johnson Co. in Kansas City who built a special machine to process the eggs. Swift sold the U.S. Army at least 300,000 thirty dozen cases of eggs. The U.S. Army used these eggs instead of dried especially in remote areas.

Professor Funk proceeded to contribute all money and more than received in royalties to the College of Agriculture for student scholarships and research.

Check-off on Fertilizer, Feeds, etc.

The idea of obtaining a check-off of a few cents per bag on fertilizer, feed and other products farmers use to obtain funds for the Foundation was tossed around but no definite action taken.

Hatch Scholarships

Another proposal in the 40's was to establish "Hatch Scholarships" in honor of H.W. Hatch, Missouri Congressman who pioneered more agricultural legislation than anyone in history. So far as we can determine no such scholarships were ever established.

The Penick Research Farm Gift.

The foundation acquired its largest gift in terms of cash when in 1977 the S.B. Chemical Company, Lyndhurst, N.J. decided to dispose of its French Village Experimental Farm near Bonne Terre, MO. This farm of some 92 acres with all buildings and equipment was appraised by the Doane Agency at \$440,000. The property did not have sufficient land, and had too many buildings to maintain, to make it practical as a farm operation. The College of Agriculture did not need it for research purposes so it was decided to sell the property and equipment. After several years of effort to find a purchaser a sale was made to Dr. and Mr. L.J. Plunkett, Williamsville, MO on August 1, 1981 for a total of \$156,000 for the farm and equipment. The real state was sold for \$150,000 and equipment \$6,000. The Plunketts made a down payment of \$40,000. A Deed of Trust and a promissory note for \$116,000, interest rate 10%, due at the end of five years. The Foundation transferred a truck and cattle trailer to the College of Agriculture valued at \$6,100 in August 1977 so the total value of the gift was at least \$160,000. The sale, appraisal and closing were handled by the Doane Agricultural Service, St. Louis, MO.

The Penick Research Farm Sale accounted for the largest cash gift received by the Foundation. Too much credit for handling all of the details of the transactions cannot be given J. Wendell McKinsey, Executive Director of the Foundation, "Herb" Fick, Foundation President, and Dean Elmer Kiehl who was first contacted by the Penick Co. Needless to say the funds received from this gift gave the Foundation a much needed financial base for carrying on its work.

Summary of Programs and Fund Raising

As earlier related the College of Agriculture Foundation operated on very limited funds and was unable to accomplish many of its objectives until about 1963. However, the organization was blessed by strong support by the faculty members of the College of Agriculture, the administrative staff and by numerous agricultural leaders and farm operators throughout the state.

Early funds came from membership in the Foundation and the portion of alumni dues allocated to Agriculture. The amount was usually a few hundred dollars annually. In 1963 the Montgomery County gift of some \$1215 paved the way for more individual giving. In 1973 the Foundation By-Laws were amended to provide a membership fee schedule as follows:

1. Member--Annual dues of \$25
2. Life Member--single dues \$200 or 10 annual payments equal to \$250 or 500 consecutive payments of \$45--total \$225.
3. Century Club--a yearly gift of \$100 to Foundation or to the College of Agriculture.
4. Dean's Club Member--a highly prestigious category recognizing large gifts. All member of the Jefferson Club designating gifts for the College of Agriculture are automatically Dean's Club Members---

\$5,000.

In 1971-72 there were over 100 paid up members of the Foundation. In addition there were eight non-members as businesses donors to the Student Loan--Work Fund. The Treasurers report for 1973 indicated receipts of \$20,359.51 and disbursements of \$20,065.26. The receipts involved contributions, and some monies handled for the Southwest Swine Improvement Association (\$13,980). The disbursements were for expenses, and the Swine Association some (\$18,000). The Foundation had liquid assets of \$2,187.11. The Foundation often serves as a depository and fund dispenser for state organization programs such as swine, cattle and poultry. For 1971-72 receipts for the Student Work Fund were \$3,329 and the County Scholarship Fund \$800 and the fund had a balance of \$413.

In 1981 the Foundation had a cash balance of \$32,322 and held \$27,535 in trust. Some of these funds come from sale of the Penick property.

It is not the purpose to present financial reports here except as a means of portraying the growth of Foundation. However, October 31, 1989 at the Annual Meeting of the Foundation Trustees the Balance Sheet for the funds indicated:

Assets

Cash in bank--checking	\$ 178.74
" " --money market	34,187.40
Certificates of Deposit	38,000.00
Total assets	\$72,366.14

Liabilities

Restricted Funds	
Missouri Century Farms	\$2,553.31
International Agriculture Programs	28,292.95
College of Agri. Flower Fund	-23.39
Total liabilities	\$30,822.87

Fund Balance	\$41,343.27
Total Liabilities and Fund Balance	\$72,366.14

The above figures are presented only as a means of indicating the progress made. To fully appreciate the accomplishments to date the reports of the Executive Director and Treasurer, which are on file, should be perused. Through the years as funds were procured by the Foundation they were transferred to the College of Agriculture for research, teaching and student assistance. The total money, property and equipment procured by the Foundation for the College of Agriculture and the University to date is substantial. The total funds in the College of Agriculture Foundation accounts vary dependent upon annual receipts and disbursements. For example in 1983, including the Penick Farm notes due, the Fund Balance was \$175,949.56. We

know of no summaries that would indicate the total balance of funds and property received since the Foundation was established.

First Executive Director Appointed--1971

The long desired need for a capable, dedicated, person to carry out the steps necessary for the objectives of the Foundation was realized in 1971 when J. Wendell McKinsey was named Executive Director.

At a meeting of Dean Elmer Kiehl; President E.M. Funk; Vice President Raymond Schroeder, and Secretary-Treasurer Harry Herman on December 11, 1970 it was agreed that the Dean's office would provide a person whose part time duties would be to direct the activities of the foundation. J. Wendell McKinsey, Professor of Agricultural Economics and well acquainted with the goals of the Foundation was recommended. Dean Kiehl suggested that the Executive Committee meet with Wendell and determine his interest and view's on the matter. It was agreed that the position should also carry the title of Assistant Dean since the Director would be working closely with the office of Dean of Agriculture. Wendell was receptive to the challenge and a Job Description* of the Executive Director was drawn up by Dean Kiehl, the Foundation Executive Committee and Wendell. It was signed April 1, 1971 by Dean Kiehl and President Funk. It was stipulated that the salary of the Director would be paid from College of Agriculture Funds and secretarial help would be provided. It was estimated that Wendell would devote about 1/3 to 1/2 his time to the Foundation. Due to Wendell's assignments on International Programs the time allocation was not strictly carried out. Wendell proved to be an excellent choice. He has worked diligently to bring the goals of the Foundation into realization from April 1, 1971 to the present time. His efforts in building the Foundation funds, adding members, and carrying out the many administrative duties required of the Executive Director are recognized and appreciated by all concerned.

Major Program Activities 1971--1990

1. Cooperation with the University Development Office.

With the appointment of Wendell McKinsey Executive Director of the Foundation steps were taken to enlist more interest and aid from the University Development Office (UDO). William Heck, UDO, met with the Trustee at several meetings and explained methods that had proved successful in raising funds and obtaining members. It was suggested that the Foundation have on Endowment Fund.

In 1984 Jerry Clevenger was assigned, by the University Development Offices to work part time in fund raising for the Foundation. A portion of

* Note: A copy of the Job Description of the Executive Director of the College of Agriculture Foundation is attached. It is paramount that this position be continued in the years ahead if the Foundation continuer to succeed

Clevenger's salary and office costs were to be paid by the Foundation. This plan has been carried on the past several years. Plans were finalized and the College of Agriculture endowment Fund established following the October 18, 1985 meeting of the Board. With the Penick Farm Note and other funds accumulated Director McKinsey reported current assets of the Foundation as \$224,728. President C.R. "Dick" Johnston appointed Ernie Funk, Harry Herman, Wendell McKinsey and Lindley Finch to work out the details. This was done. Foundation funds of \$100,000 were transferred to the University for the College of Agriculture Endowment Fund. June 30, 1988 this fund, with accumulated interest and further contributions totaled \$127,362. Interest from the fund is used to help carry out programs for benefit of the college of Agriculture. it marks another progressive step for the College of Agriculture Foundation.

Further cooperation with the University Development office continued with Larry Knipp in 1989-90 serving as Director of Development College of Agriculture with offices in the Agriculture Building and Bill Mckinley, Program Director, also involved. At a June 2, 1990 meeting of the Trustees, members and representatives of the College of Agriculture, Article I of the By-Laws of the College of Agriculture Foundation was changed by a majority vote of those present as follows:

Article I -- members

Section 1 -- members charge \$25 to \$100

Section 2 -- Delete

Section 3 -- Delete

Section 4 -- Charge \$5,000 to \$600 or more annually, delete "as accumulation of gifts ---- and in addition will be a life member of the Foundation with all powers and privileges of membership.

With this leadership available on expanded program of development for the College of Agriculture was outlined at the June 2, 1990 meeting of the College of Agriculture. Action and developments in this program will have to be discussed in future reports when results are available.

In 1971 H.G.E. "Herb" Fick succeeded E.M. Funk as President of the Foundation. He in turn was followed by C.R. "Dick" Johnston in 1984 and at the 1988 meeting of the Trustees Andy Runge, the incumbent president was elected. William Stringer in 1985 succeeded Harry Herman who had served since 1963 as secretary. Wendell McKinsey continued as Executive Director and also as Treasurer. He took over as Treasurer in shortly after becoming Executive Director.

Programs carried out by the Foundation from 1971 forward under direction of the Board of Trustee and Director McKinsey included:

1. Building membership and selling the program in cooperation with Ag. Alumni

Groups. Regional meetings were held in many section of the state. The local Trustee and an officer of the alumni group usually arranged for a dinner meeting. These meetings proved quite productive.

2. The Student Work Loan Fund and County Scholarship were further developed.
3. A committee was established to emphasize the acquiring of large gifts.
4. Funds were accumulated and allocated to the College of Agriculture.
5. As mentioned earlier several farms were acquired and sold or turned over to the Experiment Station.
6. A campaign was carried out to acquaint alumni and potential donors with estates planning and structure of wills. The University Development office aided in this program.
7. Pamphlets and mailing pieces such as "College of Agriculture Foundation -- University of Missouri" and "Your Opportunity to Invest in the Future of Missouri Agriculture University of Missouri--Columbia, College of Agriculture Foundation were printed in quality and widely distributed.

With a dedicated Board of Trustees, enthusiastic and devoted officers, the full cooperation of the College of Agriculture administration, supportive alumni, and agricultural leaders throughout the state, the University of Missouri college of Agriculture Foundation has matured in the past 20 years and is well on the way to greater accomplishments.