

FLUOR THE IMPACT OF GIVING

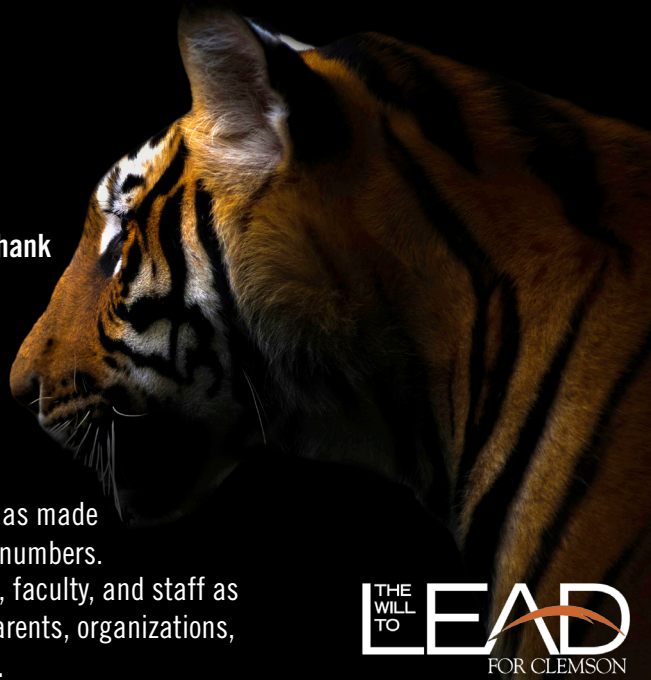
Summary Report for FY16 and
The Will to Lead Campaign for Clemson (FY07-FY16)

\$1,062,528,346

Fluor, because of your investment in our students, faculty, facilities, and programs, the Will to Lead Campaign for Clemson was a success. With your support, the final Will To Lead Campaign total surpassed our goal of \$1B. **Thank you for leading with your generosity and commitment to our University.**

Corporate support from key partners like Fluor played an important role in the Will to Lead Campaign for Clemson. **In fact, over 32% of the campaign total was provided by corporations and foundations.**

The facts and figures below demonstrate the impact that corporate giving has made throughout the Will to Lead, but this campaign was about much more than numbers. The true impact of these gifts can be seen through the lives of our students, faculty, and staff as thousands of individual Clemson alumni friends, faculty, staff, students, parents, organizations, and corporations **came together as one to make a difference in our state.**



\$336.76M

 total corporate and foundation giving to the Will to Lead Campaign

"We are honored that many world-class corporations chose to invest in Clemson University students, faculty, staff, programs, and facilities throughout the Will to Lead Campaign. As we prepare to write the next chapter of Clemson's story through the ClemsonForward strategic plan, I am confident that corporate support will continue to strengthen our University and play a large role in our efforts to educate the next generation of leaders in business and industry."

- James P. Clements, PhD, Clemson University President

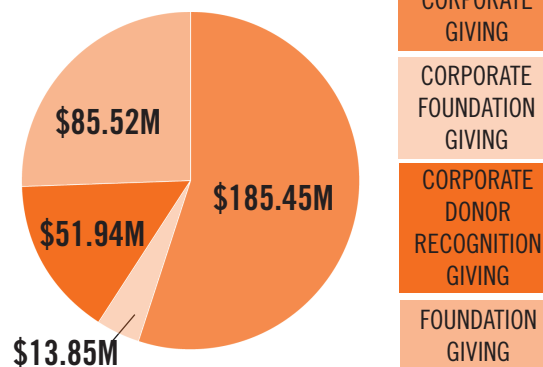
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 corporate and foundation donors gave over \$1M during the Will to Lead Campaign

"As the first university in the nation with an alumni base our size to successfully complete a \$1B capital campaign, Clemson is especially grateful for the support and investment of so many corporate partners in our students, faculty, and programs throughout the Will to Lead Campaign. Our ongoing plan is to continue the momentum of private giving to Clemson, and strong corporate partners will continue to play a major role in helping us achieve this goal."

- Brian O'Rourke, VP of Development and Alumni Relations

BREAKDOWN OF CORPORATE GIVING TO THE WILL TO LEAD CAMPAIGN



"Clemson is grateful to partner with leading corporations across many industries. The investment of these corporations in our University provides our students with opportunities to excel both inside and outside the classroom, allows our faculty members to conduct cutting-edge research, and supports programs and initiatives that contribute to economic development across the state of South Carolina."

- Ann Marie Alexander, Sr. Director of Corporate and Foundation Relations

FISCAL YEAR 2016 GIFT HIGHLIGHTS

FLUOR CONTRIBUTED \$374,050 to Clemson University during fiscal year 2016.

Major areas of support included:

- Programs for Educational Enrichment and Retention (PEER)
- South Carolina's Coalition of Math & Science (SCCMS)
- Construction Science and Management
- Student Engineering Organizations



PEER (ABOVE). Fluor has supported PEER since 1991. The Fluor Engineering and Science Study Hall, managed by PEER and WISE, is a drop-in, free tutoring service covering most College of Engineering and Science subjects. It is staffed by undergraduate and graduate student tutors whose salaries are paid through Fluor's generosity. Fluor Study Hall attracts an average of 15 students per night, four nights a week, with more students attending during the special help sessions offered before major tests.



CONSTRUCTION SCIENCE AND MANAGEMENT (ABOVE). Highlights for the 2015-2016 academic year in the CSM program include: the number of Corporate Partners increased from 35 to 42; a preliminary conceptual plan for a new Clemson University Construction Education and Applied Research Facility was developed; and Dept. Chair Dr. Roger Liska received three lifetime achievement awards from the Assoc. Builders and Contractors, American Council for Construction Education, and the National Center for Construction Education and Research.



STUDENT ENGINEERING ORGANIZATIONS (ABOVE). Fluor supported many student engineering organizations during the 2015-2016 academic year, including the American Institute of Chemical Engineers (AIChE), the National Society of Black Engineers (NSBE), the Society of Women Engineers (SWE), and the American Society of Civil Engineers (ASCE) concrete canoe and steel bridge projects. Clemson's Steel Bridge team qualified for the 2016 National Student Steel Bridge Competition along with 48 other teams. The Clemson bridge ranked 5th in lightness, 17th in efficiency, and 23rd overall.



SOUTH CAROLINA'S COALITION OF MATH AND SCIENCE (ABOVE). SCCMS creates alliances and partnerships that promote college, career, and citizenship opportunities through STEM education. One of SCCMS' most successful initiatives is the annual iMAGINE Upstate STEM festival that draws thousands of participants and engages hundreds of volunteers. During the 2015-2016 academic year, SCCMS delivered over 40,000 contact hours of programs and services to over 7,000 educators and others across the state. An estimated 30,000 families/students participated in STEM festivals hosted by SCCMS in SC.

THE WILL TO LEAD CAMPAIGN GIFT HIGHLIGHTS



FLUOR CONTRIBUTED \$4,297,598 to Clemson University during the Will to Lead Campaign (FY07-FY16).

Major areas of support included:

- Center for Career and Professional Development
- Fluor Endowed Chair in Supply Chain and Logistics
- Fluor-Clemson International Capital Projects Supply Chain Partnership Endowment and Fluor Professor of International Supply Chain

FLUOR-CLEMSON SUPPLY CHAIN PARTNERSHIP (ABOVE). The Fluor-Clemson International Capital Supply Chain Partnership, including the Fluor-Clemson International Capital Supply Chain Professorship, was established in 2013. Dr. Bill Ferrell of Clemson's Department of Industrial Engineering was appointed the Fluor Professorship in 2015. Ferrell is recognized for his instrumental role in establishing an online master's program in engineering at Clemson that has graduated about 100 students in four years. During the 2015-2016 academic year, Ferrell met with employees at Fluor's international offices, including those in Manila and India, to gauge interest in the online master's program in engineering, managed the renovation of the studio where lectures for the online program's courses are recorded, and presented a paper on his research in collaborative logistics at a conference in Innsbruck, Austria and visited the India Institute of Technology in Kharagpur to present a seminar.



CENTER FOR CAREER AND PROFESSIONAL DEVELOPMENT (ABOVE). Clemson's Center for Career and Professional Development prepares Clemson students for success in the workplace. In the 2015-2016 academic year, 87% of Clemson students participated in job counseling or workshops, and 99.4% felt satisfied with their counseling session. Further, 99.6% of first generation college students felt that the CCPD provided a welcoming environment. CCPD facilitated 6,995 job postings in 2015-2016, co-op participation was up 11%, and 91% of students who completed a co-op received a job offer.

FLUOR ENDOWED CHAIR IN SUPPLY CHAIN AND LOGISTICS (ABOVE). Fluor established the Fluor Endowed Chair in Supply Chain and Logistics, currently held by Dr. Scott Mason in the Department of Industrial Engineering, in 2007. During the 2015-2016 academic year, Mason mentored four Creative Inquiry teams, was elected to the Board of Trustees of the Institute of Industrial & Systems Engineers to serve as Senior VP for Continuing Education, presented to 18 different corporate, conference, and workshop audiences, published six papers with students and faculty in five different international journals, and successfully proposed and delivered funded research projects to six different organizations, including three companies.

ENGAGEMENT WITH CLEMSON

Fluor's engagement with Clemson extends beyond giving, as executives serve on boards and engage with students through various research projects and programs throughout the state.

BOARDS

Industrial Engineering Advisory Board

Trey Wills | VP, US Operations, Power Business

Mechanical Engineering External Advisory Board

Mike Lackey | VP, Operations Nuclear Power

General Engineering Advisory Board

James Brown | Greenville General Manager

College of Engineering, Computing, and Applied Sciences Advisory Board

Ken Smith | Senior VP, Business Development

Clemson University Foundation Board

Ken Smith | Senior VP, Business Development

RECRUITING

Job Postings

6 full-time positions posted on Clemson JobLink over the past five years.

Student Engagement

Assisted Career Center with resume reviews and presented career-oriented workshops to student groups.

Events

Participated in the Fall 2015 and Spring 2015 Career Fairs.

THANK YOU, FLUOR!

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Your support has helped us ensure a strong Clemson today, tomorrow and forever.



CORPORATE AND FOUNDATION RELATIONS