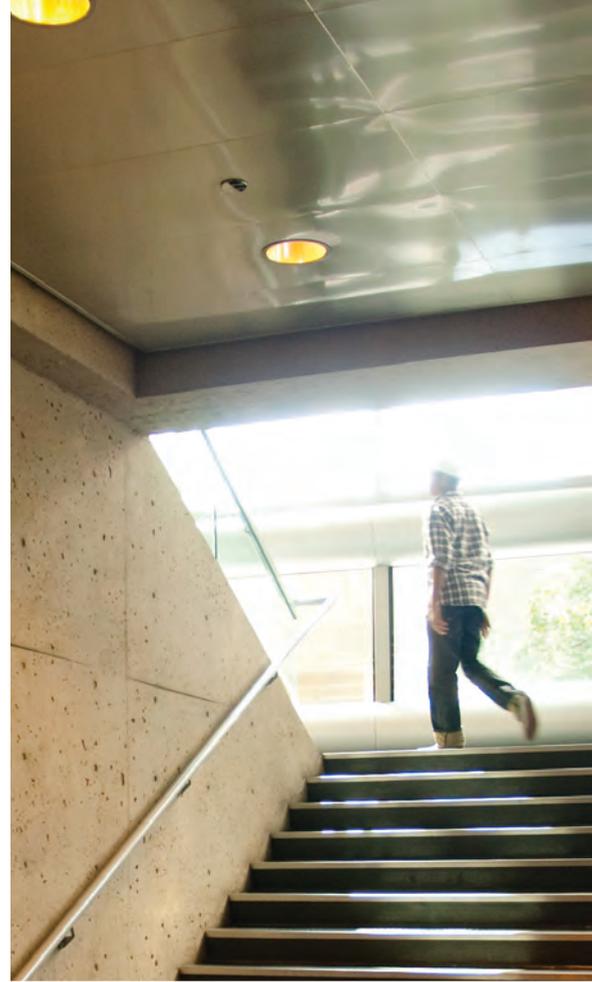




BCIT FOUNDATION REPORT ON GIVING 2008–2009
FORGING PARTNERSHIPS, CHANGING LIVES

 **building**



By working in partnership with existing donors, alumni, and the wider community, we can successfully advance the integral role BCIT plays in the economic, social, and environmental prosperity of British Columbia.



CONTENTS

LEADERSHIP MESSAGE.....4

STUDENTS
More than just a BCIT student: Meet Peter Orlandi5

EXPANDING STUDENT OPPORTUNITIES
Annual Gifts and Endowments.....6

ADVANCING TEACHING AND LEARNING
Major Gifts and Gifts-in-kind.....8

PROVIDING FOR FUTURE GENERATIONS
Legacy Giving.....10

BUILDING COMMUNITY THROUGH CORPORATE ENGAGEMENT
Sponsorships.....12

BCIT FOUNDATION FINANCIAL REPORT.....14

BCIT FOUNDATION BOARD OF DIRECTORS.....15

Every contribution to the BCIT Foundation, large or small, enhances the learning experience for BCIT students. Cash gifts provide support for students through awards, scholarships, and bursaries, and enable BCIT’s schools to deliver exceptional quality programs to both students and employers. In-kind gifts of capital equipment and software allow students to experience hands-on learning with the latest technology, while sponsorships create opportunities to build lifelong partnerships. Legacy gifts ensure access to education now and in the future.

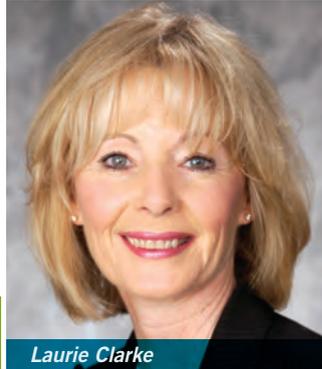
Cover photo (back to front): Peter Orlandi, 2008/09 President of the BCIT Student Association, Dana Taylor, Executive Vice President, Mechanical Contractors Association of BC, Chris Ozeroff, Client Manager, IBM Canada Ltd., Linda Ashton, Manager, Development and Legacy Giving, BCIT Foundation, and Trisha Tyrrell, Senior Manager, Business Development, Canadian Direct Insurance.

This photograph was taken in the attic level of the AFRESH housing demonstration project located at BCIT’s Burnaby Campus. The building’s photovoltaic system featured on the back cover collects sunlight via solar panels to convert to electricity for immediate use or storage in batteries. The BCIT Technology Centre’s Photovoltaic Applied Research Lab (PEARL) has been extensively involved in photovoltaic research since 1999.



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LEADERSHIP MESSAGE



The British Columbia Institute of Technology was established by the provincial government in 1964 to support the province's economic and social development by providing applied education and training programs in trades and technology. Today, more than 47,500 full- and part-time students attend BCIT to gain entry to practice credentials in careers that are essential to our economy and quality of life.

From the beginning, the generous support of our donors has significantly advanced educational opportunities at BCIT by funding scholarships and bursaries, specific programs and schools, applied research, and student services.

This year, BCIT begins a new five-year strategic plan focused on enhancing our ability to respond to BC's needs both now and in the future. Key to that future success will be the role of donors in supporting ongoing projects and new initiatives that address important contemporary issues such as environmental sustainability and health care provision.

By working in partnership with existing donors, alumni, and the wider community, we can successfully advance the integral role BCIT plays in the economic, social, and environmental prosperity of British Columbia.

In this report, we highlight the four pillars of donor giving—annual gifts and endowments, major gifts and gifts-in-kind, sponsorship, and legacy giving. Together, they ensure BCIT continues to lead the province in applied learning and trades training, and that graduates continue to be business leaders and highly skilled professionals.

To all our donors—thank you for the part each of you plays in supporting BCIT and our students. With your continued support, together, we can transform life in British Columbia and beyond for decades to come.

BOB BRYANT, CHAIR,
BCIT FOUNDATION BOARD OF DIRECTORS

DON WRIGHT, PRESIDENT,
BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY

LAURIE CLARKE, VICE PRESIDENT,
DEVELOPMENT AND EXECUTIVE DIRECTOR,
BCIT FOUNDATION AND ALUMNI ASSOCIATION

STUDENTS

*More than just a
BCIT student:
Meet Peter Orlandi*



Spend a few minutes talking to Peter Orlandi about his BCIT experience and you will find his quiet, sincere presence and passionate desire to give back refreshing features of his leadership style.

“BCIT really cared for me during my time here, and I wanted to give back as much as I could to the BCIT community,” says the new Technology Teacher Education graduate.

Upon completing the four-year Machinist Apprenticeship program at BCIT in 2005, Peter worked in the industry before enrolling for the two-year diploma program in 2007. During his second year, the 25-year-old was elected President of the BCIT Student Association (SA) and also received a \$2,000 BCIT Foundation Scholarship for his academic achievements.

“Student education costs add up over time and I was really grateful for the helping hand, which also allowed me to prepare for the Bachelor of Education program at UBC in September.”

During his term in the SA, Peter initiated the creation of an endowment to support student awards.

“There is a high demand for scholarships and bursaries, and since the Student Association had a decent amount of savings, I recommended that the money be used to address this need.”

With the help of a student sub-committee led by Christopher Peacock and Angela Meyer, the \$90,000 Sharing Costs or Recognizing Excellence (S.C.O.R.E.) Endowment was established in March 2009, and was matched with an additional \$10,000 gift from BCIT.

This endowment is one of several Student Association commitments that support annual awards in perpetuity. It is also an inspiring example of today’s students helping to ensure the success of future students.

Peter aims to launch a career in teaching, and there’s no doubt that the leadership and community values he cultivated at BCIT will be passed on to future generations.



*Dana Taylor, Executive Vice President,
Mechanical Contractors Association of BC.*

EXPANDING STUDENT OPPORTUNITIES

*Annual Gifts and
Endowments*

Three Campaigns, One Goal— Student Success

- › Student Toon-In Campaign establishes bursary endowment
- › Faculty and Staff Campaign funds bursaries and library resources
- › Alumni Sharing Success Campaign grows Alumni Association Scholarship and Bursary Endowment

\$2.1 MILLION INVESTMENT IN OUR STUDENTS

ANNUAL GIFTS REACH NEW HIGH

Donations supporting student awards totalled \$936,000 last year in an outstanding demonstration of the value our donor community places in a BCIT education.

The BCIT community reached this milestone thanks to the generous support of hundreds of companies, organizations, BCIT departments, and individuals, whose gifts help to expand educational opportunities for exceptional students through awards and scholarships, and provide critical financial support through bursaries.

ENDOWED FUNDS CREATE LASTING SUPPORT

Over the past year, students received awards totalling \$597,000 from existing endowments, while more than \$1.1 million was received in endowment contributions, including gifts from our own BCIT community of alumni, students, faculty, and staff who supported campaigns to help students through scholarships and bursaries.

The BCIT Foundation and Alumni Association plan to significantly increase annual and endowed support to ensure all students have the opportunities a BCIT education provides, regardless of their financial needs.



MECHANICAL CONTRACTORS ASSOCIATION OF BC SUPPORTS STUDENT ACHIEVEMENT

Since 1979, the Mechanical Contractors Association of British Columbia (MCABC) has generously provided an annual graduating award for a top achieving student in the BCIT Mechanical Systems option of the Mechanical Engineering Technology diploma program.

“We really appreciate MCABC’s outstanding commitment to promoting excellence in the industry,” says Paul Morrison, associate dean, School of Manufacturing, Electrical and Industrial Processes. “In addition to supporting this award, many of the association’s members hire our graduates and are involved in the institute’s program advisory committees. This kind of network is essential to the industry’s continued growth.”

BCIT Mechanical Systems graduates are sought for their skills in heating, ventilation and air conditioning,

plumbing, fire protection, mechanical estimating, and project management. According to many association members, they are also known for their strong work ethic and great ability to interact with people and customers.

“MCABC is proud to support the award,” says Dana Taylor, executive vice president. “Education is a fundamental component of our industry, and BCIT students have consistently reflected the level of excellence that MCABC hopes students strive for in their chosen careers.”

MCABC is the only association exclusively representing the mechanical trades in British Columbia and is governed by industry leaders.



ADVANCING TEACHING AND LEARNING

*Major Gifts
and Gifts-in-kind*

*Chris Ozeroff, Client Manager,
IBM Canada Ltd.*



\$7 MILLION INVESTMENT IN PROGRAMS AND SCHOOLS

BCIT graduates are in demand as a result of their high quality education and training. Key to maintaining these high standards is our ability to provide contemporary learning environments that reflect real work settings, and also our ability to attract and retain leading faculty to develop and deliver outstanding programs.

Last year, BCIT programs and students benefited from \$7 million in cash and in-kind gifts thanks to the generous support of industry and individual donors.



CORPORATE PARTNERSHIPS: IBM DONATES CRIME FIGHTING TECHNOLOGY

While globalization has opened borders, enhanced trade, and advanced technology, it has also enabled criminals and terrorists to share intelligence and expertise, and commit crimes across boundaries. As a result, traditional policing agencies face significant challenges in keeping up with the increasingly complex nature of these criminal activities.

In response to these trends, BCIT's Centre for Forensics and Security Technology Studies provides leading edge training in intelligence analysis, with the support of corporate partners like IBM Canada Ltd., who recently donated more than \$1.3 million worth of investigative analysis software that is being used in today's policing environments.

Training with this software will help analysts access real-time data to help them better solve criminal cases and engage in proactive policing.

"This gift is a prime example of a corporate partnership that grew out of a quarter-century-old relationship between BCIT and IBM," says Laurie Clarke, BCIT's vice president, Development. "Through this gift, IBM demonstrates its commitment to enhancing the capabilities of public safety agencies and by extension, the safety of our communities across the country."

Analysts are used extensively in law enforcement throughout Canada to detect crime patterns and trends, and to deploy police resources in an effective manner. As criminals become more proficient, analysts must be able to use equally sophisticated skills.

"IBM is delighted to support BCIT in this initiative, and continue our long standing partnership," says Chris Ozeroff, IBM Client Manager.

IBM Canada Ltd. is one of Canada's leading providers of advanced information technology, products, services and business consulting expertise.

INDIVIDUAL COMMITMENTS: RUDY NORTH GIFT ESTABLISHES RIVERS INSTITUTE

Environmental philanthropist Rudy North's support of the Fish, Wildlife and Recreation Program, profiled in our previous report, was enhanced last year with a landmark gift to establish the Rivers Institute at BCIT, led by Mark Angelo as Canada's first Chair in River Ecology.

The commitment and vision of supporters like Rudy North enable BCIT to make real advances in research on issues like environmental sustainability, and provide future practitioners and policy makers with the tools and experience needed to adapt to a changing world.



To Phil and Vivian Henderson
In appreciation of your outstanding contribution
to BCIT students
November 2, 2007

**Linda Ashton, Manager,
Development and Legacy Giving**
with a framed photograph of the
late Phil and Vivian Henderson.

PROVIDING FOR FUTURE GENERATIONS

Legacy Giving



GIVING NOW FOR THE FUTURE

When an individual decides to make a legacy gift from their estate, they demonstrate their belief in the ongoing value of a BCIT education and make an extraordinary commitment to future generations of students and faculty.

Whether in the form of a bequest by Will, a gift of RRSP/RRIF, or a gift of life insurance, legacy gifts are a truly meaningful way to support BCIT's vision. They can be directed to support student awards, specific programs or schools. In addition, legacy donors can choose to help BCIT respond more quickly to an ever-changing world by directing their future gift to the area of greatest need.

With over 125,000 graduates working in such diverse careers as health care, finance, construction, trades and forensics, we believe many people will consider making legacy gifts in the future in recognition of BCIT's unique role in our provincial economy and quality of life.



HENDERSON BEQUEST SUPPORTS STUDENTS IN FINANCIAL NEED

Linda Ashton, of the BCIT Foundation, works with donors like the late Phil and Vivian Henderson when they want to arrange a legacy gift for BCIT.

“Phil managed the BCIT Student Association from 1971 to 1987, was loved by BCIT students, and widely admired for his commitment to community service,” says the manager of Development and Legacy Giving.

When asked about his decision to leave a bequest to BCIT in 2007, Phil indicated that after working at BCIT for 18 years, “I developed a strong appreciation for the philosophy of the school. BCIT offers education in a very sensible manner that Vivian and I admired.

“In leaving a bequest to BCIT, I feel that our gift will have a long lasting benefit for future students to receive financial assistance in their education, and to become valuable employees in BC's workforce.”

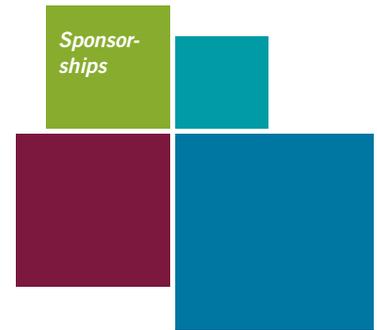
The first bursaries from the Philip and Vivian Henderson Memorial Endowment will be gifted in 2010, and will support deserving students demonstrating financial need.

Previously, Phil also created The Phil Henderson Community Service Award Endowment in 2006, which supports a graduating achievement award for a technology student who has demonstrated exceptional community service at BCIT or the community at large.

“Phil and Vivian were an extraordinary couple who gave so much of their lives to service,” says Linda. “We are honoured by their support, and know that the student recipients will be positively influenced by the Henderson legacy.”

INDUSTRY SPONSORSHIPS PROVIDE MEANINGFUL CONTRIBUTIONS TO BCIT

Each year, industry sponsorships enable BCIT to hold a range of events that significantly enhance life at the institute. From events designed to promote BCIT to prospective students, to those recognizing the achievements of our graduates, each industry sponsor plays a vital role in the success of BCIT and our students.



HOW SPONSORSHIPS CREATE UNIQUE OPPORTUNITIES

Inform

Showcasing BCIT programs to prospective students is one of the key goals of Open House. This biannual event is only made possible with the support of industry sponsors who recognize the need to engage with prospective students as they make decisions about where and what to study.

Network

Sponsorship plays a vital role in bringing together students and industry through program-based networking events and careers fairs. Students gain unique opportunities to meet professionals and prospective employers, allowing them to develop personal networks for their future careers.

Recognize

The Distinguished Alumni Awards recognize the outstanding achievements of alumni, faculty, and students. Thanks to annual sponsors such as title sponsor Wellington West ClearSight, BCIT can celebrate alumni achievements and help raise the profile of distinguished graduates and faculty.

Fundraise

Without corporate sponsors, raising additional funds for students through the BCIT Alumni Open golf tournament would not be possible. Last year, 26 corporations offered their support for this inaugural fundraising and networking event which raised \$55,000 for student scholarships and bursaries.

CANADIAN DIRECT INSURANCE CHAMPIONS BCIT ALUMNI ASSOCIATION INITIATIVES

When the BCIT Alumni Association invited Canadian Direct Insurance to become an affinity program partner in 2002, the mutual respect shared by both organizations set the foundation for what has become one of the Alumni Association's most successful joint business relationships.

In addition to being the largest revenue generator for the association's affinity programs, Canadian Direct has generously supported BCIT for many years by being a platinum-level sponsor for the high profile annual Distinguished Alumni Awards event, sponsoring other alumni events, and establishing an annual award at BCIT. In 2008, Canadian Direct made a three-year commitment to be the title sponsor of the BCIT Alumni Open golf tournament, beginning with the inaugural event last year.

"Canadian Direct's exceptional services and community support is testament of the company's outstanding core

values," says Sherri Magson, director, Alumni Relations and Community Giving. "We were thrilled when they became the title sponsor for the golf tournament, and look forward to another great event this year. With CDI's support, the Alumni Association hopes to achieve the \$1 million goal for the Alumni Association Scholarship and Bursary Endowment."

Trisha Tyrrell, Canadian Direct's senior manager of Business Development echoes the value of this partnership. "BCIT is a wonderful organization to be involved with," she says. "Right from the beginning there has been a sense of oneness, and it is clear that the faculty and staff are very proud of their students and are champions of the BCIT culture."

Canadian Direct Insurance is a federally chartered property and casualty insurance company currently doing business in BC and Alberta.



Trisha Tyrrell, Senior Manager, Business Development, Canadian Direct Insurance.



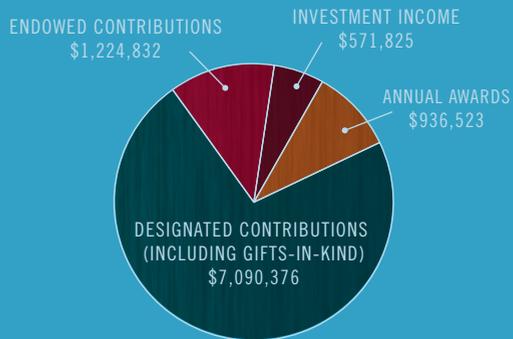
BUILDING COMMUNITY THROUGH CORPORATE ENGAGEMENT

Sponsorships

BCIT FOUNDATION FINANCIAL REPORT

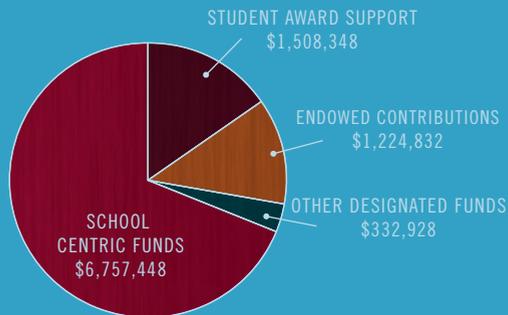
REVENUE GENERATION

TOTAL GIVING \$9,823,556

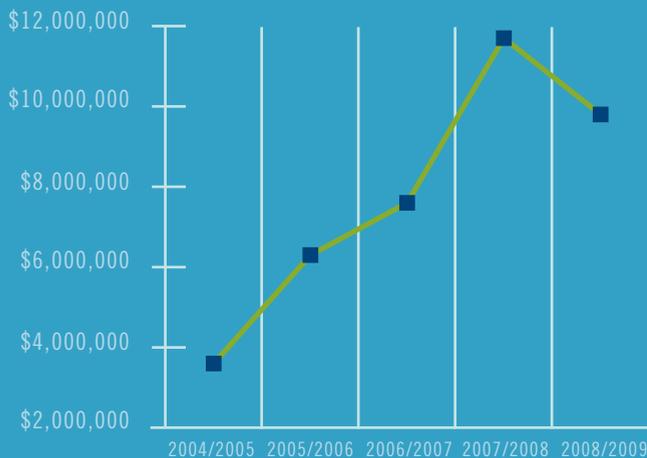


APPLIED USE OF CONTRIBUTIONS

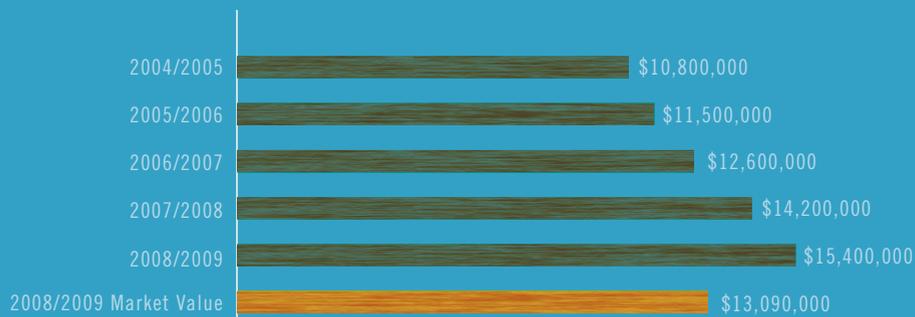
TOTAL APPLIED USE \$9,823,556



REVENUE PERFORMANCE



GROWTH OF ENDOWED FUNDS AT HISTORICAL COST



BCIT FOUNDATION BOARD OF DIRECTORS

(AS OF MARCH 31, 2009)

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Laurie Clarke

Vice President, Development and Executive Director, BCIT Foundation and Alumni Association

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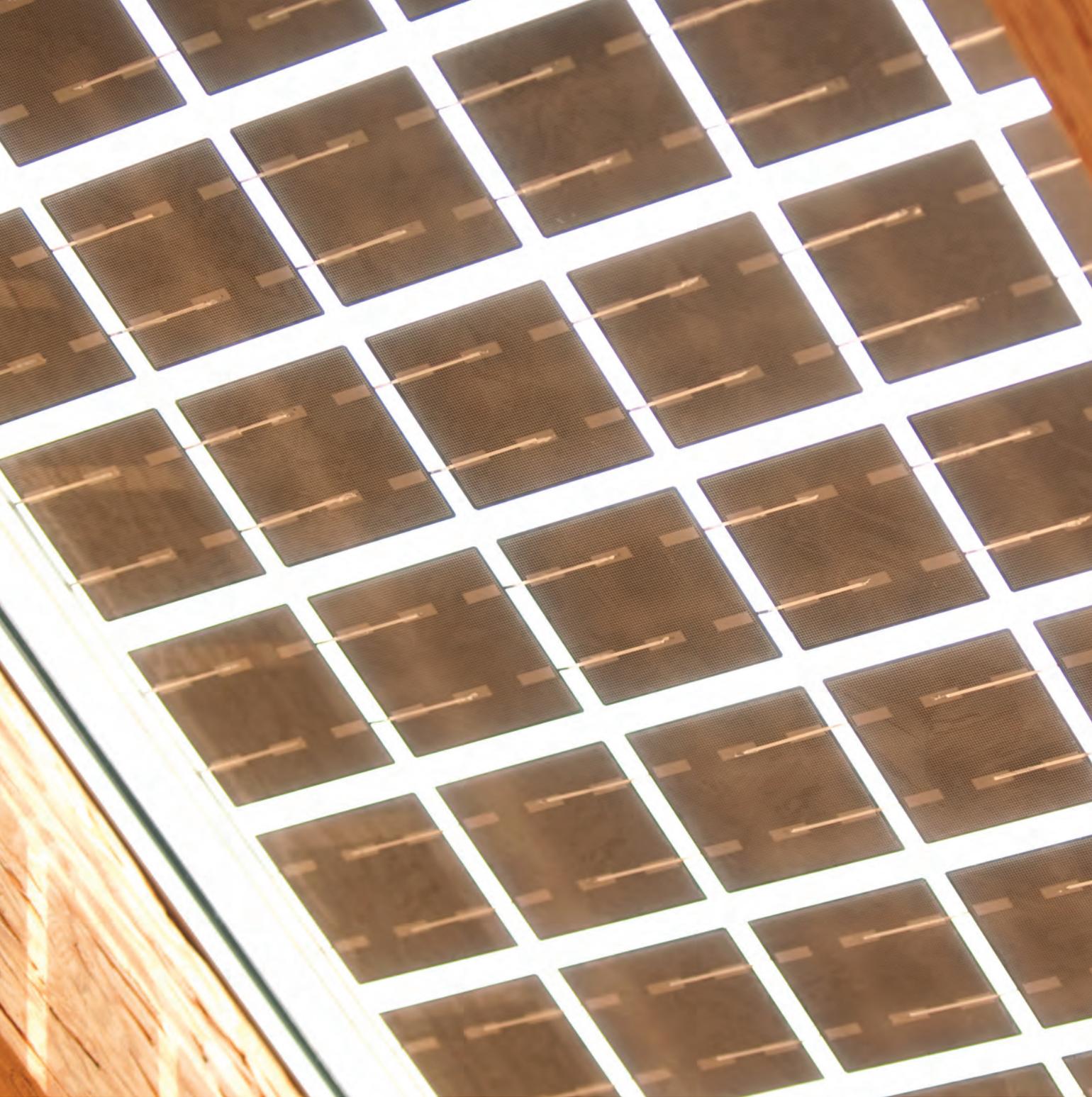
Wendy Slavin

Senior Vice President, Retail Markets, Western Region, CIBC

RECOGNIZING OUR DONORS

The BCIT Foundation wishes to thank all our donors who gave generously between April 1, 2008 and March 31, 2009. Your gifts make a remarkable difference to the lives of students and to teaching at BCIT.

As part of the Foundation's commitment to sustainability we have placed this year's Annual Honour Roll online at bcit.ca/foundation. If you do not have access to the Internet or you would like a printed copy of the Honour Roll, please contact us at 604.432.8803.



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