

Camp Brosius

Providing outdoor,
educational and family
experiences since 1921



Dear Camp Brosius friends:

On behalf of the entire Camp Brosius staff, I would like to thank you for your continued Camp Brosius patronage and support.

I'm continually struck by the deep commitment many of you have with the property and Indiana University. I see this annually through events such as volunteer work weekends, when so many of you roll up your sleeves, don your gloves, and volunteer to help open and close the property. I understand that this spring, nearly 50 individuals helped prepare the property for our school's college students to participate in leadership-development coursework as well as donating several hours of sweat equity into a new garage roof, landscaping, cleaning, raking and more. We are grateful for your help.

Many of you also personally invest in the property beyond your guest fees. This is becoming increasingly more important to camp's operations, something you will read about in this report. You've made a tremendous difference in the property, programming and accommodations, and we thank you for your gifts.

Several of you also help by sharing Camp Brosius marketing materials and information with future guests, and by going out of your way to help new guests become acclimated to the property and to involve them in activities. I appreciate all that you do to embrace new guests and to welcome them to the Brosius family.

Moving forward, it is reassuring to know that we can count on so many people like you to partner with us, ensuring that the Brosius experience continues well into the future.

With gratitude and good wishes,

Jay Gladden, Dean

*IU School of Physical Education and Tourism Management
IU's Camp Brosius*

Why does camp need volunteers?

Annually, several individuals come to Camp Brosius in the spring and fall to open and close camp. Volunteers help us reduce operational costs while spending a weekend making new friends, working together, and having fun. It's a win-win for all who attend, including:

- Current and previous guests
- Current and previous college students
- Current and previous counselors for both family camp and college camp
- Elkhart Lake community members
- IU alumni
- Friends and family of all of the above



This past May, volunteers re-roofed the garage. They opened cabins, brought out furniture, set up computers, cut the grass, raked leaves, weeded flower beds, prepared soil and planted grass seed, mended screens, and much, much more.

Regardless of your age and abilities, we can find something for you to do.

Thanks to all of you who volunteer!



Bill & Elle Ashby

Ping-pong table collecting dust? Board games stacked in a corner? Renovating your bathroom?

Often, these smaller, volunteer-driven renovation projects are made possible through donations of more than time.

In 2011, volunteers spiffed up the counselor living quarters by paneling walls and installing a donated bathroom vanity. Future projects include nursery renovations, finishing the counselor living area, and landscaping. For these projects, donations of high-quality vinyl flooring remnants, multiple gallons of paint, caulking and other supplies help keep costs down.

This year, canoe parts were needed for repairs. One volunteer purchased the new parts and repaired the older canoes himself. Other donors contributed a gently used ping-pong table and two foosball tables, and another guest sent an exercise bike. All of these items are very much appreciated!

Sometimes, guests also donate to help enhance the staff's working conditions. A few years ago, a guest donated a new washer and dryer, plus paid for the installation, so that our staff could do their laundry on site. This year, another guest donated a Wii system to provide our counselors with something to do during their down time.

If you have something you think might benefit Camp Brosius, please talk to Wiley or Mary Craft. They will consider camp's needs and either gratefully accept your contribution or respectfully decline it, if it is not needed or difficult to accommodate, so that others may benefit from your generosity.



Bill & Katrina Engle



David & Cindy Dale

In particular, camp needs:

- New or gently used infant saucers
- New or gently used infant toys
- New or gently used soccer balls, footballs, basketballs, and other outdoor games
- New or gently used bicycles and other riding toys, as well as helmets, for adults and kids
- Craft supplies such as fabric, paints, stickers, and more
- New or gently used board games for rainy days
- Gently used books
- New or gently used karaoke machine, kid-friendly DVDs and other entertainment for movie nights and carnivals
- Hearty flowers, bushes and more that will enhance the Brosius landscape
- Power tools and garage supplies that you no longer use but are in great condition
- New rescue boat
- New or late model camp vehicles (to save money from annual van rental, and our current camp vehicles are aging)

Thanks to all who donate wish-list items!

By now, many of you know that the School of Physical Education and Tourism Management manages family camp. Our predecessor institution purchased the property in 1921 to provide summer outdoor courses. Those courses are still offered today and focus on leadership skills and team building. The program has become so popular, it is expanding and has a wait list. In 2013, more than 170 students will participate, and that number will grow in future years.

College camp tuition fees have allowed the school to install the challenge-course component and to assist with previous renovations that foster a better learning environment. The college camp director hopes to add additional challenge course elements that also will benefit family camp in the near future.

Philanthropic gifts from guests, friends, and the community have allowed us to upgrade portions of the property annually. For example, this summer, guests can enjoy new life jackets, canoes, pedal boats, and playground equipment, all of which were fully funded by contributions.

Property upkeep remains a challenge, and many unfinished projects loom on the horizon:

- Office needs full renovation: see architectural plans on the website at www.campbrosius.com
- New siding and windows are still needed for several buildings including the nook, Alumni, Rath, Stecher, Martin, Hester and Hickory
- Dining room porch needs new concrete, walls and windows/screens
- Nursery foundation requires repair in the southeast corner
- Red docks need to be replaced
- Windows above the dining hall need replaced

Smaller projects include:

- Finishing male staff living quarters
- Root cellar repairs
- Martin needs a new floor
- Cabin on the hill number three needs flooring repair
- Upper parking lot needs new asphalt
- Nursery needs refurbished after foundation repair
- Cabent needs new roof, windows and door
- Life jacket shed needs replaced

All of these projects add up to several hundred thousand dollars required over time to make these repairs and continue to improve the property.

To assist with future projects and help create long-term profitability and sustainability, we are exploring the option of hiring staff with additional responsibilities, including:

- American Camp Association membership and Camp Brosius accreditation
- Revenue diversification exploration and resource development
- Expanded camp season opportunities
- Community partnership development
- Planning and project coordination

IU recently implemented new part-time employee policies, which have a direct impact on Camp Brosius, and will make your stay at Camp Brosius more affordable this year. **The Camp Brosius counselor bonus pay, previously funded by guests, is already included in staff salaries.** This allows our staff to be compensated at the same level annually, and we are confident you will continue to receive the same level of service from our hard-working Brosius crew.

This change significantly impacts our budget this

year, as you can see below. If there is a short-fall for Camp Brosius operations, we will utilize the Camp Brosius General Fund to cover that expense. Simultaneously, we will strive to keep our costs to a minimum, being careful not to jeopardize your Brosius experience.

We will continue to work with IU human resources staff to identify a long-term solution for Camp Brosius that maintains pricing affordability but that is within federal laws and university policies. We also plan to increase advertising next year with the goal of filling Camp Brosius, which will help generate additional revenue to cover future staffing.

Long-term Goals

Eventually, Camp Brosius staff would like to have in place an endowment to fund future operations, programs, capital projects, and annual renovations. A million-dollar endowment would provide \$50,000 in investment earnings annually and help preserve the property in perpetuity.



Nicole Wilson

Challenge course pieces foster team skills among college students and bring families together.

2013 Camp Brosius Family Camp Operating Budget

Income

Guest Fees	\$377,219
Needed Donations	\$ 85,254
Total	\$462,473

Expenses

Staffing	\$195,691
Guest Services	\$114,760
Programs	\$ 10,140
Maintenance & Equipment	\$ 51,340
Administration	\$ 36,452
Utilities	\$ 26,010
Advertising	\$ 26,000
Volunteer Work Weekend	\$ 2,080
Total	\$462,473

Gift shop and golf cart revenue/expenses are not included. Budget includes bonus compensation for staff and an additional staff member as described on the previous page.



IU Foundation Fund Balances as of 5/31/2013

Camp Brosius Renovation Fund, Used for Property Renovations, Account # I32P013173 . .	\$188,849
Camp Brosius Inn Fund, Used for Inn Renovations and Upkeep, Account # I32P013181 . . .	\$ 38,797
Camp Brosius General Fund, Used for Any Need, Account # I38P013089	\$205,644
Camp Brosius General Invested Fund, Used for Any Need, Account # P38P013089	\$ 22,091
Total	\$455,381

Balances do not include pledge expectancies from current donor pledges.

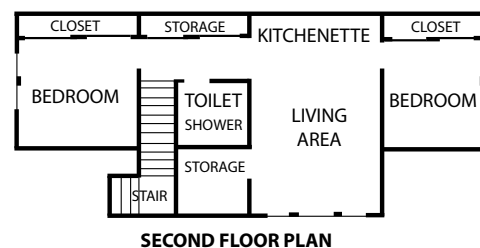
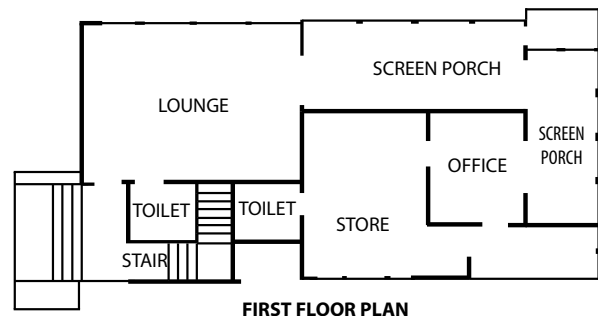
Next Big Project: The Office

The camp office is our next planned large endeavor, with a pre-construction estimate of \$280,000. With guest internet needs and some people's desires to watch major sporting events at camp, it features a new guest lounge with hard-wire computer options, a flat-screen TV, a restroom, and indoor space to relax. The expanded porch will give guests a view of the lake and property. Living quarters upstairs will provide housing and showers for two assistant directors or future program directors, and the gift shop and main office will be attached. The estimated costs include complete demolition of the existing office, underground utility relocation, and new stairs to lead guests to the dining hall.

We are offering the following gift opportunities:

- \$100,000 Name the Building**
- \$25,000 Lounge**
- \$25,000 Porch**
- \$20,000 Office**
- \$10,000 Lounge Decorative Donor Wall**
(12 or more gifts needed)

\$290,000 in pledges over five years will enable the construction plus provide for furniture and seed money for the hard-wire internet connection, as well as construction contingencies.



**See Wiley and Mary Craft
or Laura Klaum to discuss
this project or make a gift!**

Thanks to these donors who contributed between May 2012 and May 2013.

Planned Gift

Patricia Zimmerman

\$5,000 or more

Milford P. & Margaret M. Christenson
Silicon Valley Community Foundation

\$1,000 or more

Jane Barker & Melinda Haag
Bob & Jennifer Bromm
Wiley & Mary Craft
Nate & Angie Davis
Tom & Kathy Eggleston
Bill & Katrina Engle
Carl & Lynn Griffin
Bill Harrington
Nick & Lori Kellum
Steve & Anita Lewallen
Sam & Alexis Odle
Michael & Mary Margaret Rhees
Pat & Barbara Richard
Rita Simon
Jerry Steinmetz
Rick & Mary Van Kooten
Mark Vaughan & Paula Grist
Jeff & Sue Vessely
Hugh & Catherine Walsh

\$500-\$999

Michael & Anne Hostetter
Dennis & Dana Long
Northern Trust Company (Matching Gift for
Mark Vaughan & Paula Grist)
Coila Stevens
Tom & Kathy Weliever

\$100-\$499

Paul & Barb Angermeier
Rose Baker
Glenn, Bobbi & Hayden Bosch
Rhett & Amanda Cecil
Anthony & Mary Clark
Dodee Coleman
Jim & Julie Dickson
Dan & Cathi Dillon
Bill Dodd & Eileen Clarke
Jeff & Elizabeth Ebihara
Phil & Thelma Hamilton
Libby Harpring
Brad & Sasha Hostetter
Bruce & Nancy Hugon
Pete & Wendy Iskander
Dennis & Pat Kelly
Brian & Laura Klaum
Scott & Vickie Longardner
Brian & Gwen Niec
Tom & Ruth Obert
Larry Olliges
Paul & Ann Ryan
Lois Sargent
Ken & Peg Schoon
Tim & Barbara Sehr
Jim & Pat Short
Brian Smith & Peggy McShane
Erik & Beth Tyskind
Jack & Jean Whelan
John & Carrie Yarger
Karl Zacker & Diane Siddons
Steve & Susan Zellers

Up to \$99

Susan Alvarez
Jeffrey & Sarah Blackwell
Jay & Beverly Bradley
Daniel & Cindy McGill
John & Wilberta Pickett
Frank Schwerin & Marge Michalski
Bob & Marilyn Strawbridge



Nicole Wilson



David & Cindy Dale

Joining our team of Camp Brosius supporters or continuing your support is easy!

Some people have the ability to contribute gifts in a lump sum. Most prefer to give over time or to invest in rooms or spaces as families. Families have joined together to honor deceased loved ones who appreciated Brosius. Others give in honor of their children and grandchildren, contribute as guest groups, or share their gifts anonymously. Regardless of the amount, every dollar you give makes a difference at Camp Brosius!

Ways to contribute today:

- Office plaque recognition opportunities for gifts of \$10,000 or more (payable over five years)
- Give a one-time gift online at www.campbrosius.com
- Give via automatic credit card contributions (request a form from Laura Klaum)
- Make a gift in the Camp Brosius office using the envelopes provided
- Contribute via payroll deduction if you are an IU employee

Contact Laura Klaum, 317/274-1484 or lklaum@iupui.edu, to structure a longer-term gift, work with others to contribute, or to ask questions about making a cash contribution that is meaningful and affordable for you.

Give smart!

Below are tips to help maximize your gifts or tax returns!

Matching Gifts: Many employers sponsor matching gift programs and will match any charitable contributions made by their employees. Visit iufoundation.iu.edu and click on Matching Gifts to find out an easy way for your employer to match your contribution.

Special Tax Benefits of Giving for Indiana Residents: Indiana taxpayers may take a tax credit of 50% of their gift to IU. For a joint return, the maximum credit is \$200, based on gift of \$400 or more. For a single return, the maximum credit is \$100 (based on a gift of \$200 or more). The payment of tuition, fees, or room and board are not charitable contributions and do not qualify for this credit.

After you make your gift to Camp Brosius, you will only need to complete one simple form — the Indiana CC-40. Attach this form to your Indiana income tax return for the tax year in which you made the gift.

Depreciating Stock Got You Down?

You can support camp by unloading that stock and receiving a charitable deduction for your gift. Be sure to consult your tax advisor, because you may also be able to claim a loss on the stock's value!

1. You may physically deliver the endorsed stock certificate in person, or mail the endorsed stock certificate and the stock power to us in two separate envelopes (901 West New York Street, PE 272, Indianapolis, IN 46202).

2. You may electronically deliver the stock by directing your stockbroker or banker to move the stock to our account. If you are considering a gift of stock to the IU Foundation for the benefit of Camp Brosius, please contact Judy Inlow, IU Foundation, jkinlow@indiana.edu, 812/855-1368. Please also e-mail Laura Klaum to make sure camp administration is aware of your camp contribution.

Gifts in Your Will or Life Insurance Policy

Leaving a gift via life insurance or in your will to Camp Brosius can be as simple as providing this paragraph to your attorney. It's a great way to help provide a future maintenance endowment or to ensure future sustainability.

"I give, devise, and bequeath the (sum of, percentage of, or residue of my estate) to Indiana University Foundation (Tax ID # 35-6018940), a not-for-profit corporation with principal offices located in Bloomington, Indiana, for the benefit of the School of Physical Education and Tourism Management, IUPUI campus, to benefit Camp Brosius."

Your attorney and school staff may assist you with additional language if needed. Be sure to notify Laura Klaum so that your precise wishes are understood and fulfilled by camp when the gift is distributed.

For more specific assistance with gift language or planned gifts to Camp Brosius, contact Kristen Cameron, IU Foundation, cameronk@indiana.edu, 812/855-3388.

Thanks again for all you do for Camp Brosius!

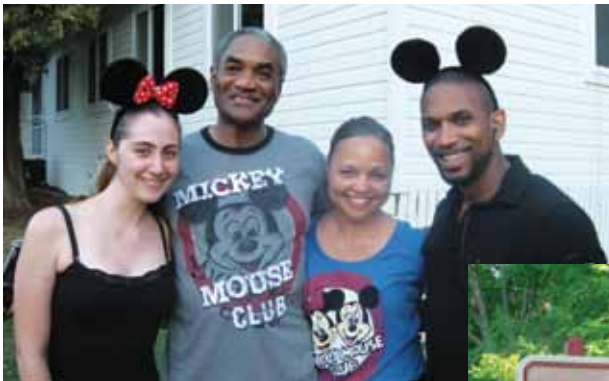


Amy Gilbert



Mark Vaughan and Paula Grist

Nicole Wilson

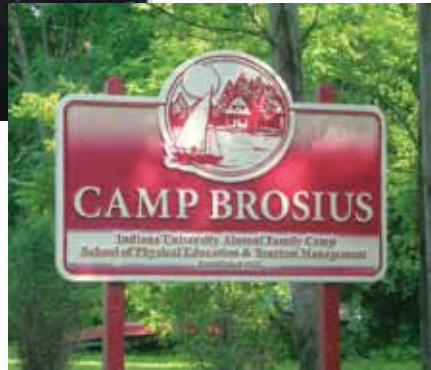


Heather Rimstidt



Mark & Ann Skirvin

Carolyn Goebel



Heather Rimstidt



Heather Rimstidt

Carolyn Goebel



Ruth Obert



Nicole Wilson

***Thanks to all the Brosius guests and friends
for providing imagery used within this report.***



INDIANA UNIVERSITY

CAMP BROSIUS

School of Physical Education and Tourism Management

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www.campbrosius.com