

## 2023 ANNUAL REPORT

### ONE PACK: JAVELINA PRIDE ALL OVER KINGSVILLE

Texas A&M University-Kingsville Foundation partnered with the Kingsville Chamber of Commerce to initiate the One Pack program. Now you will find these concrete Javelina sculptures proudly displayed across the city. This statue, on University Boulevard, was beautifully painted by alumna Amanda Cavazos '14, '22.





*Pictured Above: Dr. Robert Vela, Jr., '94, '98, '03, President of Texas A&M University-Kingsville, stands with Kingsville Chamber of Commerce CEO, Manny Salazar '05 in front of the Wilson Building in Downtown Kingsville.*

In the fall, the Texas A&M-Kingsville Foundation, along with the Kingsville Chamber of Commerce announced the One Pack initiative—a fun art project and fundraiser, to honor those who fought to create our University nearly 100 years ago. In that time, our Pack has grown to include thousands of students, alumni, faculty and staff.

Residents and local businesses were invited to purchase their own recreation of our enduring community symbol, the Javelina. Statues came in two sizes; small, weighing approximately 60 lbs and large, weighing approximately 400 lbs.

Statues are delivered unfinished, so they can be painted and personalized to show community spirit and Javelina Pride.

Proceeds from the statues go towards scholarships, awarded to students from Kleberg County attending Texas A&M-Kingsville.

Nearly 200 statues have been sold. We are grateful this project was well received by Javelina Nation and look forward to continuing to partner with local entities in the advancement of our mission.

# FOUNDATION BOARD OF TRUSTEES

## EXECUTIVE BOARD

**LTG (Ret.) Ricardo S. Sanchez '73**  
*Chair;*  
*Executive Committee Chair*  
CEO, OES LLC

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President and COO,  
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**Roberto Montoya '70**  
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*Investment Committee Chair*  
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President, A&E Johnson Properties,  
LTD, and Legacy Investment  
Properties

## EX-OFFICIO

**Dr. Robert H. Vela, Jr. '94, '98, '03**  
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*Texas A&M University-Kingsville*

**Brad Walker**  
*CEO, Texas A&M University-Kingsville Foundation*

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President, Laser Midstream Energy

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Campos Family Dental P.C.

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Private Bank

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President & CEO, Texas Economic  
Development Corporation

**COL (Ret.) Lisa Carrington Firmin '79**  
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Retired, United States Air Force

**John Michael “Mike” Howard '95**  
Chairman/CEO,  
Howard Energy Partners

**Dr. Jeff Ko '95**  
Senior Vice President, Global  
Biologics Operations  
Bristol Myers Squibb

**Balous Miller '66**  
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Enterprises Limited

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Retired, International Project  
Manager, ExxonMobil Production  
Company

**Roxanne Ramirez '80**  
Principal, CNF Technologies

**Thomas V. Shockley, III '67**  
Retired, CEO, El Paso Electric

**Sharon Selzer Spurlin '87**  
Senior Vice President & Treasurer  
Plains All American Pipeline, LP

## TRUSTEES EMERITUS

**Oscar Fogle '62**  
Retired, Exxon USA

**J. Philip McCormick '64, '65**  
Chair Emeritus,  
Texas A&M University-Kingsville Foundation

**Hugh Morrison '69**  
Consulting and Investments

**John Talmer Peacock, Ph.D.**  
Retired, Professor,  
Texas A&M University-Kingsville

## COMBINED UNIVERSITY & FOUNDATION 2023 GIVING

**2,964**  
GIFTS RECEIVED



**\$5,232**  
AVERAGE GIFT



**24%**  
DISTRIBUTION GROWTH



## 2023 TEXAS A&M UNIVERSITY-KINGSVILLE FOUNDATION INVESTMENT PORTFOLIO PERFORMANCE

	% of Portfolio	Value	Calendar 2022	Calendar 2023	Annualized Since Inception	Inception Date
Equity	88.2%	\$108,307,186	-19.8%	22.6%	8.8%	6/30/2014
Fixed Income	10.14%	\$12,451,915	-4.3%	5.4%	2%	6/30/2014
Cash & Cash Equivalent	0.09%	\$105,995	1.2%	3%	1.1%	6/30/2014
Alternative	1.57%	\$1,932,710	18.7%	24.5%	-3.5%	6/30/2014
Total	100%	\$122,797,806	-17.7%	20.6%	5.6%	6/30/2014
TAMUK Custom Benchmark			-17.7%	18.1%	5.1%	6/30/2014

**1,960**  
NUMBER OF DONORS

**\$43,761,905**  
TOTAL RECEIVED/COMMITTED

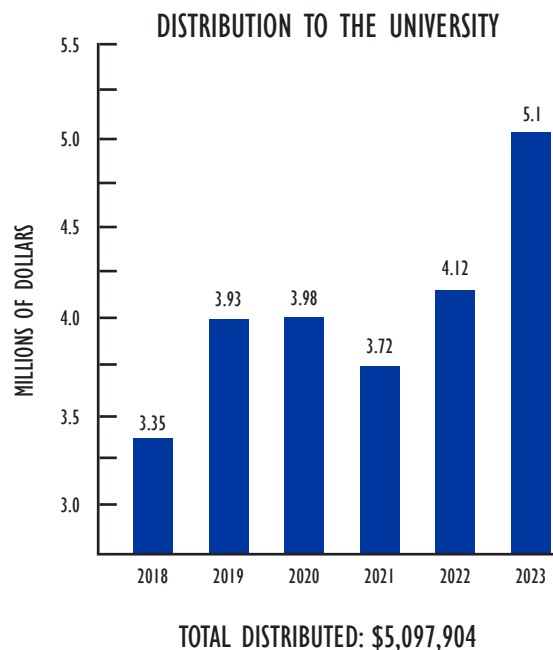
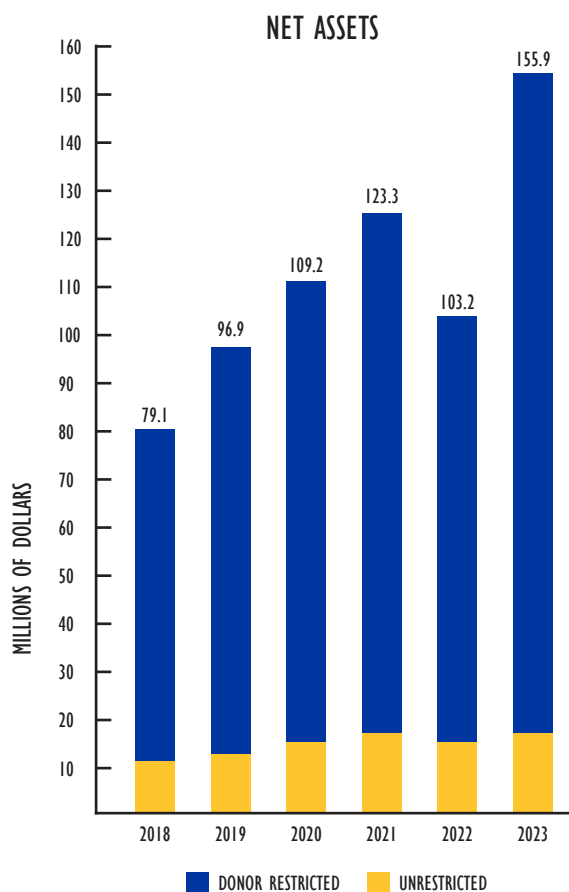
**\$157,997,876**  
TOTAL ASSETS  
(UNAUDITED)

To read the full investment policy and audited financials of the Texas A&M University-Kingsville Foundation, please visit our website, [www.javelinagiving.org](http://www.javelinagiving.org).

# TEXAS A&M UNIVERSITY-KINGSVILLE FOUNDATION FINANCIAL HIGHLIGHTS

	(UNAUDITED) 12/31/2023	(AUDITED) 12/31/2022
<b>ASSETS:</b>		
CASH & CASH EQUIVALENTS	\$ 4,271,513	\$ 2,203,000
OTHER RECEIVABLE & PREPAID EXP	61,282	69,200
POOLED INVESTMENT FUNDS	122,797,816	98,781,800
UNCONDITIONAL PLEDGES	1,610,028	2,178,308
LAND, PROPERTY & EQUIPMENT (NET)	29,257,237	892,524
<b>TOTAL ASSETS:</b>	<b>\$ 157,997,876</b>	<b>\$ 104,124,832</b>

	(UNAUDITED) 12/31/2023	(AUDITED) 12/31/2022
<b>LIABILITIES:</b>		
DISTRIBUTIONS PAYABLE	\$ 351,622	\$ 218,922
ACCOUNTS PAYABLE	1,778,440	683,086
PAYROLL TAXES PAYABLE	2,462	3,418
<b>TOTAL LIABILITIES:</b>	<b>\$ 2,132,524</b>	<b>\$ 905,426</b>
<b>NET ASSETS:</b>		
WITHOUT DONOR RESTRICTIONS	\$ 15,473,552	\$ 13,766,270
WITH DONOR RESTRICTIONS	140,391,800	89,453,136
<b>TOTAL NET ASSETS:</b>	<b>155,865,352</b>	<b>103,219,406</b>
<b>TOTAL LIABILITIES &amp; NET ASSETS:</b>	<b>\$ 157,997,876</b>	<b>\$ 104,124,832</b>



## OPERATING ACTIVITIES REVENUES, GAINS, AND OTHER SUPPORT:

CONTRIBUTIONS	\$ 38,612,734	6,966,343
INTEREST & DIVIDENDS	2,007,864	1,603,496
OTHER INCOME	538,833	-
ROYALTY INCOME	5,515	14,598
<b>TOTAL REVENUES, GAINS &amp; OTHER SUPPORT:</b>	<b>\$ 41,164,946</b>	<b>8,584,437</b>

## EXPENSES:

PROGRAM EXPENSES	\$ 5,926,994	4,527,956
<b>SUPPORTING SERVICES:</b>		
MANAGEMENT & GENERAL	826,231	683,134
FUNDRAISING	502,602	498,954
<b>TOTAL EXPENSES:</b>	<b>\$ 7,255,827</b>	<b>5,710,044</b>

## NON-OPERATING ACTIVITIES INVESTMENT RETURN:

INVESTMENT RETURN, NET	\$ 18,736,827	(23,028,597)
<b>CHANGE IN NET ASSETS</b>	<b>52,645,946</b>	<b>(20,154,204)</b>
NET ASSETS AT BEGINNING OF YEAR	103,219,406	123,373,610
NET ASSETS AT END OF YEAR	<u>155,865,352</u>	<u>103,219,406</u>

■ UN(AUDITED) 12/31/2023

■ (AUDITED) 12/31/2022

# MEET THE STUDENTS WORKING HARD, GAINING SKILLS AT THE FOUNDATION

**W**orking with people and helping them achieve their goals is something Reagan Rios aims to do for the rest of her career. As a sophomore majoring in psychology, with the goal of becoming a therapist, Rios has enjoyed the opportunity to interact with students at work. Rios is a peer mentor in Career Engagement—but she did not start there. She has shown resilience and flexibility, transferring to a different team within the Division of Institutional Advancement halfway through her internship. Rios was hired as an Alumni Engagement Intern; planning and hosting events to bring current students in front of Javelina Alumni visiting campus.

“I feel so safe, I can go to one of my superiors and ask a question and they won’t get upset. It makes you feel like if you make a mistake it’s not the end of the world,” Rios said. “They don’t treat you like a student.” Rios enjoyed the Division so much she encouraged her sorority sister, Carley Pruett, to apply.

## Career Path Confirmed

Carley Pruett of Charlotte, Texas came to the Foundation without paid work experience in marketing. She is grateful for the way she was able to gain knowledge from the team, including her fellow Marketing and Communications Intern.

“I have learned a great amount about what life in this field is like. The most valuable thing I have learned is that if you have an idea, then you need to speak up and show others why your idea is worth it,” Pruett said.

## Where Music Meets Tech

Between saxophone practice sessions Noe Morin, Jr. was job-searching on Handshake, the platform for student employment on campus. One position caught his eye—Data Analyst Intern. Morin had interest in technology and wanted to explore an area he might not otherwise have had the opportunity to as a Music Education major. “I had no idea what I was getting myself into,” Morin said. “It couldn’t have been better in the sense that I get to learn from

not only my mentor, my supervisor, but I get to learn from everyone else who operates within the Division here.”

The technical skills he has developed over the past year has only fueled his desire to pursue knowledge related to his duties as a student worker.

When the Division found out Morin was walking to campus everyday, they came together before winter break to purchase an electric bicycle to make his commute easier. “It is not something I would have ever expected anybody to do,” he said.

“To have a moment like that, it really changed my outlook on life and solidified why I enjoy working here.”

## A Family Legacy Lives On

Maya Martinez came to Texas A&M-Kingsville because she wanted to continue the legacy of her parents and family. Martinez is a junior majoring in Secondary English Education. While not gaining teaching experience yet, she is gaining critical communication and organization skills working as the Events Intern for the Division that will help in the classroom later on.

“I feel like we are not just student workers, we’re a part of something here and anything we do is benefiting the whole,” she said. After almost two years as a student worker, Martinez says her biggest takeaway is how important one’s work environment is. With an infectious laugh and warm, friendly countenance, Martinez is as much a creator of the positive, uplifting work environment as she is a product of it.

## Magic Beyond the Mound

Colton Taylor, already busy as a student-athlete, was happy to take on a part-time job. He enjoys feeling productive and not having a lot of downtime. Taylor graduated with his bachelor’s degree in December 2023. His time as an undergraduate at A&M-Kingsville sparked an interest in a potential career in higher education.



Noe Morin, Jr., Data Analyst



Samantha Hensley,  
Accounting

Working as a Development Intern, seeing behind the scenes, fanned the spark into a flame. He points to his interactions with Director of Intercollegiate Athletics, Steve Roach, as a specific moment in his internship that stood out because it helped him visualize a career path for himself.

## Practice Like You Play

Both of Samantha Hensley's parents are Javelina Alumni, but never pressured her to attend their alma mater. Hensley forged her own path which, ultimately, led to A&M-Kingsville. Open to playing volleyball at the junior college level but after making the Javelina Volleyball team as a walk-on, the choice for her was clear.

A junior majoring in Accounting, Hensley started in August of 2023 as an Accounting Intern with the Foundation.

As a self-described introvert, she accepted the internship in an effort to practice meeting new people and test out an office setting. She aspires to be an accountant and knew a similar type of work environment would likely be in her future.

Today, Hensley plays a vital role in keeping accurate records—donations to the University are received through the Foundation.

## Finally Found It

Laura Barr of Frisco, Texas is a sophomore in the College of Business Administration, majoring in Marketing.

Previous work experiences caused Barr to question whether it was possible to find a work environment that is professional and mature, but also friendly and positive. In the

few short months she has worked for the Foundation, Barr learned that the atmosphere she is looking for at work does exist.

"Being in a professional field doesn't mean you have to sacrifice having a positive and uplifting work environment that you enjoy and are proud to be a part of," Barr said.

"I feel like I've gained reassurance that it is possible because I am now part of one."

Each of these students contributes to carrying the Foundation's mission forward in their own way. They bring fresh perspectives, valuable skills and enthusiasm to our team. It is our honor and privilege to watch their professional development. We cannot wait to see how these exceptional Javelinas continue to flourish.

Carley Pruett, Marketing & Communications



Reagan Rios, Alumni Engagement



Colton Taylor, Development

Maya Martinez, Events



Laura Barr, Marketing & Communications



# New Foundation Trustees



*Roxanne Ramirez '80*



*Dr. Roger Campos '81*

The Texas A&M University-Kingsville Foundation began the new year pleased to announce the addition of two influential members to its Board of Trustees – Roxanne Ramirez '80, and Dr. Roger Campos '81.

“Both Mrs. Ramirez and Dr. Campos are outstanding examples of alumni who have not only committed themselves to personal and professional excellence and success but have also prioritized giving back to the next generation of Javelinas,” remarked Dr. Robert Vela, Texas A&M University-Kingsville President.

“I am proud to work alongside selfless visionaries to move South Texas forward.”

Ramirez held the post of Chief Executive Officer at CNF Technologies, a San Antonio-based cybersecurity company, for five years; beginning in 2016. She currently serves as Principal and Board Member for CNF. In 2017, San Antonio Business Journal recognized Ramirez as one of the city's top CEOs. Last year, Ramirez was honored at the SABJ Women's Leadership Awards, among twenty-five of San Antonio's most accomplished business and industry leaders. Despite her success, Ramirez is most proud of her community projects.

At her alma mater, she helped established the CNF Technologies & The Ramirez Family Scholarship in 2022.

Dr. Campos, who has enjoyed an acclaimed career in dentistry, currently serves as President for Campos Family Dental, P.C., one of the largest private dental employers in San Antonio. Dr. Campos previously served as a Texas A&M-Kingsville Foundation Board Trustee in 2005 until 2008, and again in 2010 for one year. He is a member of the Legacy Society and in

2011, was a Distinguished Alumni Award recipient.

Dr. Campos has been a generous supporter of Javelina Athletics and university efforts for many years. He has been a leader in the recruitment and mentoring of students, in particular, with the National Natural Toxins Research Center.

“We're thrilled to welcome a dynamic duo of new Trustees to the Board. Each brings tremendous talent to the university's Foundation and they are leaders in their chosen professions,” remarked Brad Walker, Texas A&M-Kingsville Foundation CEO.

“To have the likes of Roxanne Ramirez, and Dr. Roger Campos, working directly with Chairman Sanchez and President Vela will mean great things for our students. They are wonderful representatives of our alumni and supporters.”



*Roxanne Ramirez (center) met with university representatives while on campus for trustee orientation. From left: Dr. Jose Espiritu, Vice President of Research and Innovation; Joanne Castro, Associate Vice President of Financial Services; Adriana Garza-Flores, Chief Marketing and Communications Officer; Brad Walker; Lori Russek, Senior Director of Advancement Services; Henry Burgos, Chief Administrative Officer.*