

Building Relationships

Workshop offers members a chance to get to know the Angus Foundation.

Story & photo by **Troy Smith**, field editor

It's really about establishing relationships," stated Milford Jenkins, describing the Angus Foundation during an educational workshop Nov. 5 at the 2016 Angus Convention in Indianapolis, Ind. Jenkins, Angus Foundation president, recounted the organization's history and explained how its board of directors and staff work to secure, manage and steward contributions that fund programs for education, youth and research.

Affiliated with the American Angus Association, the Angus Foundation was established in 1980 as a not-for-profit entity through which charitable gifts could be directed toward projects designed to benefit producers of Angus cattle and all of the beef cattle industry. Donations to the Angus Foundation are tax-deductible, to the extent allowed by law, and are professionally managed to maximize their benefit to specific purposes.

According to Jenkins, the Angus Foundation currently is managing assets totaling more than \$19 million. The bulk of its revenue, about 68%, comes from donor contributions. Twenty-five percent of Foundation income results from managed investments. The remainder results from the sale of merchandise that promotes the Angus breed and programs of the American Angus Association.

Youth development is the area to which nearly half of Foundation expenditures is directed. The Foundation makes notable investment in youth through the scholarships



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awarded to students seeking postsecondary education, at both graduate and undergraduate levels.

"During fiscal year 2016, the Angus Foundation awarded scholarships totaling \$212,000," explained Jenkins. "Since 1998, over \$2 million in scholarships have been awarded."

Since 2005, the Angus Foundation has provided funding for genetic research, making investments totaling more \$1 million. Jenkins said various areas of research

are considered for funding, but priorities have been established as follows: feed efficiency, carcass merit, reproduction (stayability and longevity), adaptability, genome preservation, membership needs, breed strengths and disease.

More information about the Angus Foundation and how to contribute toward its mission can be found at www.angusfoundation.org.

Jenkins' presentation was one of a series of half-hour workshops hosted Nov. 5-6 in the Angus booth within the trade show at the 2016 Angus Convention. For comprehensive coverage of the Angus Convention, including speaker summaries, links to the full presentations, photos, videos and more, visit www.angus.media/news/Angus-Convention. The PowerPoint to his presentation is available in the convention newsroom.



Editor's Note: Troy Smith is a freelance writer and cattleman from Sargent, Neb.

