The Dream is **Alive!**

Africa University Development Office
James H. Salley -
President/CEO Africa University Tennessee, Corp
Associate Vice Chancellor for Institutional
Advancement Africa University

AFRICA UNIVERISTY DEVELOPMENT OFFICE

2026 Spending Plan Narrative

Executive Summary:

The Africa University Development Office (AUDO) was established September 1, 1992. Itis housed in the Denman Building, 1908 Grand Avenue, Suite 340, Nashville, TN. The work of the office is guided by a Strategic Plan that has been approved by the Board and Advisory Development Committees, the Vice Chancellor, and the Africa University Board of Directors. Friends and funds are cultivated and delivered in 6 specific areas: Apportionments, Capital and Special Projects, Endowment Fund, Direct Scholarships, Planned Giving, and Alumni/the Honorary Alumni Association.

Africa University (Tennessee) Inc. is a global friend-making and fundraising organization created to raise, invest and distribute with accountability, resources to build, sustain and grow Africa University, a private, pan-African higher education institution located in Zimbabwe, southern Africa. It cultivates relationships with churches, foundations, bilateral and multilateral donors, corporations, and individual philanthropists to deliver funding for student scholarships, teaching, research, and academic development, and campus infrastructure.

AU enrolls about 2,500 full-time students each year. The university offers undergraduate and graduate degree programs in its School of Law and in 4 colleges- Engineering and Applied Sciences; Health, Agriculture and Natural Sciences; Business, Peace, Leadership and Governance; Social Sciences, Theology, Humanities and Education.
Young people from 28 countries are being equipped for service and leadership at AU. There are about 13,000 graduates at work in 34 African countries. The University has a 96% graduation rate.

Africa University (Tennessee) Inc. implements initiatives to convert potential donors into generous, ongoing supporters whose contributions underwrite the missional activities of Africa University. The organization nurtures strong, mutually beneficial relationships with donors and is prudent with donor gifts to ensure growth in gift giving, multiply gift impact, and secure long-term donor commitment to the cause. Africa

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University (Tennessee) Inc. disburses and is accountable for the distribution of donor funds as designated.

All the activities of Africa University (Tennessee) Inc. are funded by donations and every gift is utilized in its entirety as designated by the donor. Overhead expenses such as staff costs, office space, fund development strategies and bank fees are catered for through the Africa University Fund apportionment and the unrestricted endowment fund, an annual free will offering of approximately .29 cents per member collected in local United Methodist churches across the United States. Ninety percent of the work done by Africa University (Tennessee) Inc. takes place in the United States of America. The remaining ten percent is spread between Africa, Europe, and Asia. The organization's activities are organized to continuously move through cycles of identifying, qualifying, soliciting, cultivating, and stewarding both relationships and resources.

The implementation of strategies to address the position, relationships, and sustainability of Africa University's ministry as the denomination evolves is crucial. Through strategic discussions and actions, Africa University board members and advisors can assist the university to position itself to flourish as the new reality of The United Methodist Church, beyond 2025, takes shape. While securing approval as an apportioned item of The United Methodist Church for the 2025-2028 quadrennium is important, the evolution of Africa University's governance structures will also be critical.

AU-TN has completed the transition from its arrangement with the General Board of Higher Education Ministries. This process has resulted in AU TN having to absorb new expenses that were previously paid in full or partially by GBHEM. These costs for 2024 are more than $170K whick includes large ticket items such as insurance (property & casualty, worker's compensation, and cyber security) and software. The annual additional costs to AU will be approximately $140K.

PRIORITIES, PROGRAMS/ INITIVATIVE, OUTCOMES:

The Africa University Development Office is currently focused on two strategic initiatives aimed at major donors/major gifts.

Strategy* 1: *Africa University Fund Apportionment: Through outreach to the bishops, every conference of The United Methodist Church is being asked to maintain its investment in the AUF at the current level. For 2025, the general church budget commitment to the AUF is $1,274,877. Members of the Board and Advisory Development Committees can assist with the ongoing outreach, advocacy, and cultivation efforts in support of this strategy.

Strategy* 2: *Cultivating Keystone Congregations: The AUDO has set a goal of having at least two Keystone Congregations in each Annual Conference of The United Methodist Church by 2026. To become a Keystone Congregation, a local church makes a multi-year commitment to provide annual scholarship support of $6000 or more to

Africa University. This is known as an *usahwira* scholarship. Board members, advisors and friends can assist the AUDO in identifying churches with excellent potential for supporting student access through scholarships.

When congregations begin an *usahwira (a beautiful friendship)* with students matriculating at Africa University, it deepens their missional engagement and impact. Churches that make a multi-year direct scholarship commitment can learn more about their students' country, church, and family. Congregants pray and correspond with their scholars, receive progress reports, and celebrate the journey of transformation that they've been on with their scholars at graduation.

Active bishops have been invited to identify and secure commitments from two churches in each of the denomination's 54 annual conferences in the United States. Success on this goal will generate $648,000 annually *(or up to $2,592,000 per quadrennium)* in scholarships to enable students to matriculate at Africa University. Cultivation efforts to increase the number of Africa University Keystone Congregations has resulted in new commitments from:

- Alabama Panhandle Episcopal Area Conference
- South Carolina Conference
- Illinois Great Rivers Conference
- Iowa Conference
- Minnesota Conference

MARKETING AND COMMUNICATIONS:

Highlights from this area of work include:

1.1 **New AUDO Website:** Africa University has a redesigned giving site - https://support.africau.org. The new website utilizes WordPress, which is open source and popular. It integrates well with the Blackbaud products that AUDO uses for its donor database. The new site is designed to be clean/attractive and user-friendly, while integrating essential information for donor cultivation, gift-making, and stewardship.

1.2 **Stewardship Tools:** General information and stewardship tools such as the ***"AU in a Nutshell"*** presentation and ***"AU at a Glance"*** are available on the resources page at https://support.africau.org/au-resources/. For stakeholders and donors looking for impact stories or wanting to hear directly from beneficiaries of AU's ministry, the AU Jumpshare platform and Afrka University YouTube channel offer a selection of short videos, with subtitles for ease of use. Prepared for major donors with ongoing commitments to fulfil, these materials typically feature students/alumni sharing their AU experiences. Here are examples of the individualized resources the AUDO provides, when requested, to specific donors.

DATABASE MANAGEMENT:

AU-TN has upgraded its donor management software to a more comprehensive mode which offers greater tracking and reporting capabilities. This move has improved our ability to build prospecting packages, arrange donor engagements, and generate promotional data.

STAFFING:

Appendix 1: Staffing Table (an example)

	Women						Men				
	2025	2024	2023	2022	2021	2020	2024	2023	2022	2021	2020
Hispanic	1	1									
White											
Black	4	5	4	4	4	4	1	1	1	1	1
Native Hawaiian/ Other Pacific Islander											
Asian											
American Indian/Alaskan Native											
Two or more races	2										
Total	7	6	4	4	4	4	1	1	1	1	1

Explain any adaptions you have used to staff your agency/fund going into the coming year, such as collaborations with other agencies/funds or the use of consultants.

Africa University (Tennessee) continue to work with independent contractors for their expertise on Planned Giving and development initiatives. This is cost-effective compared to having full-time staff.

FINANCIAL SUSTAINABILITY:

Africa University (Tennessee)'s operating reserve policy is to set a minimum of $2,000,000 as undesignated fund.

Additionally, AU-TN is one of the organizations who are scheduled to receive World Service Special (Endowment) Funds.

Refer to Strategies 1 and 2 mentioned under programs and initiatives for Africa University (Tennessee)'s plan to raise additional funds beyond apportionments.

PARTNERSHIPS:

Partnering with annual conferences related to disciplinary mandates, other essential ministries, and administrative ministries.

Africa University (Tennessee) Inc. invests significant staff time and spending in stewarding its relationships and resources and distributing funds to Africa University. Since inception, Africa University (Tennessee) Inc. has supported major campaigns led by congregations and conferences of The United Methodist Church to build and equip buildings, endow scholarships, and generate new knowledge through endowed chairs and professorships.

Other partnerships - including with other agencies/funds - related to disciplinary mandates, other essential ministries, and administrative ministries.

General Board of Discipleship Ministries (GBOD):
We are renting physical space from Discipleship Ministries.

General Council of Finance and Administration (GCFA):
We work with GCFA in the areas of HR and IT.

United Methodist Communications (UMCOM):
They assist with marketing and development of resources for local churches and annual conferences. These services are provided on a contractual basis.

General Board of Higher Education Ministries (GBHEM):
GBHEM is utilized for technical support and linkage to US Colleges and Universities.

Corporations and businesses such as:
Methodist Healthcare of Memphis

Good News TV:
Promoting the work of Africa University (Tennessee) at lower costs.

Claflin University and Wesley Seminary:
We have a sister-to-sister relationship with these fellow academic institutions. We maintain a Memorandum of Understanding (MOU) with each of these.

Thank you for your kind consideration of this brief. God bless you.

Submitted on behalf of Africa University:

James H Salley

James H. Salley
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Associate Vice Chancellor for Institutional Advancement
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Name of Agency:	Africa University Development Office
President:	James H. Salley
Officer of Agency (signature):	
Treasurer:	Ben Northington
Treasurer Signature	
General Secretary:	
General Secretary (signature):	
Date submitted:	11/12/2025

Africa University Development Office
2026 General Agency Spending Plans
Key Assumptions

Revenues comprising of more than 5% of total revenue:	% of Total Income	Possible factors causing significant revenue decrease
Appportionment	12.0%	
World Service Specials	6.0%	
Other Church Funds	9.0%	
Investments	59.0%	
	0.0%	
	0.0%	
	0.0%	

New significant sources of income in Proposed Budget Year	Total $ of Income	Agency Comment
	$ -	
	$ -	
	$ -	
	$ -	
	$ -	
Total	**$ -**	

Fund	Collection Rate Assumed in Budget Yr.	GCFA Recommendation	Agency Comment
World Service	0.0%		
Africa University	66.0%	75-85%	
Black College	0.0%		
Ministerial Education	0.0%		
General Administration	0.0%		
$ Impact of a 1% lower payment rate	**$ -**		

Inflation Rates Assumed:	% Assumed in Budget Yr.	GCFA Recommendation	Agency Comment
Active Healthcare	6.5%	6-1/2%	
Retiree Health	0.0%	6-1/2%	
Salaries	2.0%		
Other	0.0%		

Investment Assumptions		Agency Comment
Rate of Return on LT investments	0.0%	
Impact of each 1 Percentage point variance	$ -	

Capital Expenditures	Amount	Agency Comment
Total	**$ -**	

		GCFA Recommendation	Agency Comment
Benefit Trust Distribution - % Chg. from Previous Yr	**0.0%**	Not applicable	

Change in Staff Headcount	-	**Comments:**	

Expenses comprising of more than 5% of total expenses:	% of Total Expenses
Salaries	27.9%
Program	36.2%
Consultants	11.6%
	0.0%
	0.0%
	0.0%
Total	**75.7%**

New significant expense line items in Proposed Budget Yr	Total $ of New Expense
	$ -
	$ -
	$ -
	$ -
Total	**$ -**

Africa University Development Office
2026 General Agency Spending Plans
Detailed P & L

Revenue / Expense Items	2024	2025			2026	
	Actual (Audit)	Budget	Forecast	Difference	Budget	Vs. 2025 Forecast
Revenue						
Apportioned Funds:						
1 World Service Fixed Charges	$ -	$ -	$ -	$ -	$ -	$ -
2 World Service On Ratio	$ -	$ -	$ -	-	$ -	-
3 General Administration	$ -	$ -	$ -	-	$ -	-
4 Interdenominational Cooperation	$ -	$ -	$ -	-	$ -	-
5 Ministerial Education	$ -	$ -	$ -	-	$ -	-
6 Black College	$ -	$ -	$ -	-	$ -	-
7 Africa University	$ 1,644,757	$ 1,060,000	$ 810,758	(249,242)	$ 848,000	37,242
Total Apportioned Funds	**$ 1,644,757**	**$ 1,060,000**	**$ 810,758**	**$ (249,242)**	**$ 848,000**	**$ 37,242**
Special Sunday Offerings:						
9 Human Relations Sunday	$ -	$ -	$ -	$ -	$ -	$ -
10 One Great Hour of Sharing	$ -	$ -	$ -	$ -	$ -	-
11 United Methodist Student Day	$ -	$ -	$ -	$ -	$ -	-
12 World Communion Sunday	$ -	$ -	$ -	$ -	$ -	-
13 Peace with Justice Sunday	$ -	$ -	$ -	$ -	$ -	-
14 Native American Ministries Sunday	$ -	$ -	$ -	$ -	$ -	-
Total Special Sunday Offerings	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**
Other General Funds:						
15 World Service Specials/Endowments	$ 1,180,704	$ 400,000	$ 643,979	$ 243,979	$ 400,000	$ (243,979)
16 Youth Service Fund	$ -	$ -	$ -	-	$ -	-
17 Special Appeals	$ -	$ -	$ -	-	$ -	-
18 General Advance Specials	$ -	$ -	$ -	-	$ -	-
19 World Service Contingency Grants	$ -	$ -	$ -	-	$ -	-
Total Other General Funds	**$ 1,180,704**	**$ 400,000**	**$ 643,979**	**$ 243,979**	**$ 400,000**	**$ (243,979)**
Other Income:						
404 Sale of Literature & Publications	$ -	$ -	$ -	$ -	$ -	$ -
410 Sale/Rental of Films and AV	$ -	$ -	$ -	$ -	$ -	-
420 Special Gifts/Contributions/Direct Scholarship	$ 526,726	$ 500,000	$ 776,777	$ 276,777	$ 500,000	(276,777)
425 Grants/ Other Designated Rev	$ -	$ 350,000	$ 19,316	$ (330,684)	$ 350,000	330,684
425 Grants from Keystone Congregations	$ -	$ 648,000	$ 230,759	$ (417,241)	$ 648,000	417,241
430 Dividends & Interest (from operations)	$ 272,206	$ 210,543	$ 286,578	$ 76,035	$ 12,000	(274,578)
449 Dividends & Interest (from long term investment per spending policy or plan)	$ 7,198,969	$ 4,000,000	$ 7,486,928	$ 3,486,928	$ 4,000,000	(3,486,928)
450 Income from Outside Trusts	$ -	$ -	$ -	$ -	$ -	-
455 Legacies & Bequests	$ -	$ -	$ -	$ -	$ -	-
456 Capital Gains (Realized/unrealized, per spending policy or budget plan)	$ -	$ -	$ -	$ -	$ -	-
458 Service Fees	$ -	$ -	$ -	$ -	$ -	-
459 Receipts from Other Agencies	$ -	$ -	$ -	$ -	$ -	-
460 Benefit Trust Income	$ -	$ -	$ -	$ -	$ -	-
461 USPF Distribution	$ -	$ -	$ -	$ -	$ -	-
470 Miscellaneous Income	$ 1,667,510	$ 100,000	$ 170,542	$ 70,542	$ 100,000	(70,542)
480 Contra Income	$ -	$ -	$ -	$ -	$ -	-
490 Building Rental Income	$ -	$ -	$ -	$ -	$ -	-
Total Other Income	**$ 9,665,410**	**$ 5,808,543**	**$ 8,970,900**	**$ 3,162,357**	**$ 5,610,000**	**$ (3,360,900)**
610 Operating Reserves-Unrestricted (Increase to)/Use of reserves	$ (149,101)	(4,189,021)	(7,250,722)	(3,061,701)	(4,315,593)	2,935,129
611 Temporarily Restricted (Increase to)/Use of reserves	$ (2,992,225)	$ 1,139,457	$ 1,010,567	(128,890)	$ 638,000	(372,567)

Africa University Development Office
2026 General Agency Spending Plans
Detailed P & L

Revenue / Expense Items	2024 Actual (Audit)	2025 Budget	2025 Forecast	2025 Difference	2026 Budget	2026 Vs. 2025 Forecast
Total (Increase to)/Use of Reserves	$ (3,141,326)	$ (3,049,564)	$ (6,240,155)	$ (3,190,591)	$ (3,677,593)	$ 2,562,562
Total Income	$ 9,349,545	$ 4,218,979	$ 4,185,482	$ (33,497)	$ 3,180,407	$ (1,005,075)

Africa University Development Office
2026 General Agency Spending Plans
Detailed P & L

Revenue / Expense Items	2024	2025			2026	
	Actual (Audit)	Budget	Forecast	Difference	Budget	Vs. 2025 Forecast
Expenditures:						
50 Distribution & Grants - UMC	$ -	$ -	$ -	$ -	$ -	$ -
51 Campus Operations	$ -	$ -	$ -	$ -	$ -	-
52 Grants - Outside UMC	$ -		$ -	$ -	$ -	-
53 Program/ Campus Operations	$ 7,581,432	$ 2,200,000	$ 2,427,534	$ 227,534	$ 1,150,000	(1,277,534)
54 Research & Prog Development/Special Projects	$ -	$ -	$ -	$ -	$ -	-
55 Salaries	$ 764,639	$ 760,035	$ 798,231	$ 38,196	$ 888,570	90,339
56 Pension Expense	$ 98,680	$ 83,383	$ 79,823	$ (3,560)	$ 88,857	9,034
57 Employer's Payroll Taxes	$ 52,843	$ 57,800	$ 61,065	$ 3,265	$ 67,976	6,911
58 Retiree Insurance	$ 2,500	$ 7,628	$ 2,500	$ (5,128)	$ 2,500	-
59 Group Insurance & Hospitalization	$ 63,171	$ 64,000	$ 83,545	$ 19,545	$ 104,099	20,554
60 Continuing Education	$ -		$ -	$ -	$ -	-
61 Moving Expense/Other-Staff Events/Recruiting	$ -		$ -	$ -	$ -	-
62 Rent	$ 53,704	$ 55,000	$ 54,660	$ (340)	$ 55,000	340
63 Building Management Expense	$ -		$ -	$ -	$ -	-
64 Utilities	$ -		$ -	$ -	$ -	-
65 Telephone & Internet	$ 22,430	$ 17,448	$ 6,624	$ (10,824)	$ 15,000	8,376
66 Postage & Freight	$ 17,080	$ 25,000	$ -	$ (25,000)	$ 5,020	5,020
67 Printing & Duplication	$ 12,257	$ 7,200	$ 1,000	$ (6,200)	$ 7,200	6,200
68 Office Supplies	$ 8,066	$ 2,500	$ 2,688	$ 188	$ 2,500	(188)
69 Dues & Subscriptions	$ -		$ -	$ -	$ -	-
70 Equipment (items not capitalized)	$ 1,694	$ 20,000	$ 361	$ (19,639)	$ 15,000	14,639
71 Equipment & Software Repair & Maintenance	$ -		$ -	$ -	$ -	-
72 Equipment Leasing	$ 710	$ -	$ 7,200	$ 7,200	$ 7,200	-
73 Building Repair/Maint/Leasehold Imp	$ -		$ -	$ -	$ -	-
74 Other Office Expense	$ -	$ 2,500	$ -	$ (2,500)	$ 2,500	2,500
75 Depreciation Expense	$ 5,696		$ -	$ -	$ -	-
76 Inventory Write-off	$ -		$ -	$ -	$ -	-
77 Audit Fees	$ -		$ -	$ -	$ -	-
78 Legal Fees	$ 2,831	$ 90,000	$ 7,000	$ (83,000)	$ 50,000	43,000
79 Consultant Fees	$ 280,397	$ 327,500	$ 355,692	$ 28,192	$ 367,500	11,808
80 Independent Contractors/ Temp Help	$ 2,570	$ 25,000	$ -	$ (25,000)	$ -	-
81 Investment Fees/ Bank fees	$ 51,800	$ 1,600	$ 1,332	$ (268)	$ 1,600	268
82 Data Processing Rental & Service	$ -	$ -	$ -	$ -	$ -	-
83 Services Rendered by Other Agencies	$ -	$ -	$ 59,004	$ 59,004	$ 60,000	996
84 Meeting Expense	$ 97,315	$ 72,130	$ 16,354	$ (55,776)	$ 72,130	55,776
85 Travel	$ 71,981	$ 174,400	$ 61,030	$ (113,370)	$ 74,400	13,370
86 Materials for Resale	$ -		$ -	$ -	$ -	-
87 Promotional including Postage	$ 63,972	$ 95,355	$ 90,839	$ (4,516)	$ 95,355	4,516
88 Films & Audio-Visuals	$ -		$ -	$ -	$ -	-
89 All Other Insurance	$ 27,807	$ 35,000	$ 27,211	$ (7,789)	$ 13,000	(14,211)
90 Special Promotion	$ -	$ -	$ -	$ -	$ -	-
91 Taxes	$ -	$ -	$ -	$ -	$ -	-
92 Interest Expense (Incl. Capital Leases)	$ -	$ -	$ -	$ -	$ -	-
93 Allowance for Uncollectible Accounts	$ -	$ -	$ -	$ -	$ -	-
94 Miscellaneous, Contingency & Currency Exc fees	$ 10,244	$ 35,500	$ 5,254	$ (30,246)	$ 25,000	19,746
95 Gain/loss on Disposal of Assets	$ -		$ -	$ -	$ -	-
96 Computer Hardware Maintenance	$ -		$ -	$ -	$ -	-
97 Software Purchases & Support	$ 55,726	$ 60,000	$ 36,535	$ (23,465)	$ 10,000	(26,535)
98 Information Services	$ -	$ -	$ -	$ -	$ -	-
99 Clearing Account	$ -	$ -	$ -	$ -	$ -	-
100 Interdepartmental Allocation	$ -	$ -	$ -	$ -	$ -	-
Total Expenditures	**$ 9,349,545**	**$ 4,218,979**	**$ 4,185,482**	**$ (33,497)**	**$ 3,180,407**	**$ (1,005,075)**

Africa University Development Office
2026 General Agency Spending Plans
Detailed P & L

Revenue / Expense Items	2024	2025			2026	
	Actual (Audit)	Budget	Forecast	Difference	Budget	Vs. 2025 Forecast
'Surplus / (Deficit) (S/B $0)	$ -	$ -	$ -	$ (0)	$ -	$ -

Africa University Development Office
2026 General Agency Spending Plans
Detailed P & L

Revenue / Expense Items	2024	2025			2026	
	Actual (Audit)	Budget	Forecast	Difference	Budget	Vs. 2025 Forecast
NON-OPERATING REVENUE & EXPENDITURES						
650 Non-Operating Realized and Unrealized Gains (losses)	$ -	$ -	$ -	$ -	$ -	$ -
655 Other Non-operating Revenue (List other non-operating revenue)	$ -	$ -	$ -	$ -	$ -	-
660 Other Non-Operating Expenses (List other non-operating Expenses)	$ -	$ -	$ -	$ -	$ -	-
Total Non-Operating Revenue/(Expense)	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**

Africa University Development Office
2026 General Agency Spending Plans
Summary P & L

Revenue / Expenditures	2024	2025			2026	
	Actual (Audit)	Budget	Forecast	Difference	Budget	Vs. 2025 Forecast
Revenue:						
Apportioned Funds	$ 1,644,757	$ 1,060,000	$ 810,758	$ (249,242)	$ 848,000	$ 37,242
Special Sunday Offerings	$ -	$ -	$ -	$ -	$ -	$ -
Other General Funds	$ 1,180,704	$ 400,000	$ 643,979	$ 243,979	$ 400,000	$ (243,979)
Other Income	$ 9,665,410	$ 5,808,543	$ 8,970,900	$ 3,162,357	$ 5,610,000	$ (3,360,900)
Total before Reserves	**$ 12,490,871**	**$ 7,268,543**	**$ 10,425,637**	**$ 3,157,094**	**$ 6,858,000**	**$ (3,567,637)**
Operating Reserves-Unrestricted (Increase to)/Use of reserves	$ (149,101)	$ (4,189,021)	$ (7,250,722)	$ (3,061,701)	$ (4,315,593)	$ 2,935,129
Temporarily Restricted (Increase to)/Use of reserves	$ (2,992,225)	$ 1,139,457	$ 1,010,567	$ (128,890)	$ 638,000	$ (372,567)
Total Revenue	**$ 9,349,545**	**$ 4,218,979**	**$ 4,185,482**	**$ (33,497)**	**$ 3,180,407**	**$ (1,005,075)**
Expenditures:						
Distribution & Grants	$ -	$ -	$ -	$ -	$ -	$ -
Program, Research and Prog Develop.	$ 7,581,432	$ 2,200,000	$ 2,427,534	$ 227,534	$ 1,150,000	$ (1,277,534)
Salaries and Benefits	$ 981,833	$ 972,846	$ 1,025,164	$ 52,318	$ 1,152,002	$ 126,838
Building Management	$ 53,704	$ 55,000	$ 54,660	$ (340)	$ 55,000	$ 340
Equip., Supplies, Postage & Printing, Teleph.	$ 62,237	$ 74,648	$ 17,873	$ (56,775)	$ 54,420	$ 36,547
Audit, Legal, Consultants & Ind. Contractors	$ 285,798	$ 442,500	$ 362,692	$ (79,808)	$ 417,500	$ 54,808
Meeting & Staff Travel	$ 169,296	$ 246,530	$ 77,384	$ (169,146)	$ 146,530	$ 69,146
Promo & Info Mat'ls (resale and not)	$ 63,972	$ 95,355	$ 90,839	$ (4,516)	$ 95,355	$ 4,516
Information Technology	$ 55,726	$ 60,000	$ 36,535	$ (23,465)	$ 10,000	$ (26,535)
Insurance & Taxes	$ 27,807	$ 35,000	$ 27,211	$ (7,789)	$ 13,000	$ (14,211)
Depreciation	$ 5,696	$ -	$ -	$ -	$ -	$ -
Interest and Investment Fees	$ 51,800	$ 1,600	$ 1,332	$ (268)	$ 1,600	$ 268
All Other	$ 10,244	$ 35,500	$ 64,258	$ 28,758	$ 85,000	$ 20,742
Total Expenditures	**$ 9,349,545**	**$ 4,218,979**	**$ 4,185,482**	**$ (33,497)**	**$ 3,180,407**	**$ (1,005,075)**
Net Income (S/B $0)	**$ -**	**$ -**	**$ -**	**$ (0)**	**$ -**	**$ -**
NON-OPERATING REVENUE & EXPENDITURES						
650 Non-Operating Realized and Unrealized Gains (losses)	$ -	$ -	$ -	$ -	$ -	$ -
655 Other Non-operating Revenue (List other non-operating revenue)	$ -	$ -	$ -	$ -	$ -	$ -
660 Other Non-Operating Expenses (List other non-operating Expenses)	$ -	$ -	$ -	$ -	$ -	$ -
Total Non-Operating Revenue/(Expense)	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**

Africa University Development Office
2026 General Agency Spending Plans
Spending by Program Functions

PROGRAM FUNCTIONS/ ADMINISTRATION	2024	2025			2026	
	Actual (Audit)	Budget	Forecast	Difference	Budget	Vs. 2025 Forecast
Direct Scholarship Disbursements	$ 682,329	$ 650,000	$ 553,803	(96,197)	$ 300,000	(253,803)
Endowed Scholarships/Campus Operations	$ 6,368,403	$ 1,050,000	$ 1,068,249	18,249	$ 350,000	(718,249)
Financial Aid Receipts	$ 530,700	$ 500,000	$ 451,870	(48,130)	$ 500,000	48,130
AU Development Office Admin & General Operations (2025 includes solar project)	$ 1,768,113	$ 2,018,979	$ 2,111,560	92,581	$ 2,030,407	(81,153)
Program 5	$ -	$ -	$ -	-	$ -	-
Program 6	$ -	$ -	$ -	-	$ -	-
Program 7	$ -	$ -	$ -	$ -	$ -	$ -
	$ -	$ -	$ -	$ -	$ -	$ -
	$ -	$ -	$ -	$ -	$ -	$ -
Total Spending	**$ 9,349,545**	**$ 4,218,979**	**$ 4,185,482**	**$ (33,497)**	**$ 3,180,407**	**$ (1,005,075)**

Africa University Development Office
2026 General Agency Spending Plans
Distributions & Grants Detail to UMC

Grant / Distribution	Total Proposed Budget 2026	Current Year Forecast 2025	Prior Year Actual 2024
Total	**$0**	**$0**	**$0**

Africa University Development Office
2026 General Agency Spending Plans
Distributions & Grants Detail Outside UMC

Grant / Distribution	Total Proposed Budget 2026	Current Year Forecast 2025	Prior Year Actual 2024
Total	**$0**	**$0**	**$0**

Africa University Development Office
2026 General Agency Spending Plans
Consultant Fees Details

Consultant Name	Purpose	Current Year Forecast 2025	Prior Year Actual 2024
GCFA	HR, IT, Technical Consultant	110,800	27,455
P. Mageto	Administration Consultant	113,160	110,160
B. Northington	Finance Consultant	52,500	-
R. Login	Strategy Consultant	33,324	36,108
R. Fotsin	Technology Consultant	34,800	34,800
L. Rollins	Development Consultant	11,108	47,216
W. Dabale	Development Consultant	0	13,500
Other	Various Project Consultants	0	11,158
Total		**$355,692**	**$280,397**

Africa University Development Office
2026 General Agency Spending Plans
Contractor Details

Contractor Name	Purpose	Current Year Forecast 2025	Prior Year Actual 2024
Robert Half Inc	Financial Consultant	-	1,562
Vaco Inc	HR Consultant		1,008
Total		**$0**	**$2,570**

Africa University Development Office
Reserve (Net Asset) Analysis
Spending Plan Forms - Reserve Summary

Summary of Net Assets / Reserves

Type of Reserve	Actual 2024	Budget 2025	Forecast 2025	Budget 2026
Total Net Assets	**$ 106,473,092**	**$ 102,515,524**	**$ 112,713,247**	**$ 116,390,840**
Restricted Net Assets				
Temporarily Restricted Funds - See **Worksheet B**	$ 9,431,065	$ 3,206,805	$ 8,420,498	$ 7,782,498
Permanently Restricted Funds - See **Worksheet C**	$ 95,115,271	$ 91,246,496	$ 95,115,271	$ 95,115,271
Total Restricted Net Assets	**$ 104,546,336**	**$ 94,453,301**	**$ 103,535,769**	**$ 102,897,769**
Unrestricted Net Assets				
Unrestricted Designated - See **Worksheet D**	$ -	$ -	$ -	$ -
Unrestricted Undesignated - See **Worksheet E**	$ 1,926,756	$ 8,062,223	$ 9,177,478	$ 13,493,071
Total Unrestricted Net Assets	**$ 1,926,756**	**$ 8,062,223**	**$ 9,177,478**	**$ 13,493,071**
Assets not readily convertible to cash - See **Worksheet A**	$ -	$ 5,696	$ -	$ -
Available Unrestricted Net Assets	**$ 1,926,756**	**$ 8,056,527**	**$ 9,177,478**	**$ 13,493,071**

Africa University Development Office
Reserve (Net Asset) Analysis
Spending Plan Forms - Reserve Analysis
Assets Not Readily Convertible to Cash

Assets Not Readily Convertible to Cash

Type of Asset (net of depreciation)	Actual 2024	Budget 2025	Forecast 2025	Budget 2026
Fixed Assets	$ -	$ 5,696	$ -	$ -
Inventory	$ -	$ -	$ -	$ -
Untraded Stock	$ -	$ -	$ -	$ -
Real Estate Investments	$ -	$ -	$ -	$ -
Other - Prepaid Expense and Other Assets	$ -		$ -	$ -
Other - Please describe	$ -	$ -	$ -	$ -
Total Assets Not Readily Convertible to Cash	**$ -**	**$ 5,696**	**$ -**	**$ -**
Change in Assets Not Readily Convertible to Cash		**$ (5,696)**	**$ -**	**$ -**

Anticipated Changes in Assets Not Readily Convertible to Cash	Actual 2024	Budget 2025	Forecast 2025	Budget 2026
Fixed Asset Purchases	$ -	$ -	$ -	$ -
Fixed Asset Depreciation	$ (5,696)	$ (5,696)	$ -	$ -
Other - Inventory - Write down	$ -	$ -	$ -	$ -
Change in value of Untraded Stock	$ -	$ -	$ -	$ -
Real Estate Investments	$ -			
Other - Prepaid Expense and Other Assets	$ -			
Other - Please Describe	$ -			
Change in Assets Not Readily Convertible to Cash		**$ (5,696)**	**$ -**	**$ -**
Check Figures		$ -	$ -	$ -

Africa University Development Office
Reserve (Net Asset) Analysis
Spending Plan Forms - Reserve Analysis
Temporarily Restricted Funds (Subject to Purpose Restrictions)

Temporarily Restricted Funds					**Fund Information**		
Type / Restriction of Asset (Agency Specific)	**Actual 2024**	**Budget 2025**	**Forecast 2025**	**Budget 2026**	**Purpose of Assets**	**Year Received**	**Year Expected to be Fully Utilized**
Donor Restricted Funds: Subject to Purpose Restrictions	$ 9,431,065	$ 3,206,805	$ 9,940,617	$ 10,152,617			
Fund 2 - Please Describe	$ -	$ -	$ (1,068,249)	$ (1,418,249)			
Fund 3 - Please Describe	$ -	$ -	$ (451,870)	$ (951,870)			
Fund 4 - Please Describe	$ -	$ -	$ -	$ -			
Add Additional Lines as Necessary	$ -	$ -	$ -	$ -			
Total Temporarily Restricted Net Assets	**$ 9,431,065**	**$ 3,206,805**	**$ 8,420,498**	**$ 7,782,498**			
Change in Temporarily Restricted Net Assets		**$ (1,139,457)**	**$ (1,010,567)**	**$ (638,000)**			
Anticipated Changes in Net Assets:							
Anticipated New Funds / Gifts:							
Donor Restricted Funds: Subject to Purpose Restrictions	$ -	$ 850,000	$ 776,777	$ 500,000	Direct Scholarships and Projects		
Fund 2 - Please Describe	$ -	$ -	$ -	$ -			
Fund 3 - Please Describe	$ -	$ -	$ -	$ -			
Fund 4 - Please Describe	$ -	$ -	$ -	$ -			
Add Additional Lines as Necessary	$ -	$ -	$ -	$ -			
Anticipated Investment Return on Assets (Investment Gains and Losses)							
Donor Restricted Funds: Subject to Purpose Restrictions	$ -	$ 210,543	$ 286,578	$ 12,000	Return from UMC Foundation & Other Interest Revenue		
Fund 2 - Please Describe	$ -	$ -	$ -	$ -			
Fund 3 - Please Describe	$ -	$ -	$ -	$ -			
Fund 4 - Please Describe	$ -	$ -	$ -	$ -			
Add Additional Lines as Necessary	$ -	$ -	$ -	$ -			
Anticipated Use of Funds:							
Direct Scholarship Disbursements	$ -	$ (650,000)	$ (553,803)	$ (300,000)			
Endowed Scholarships/ Campus Operations/Solar Project	$ -	$ (1,050,000)	$ (1,068,249)	$ (350,000)	2026 Budget is for Endowed Scholarships & Campus Operations only		
Financial Aid Receipts	$ -	$ (500,000)	$ (451,870)	$ (500,000)			
Fund 4 - Please Describe	$ -	$ -	$ -	$ -			
Add Additional Lines as Necessary	$ -	$ -	$ -	$ -			
Change in Temporarily Restricted Net Assets		**$ (1,139,457)**	**$ (1,010,567)**	**$ (638,000)**			
Check Figures		$ -	$ -	$ -			

Africa University Development Office
Reserve (Net Asset) Analysis
Spending Plan Forms - Reserve Analysis
Permanently Restricted Funds (Endowments)

Permanently Restricted Funds

Type / Restriction of Asset (Agency Specific)	Actual 2024	Budget 2025	Forecast 2025	Budget 2026	Fund Information: Purpose of Assets	Fund Information: Year Received
Fund 1 - Please Describe	$ 95,115,271	$ 91,246,496	$ 95,115,271	$ 95,115,271		
Fund 2 - Please Describe			$ -	$ -		
Fund 3 - Please Describe			$ -	$ -		
Fund 4 - Please Describe			$ -	$ -		
Add Additional Lines as Necessary			$ -	$ -		
Total Permanently Restricted Net Assets	**$ 95,115,271**	**$ 91,246,496**	**$ 95,115,271**	**$ 95,115,271**		
Change in Permanently Restricted Net Assets		**$ -**	**$ -**	**$ -**		

Anticipated Changes in Net Assets:						
Anticipated New Funds / Gifts:						
Fund 1 - Please Describe		$ -	$ -	$ -		
Fund 2 - Please Describe		$ -	$ -	$ -		
Fund 3 - Please Describe		$ -	$ -	$ -		
Fund 4 - Please Describe		$ -	$ -	$ -		
Add Additional Lines as Necessary		$ -	$ -	$ -		
Anticipated Investment Return on Assets (Appriopriations, Investment Gains and Losses)						
Fund 1 - Please Describe	$ -	$ -	$ -	$ -		
Fund 2 - Please Describe	$ -	$ -	$ -	$ -		
Fund 3 - Please Describe	$ -	$ -	$ -	$ -		
Fund 4 - Please Describe	$ -	$ -	$ -	$ -		
Add Additional Lines as Necessary	$ -	$ -	$ -	$ -		
Anticipated Use of Funds:						
Fund 1 - Please Describe	$ -	$ -	$ -	$ -		
Fund 2 - Please Describe	$ -	$ -	$ -	$ -		
Fund 3 - Please Describe	$ -	$ -	$ -	$ -		
Fund 4 - Please Describe	$ -	$ -	$ -	$ -		
Add Additional Lines as Necessary	$ -	$ -	$ -	$ -		
Change in Permanently Restricted Net Assets		**$ -**	**$ -**	**$ -**		
Check Figure		$ -	$ -	$ -		

Africa University Development Office
Reserve (Net Asset) Analysis
Spending Plan Forms - Reserve Analysis
Board Designated Funds

Board Designated Funds

Fund Category	Actual 2024	Budget 2025	Forecast 2025	Budget 2026	Designation Information: Purpose of Funds	Year Initially Designated	Year Expected to be Fully Utilized
Designation 1 - Please Describe	$ -	$ -	$ -	$ -			
Designation 2- Please Describe	$ -	$ -	$ -	$ -			
Designation 3 - Please Describe	$ -	$ -	$ -	$ -			
Designation 4 - Please Describe	$ -	$ -	$ -	$ -			
Designation 5 - Please Describe	$ -	$ -	$ -	$ -			
Designation 6 - Please Describe	$ -	$ -	$ -	$ -			
Designation 7 - Please Describe	$ -	$ -	$ -	$ -			
Designation 8- Please Describe	$ -	$ -	$ -	$ -			
Designation 9 - Please Describe	$ -	$ -	$ -	$ -			
Designation 10- Please Describe	$ -	$ -	$ -	$ -			
Add Additional Lines as Necessary	$ -	$ -	$ -	$ -			
Total Board Designated	**$ -**	**$ -**	**$ -**	**$ -**			
Change In Board Designated Funds		$ -	**$ -**	**$ -**			

Anticipated Changes in Board Designated /	*Enter New Deisgnations as positive numbers*						
Anticipated New Designations							
Designation 1 - Please Describe	$ -	$ -	$ -	$ -			
Designation 2- Please Describe	$ -	$ -	$ -	$ -			
Designation 3 - Please Describe	$ -	$ -	$ -	$ -			
Designation 4 - Please Describe	$ -	$ -	$ -	$ -			
Designation 5 - Please Describe	$ -	$ -	$ -	$ -			
Designation 6 - Please Describe	$ -	$ -	$ -	$ -			
Designation 7 - Please Describe	$ -	$ -	$ -	$ -			
Designation 8- Please Describe	$ -	$ -	$ -	$ -			
Designation 9 - Please Describe	$ -	$ -	$ -	$ -			
Designation 10- Please Describe	$ -	$ -	$ -	$ -			
Add Additional Lines as Necessary	$ -	$ -	$ -	$ -			
Total New Designations		**$ -**	**$ -**	**$ -**			
Anticipated Use of Funds:	*Enter Use of Funds as negative numbers*						
Designation 1 - Please Describe	$ -	$ -	$ -	$ -			
Designation 2- Please Describe	$ -	$ -	$ -	$ -			
Designation 3 - Please Describe	$ -	$ -	$ -	$ -			
Designation 4 - Please Describe	$ -	$ -	$ -	$ -			
Designation 5 - Please Describe	$ -	$ -	$ -	$ -			
Designation 6 - Please Describe	$ -	$ -	$ -	$ -			
Designation 7 - Please Describe	$ -	$ -	$ -	$ -			
Designation 8- Please Describe	$ -	$ -	$ -	$ -			
Designation 9 - Please Describe	$ -	$ -	$ -	$ -			
Designation 10- Please Describe	$ -	$ -	$ -	$ -			
Add Additional Lines as Necessary	$ -	$ -	$ -	$ -			
Total Use of Funds		**$ -**	**$ -**	**$ -**			
Change in Board Designated Funds		**$ -**	**$ -**	**$ -**			
Check Figure		$ -	$ -	$ -			

Africa University Development Office
Reserve (Net Asset) Analysis
Spending Plan Forms - Reserve Analysis
Unrestricted (Undesignated) Funds

Undesignated Unrestricted Funds

Fund Category	Actual 2024	Budget 2025	Forecast 2025	Budget 2026
Unrestricted (Undesignated) Funds	**$ 1,926,756**	$ 8,062,223	**$ 9,177,478**	**$ 13,493,071**
Change in Unrestricted Funds-Increase/(Decrease)		$ 4,189,021	**$ 7,250,722**	**$ 4,315,593**

Anticipated Changes in Net Assets:				
Increase / (Use) of Unrestricted Net Assets		$ 4,189,021	$ 7,250,722	$ 4,315,593
Change in Unrestricted Funds		**$ 4,189,021**	**$ 7,250,722**	**$ 4,315,593**
Check Figure		$ -	$ -	$ -