CHARTING THE COURSE

2000 - 2001
ANNUAL REPORT ON GIVING

UNIVERSITY OF WYOMING FOUNDATION
The theme of this year’s Annual Report on Giving, Charting the Course, is a reflection of how University and donor partnerships are charting UW’s course to national distinction. We hope you will enjoy reading how this year’s gifts are supporting new journeys and new thinking at the University of Wyoming.
It has been two years since UW set its course with a five-year Academic Plan to build the University's national reputation for academic excellence, stabilize its financial position, expand its contributions to state economic development, and reaffirm its central role in preserving Wyoming history and culture. Our friends and alumni have responded magnificently to this vision of what the University can become. Thanks to your generous gifts, we are building an even stronger University.

In March, the Wyoming State Legislature approved a $30 million fund to match endowment gifts of more than $50,000, dollar for dollar. This is an exciting opportunity for donors to have the impact of their gifts doubled.

I am grateful for the support of Governor Geringer, the bipartisan vote of confidence from legislators in both houses, and the many caring donors honored in these pages. Thank you for all that you make possible on the University of Wyoming’s road to ever-increasing distinction.

This is the largest single year of gift commitments in University history — $25.1 million in private support. In response to state matching funds and well-defined University priorities, UW alumni and friends are stepping forward with remarkable leadership gifts.

To give you a sense for how “the bar is being raised” at UW, let me note the following. During UW’s first 103 years (1886-1989) the University received four private contributions of $1 million or more each. From 1990 to 1995 there were eight such commitments. Over the last five years an incredible 22 gifts or pledges have come to UW each totaling $1 million or more — seven in this year alone!

While this is an exciting trend, it is important to state the significance of gifts at every level. They all make a difference. Our 23,230 donors truly chart the future, enriching the education of our students and the work of our faculty. Thank you. You are trailblazers on our journey to new heights.

The Foundation Board and the professional staff are engaged and focused as never before in support of the University’s academic priorities and in raising the dollars necessary to achieve those goals. With the Academic Plan before us, fund raising is increasingly well coordinated and specific. Board members themselves have joined with other donors in stepping forward with record-level gifts to support the vision and practical wisdom undergirding the University’s mission and direction.

In this exceptional year, the Foundation Board has overseen the hiring of critical new Foundation staff, the strengthening of the Board through strategically placed new members, and increased direct fund-raising involvement by Board members. It has been rewarding to see the ultimate result — the largest year of private support in UW history.

I am very proud to see this year’s path so successfully traversed and proud to thank my fellow Board members for all they have done to chart new directions for UW.
established in 1962, is the organization appointed by the University Board of Trustees to raise, receive, and manage private gifts, maximizing support for the University of Wyoming. It is an independent, nonprofit corporation with a Board of Directors composed of 36 members, including the University president and two members of the UW Board of Trustees. The Foundation Board meets quarterly to guide the Foundation in achieving its mission. Through private gifts, the University is able to enhance UW programs and projects to meet future needs.
TOP PHOTO LEFT TO RIGHT:
Pat Rile – Scottsdale, AZ
Toni Cupal – Los Altos, CA
Paul Carlin – McLean, VA
Roy Whitney – Wheatland, WY
Ron Salvagio – Chicago, IL
Doug Samuelson – Cheyenne, WY
Jerry Record – Sheridan, WY
Dave Crum – Casper, WY
Lew Christensen – Colorado Springs, CO
Jim Elder – Hilton Head, SC
Frank Mendicino – Denver, CO
Tom Davidson – La Grange, IL
Ollie Boileau – Saratoga, WY
Duane Woodard – Arvada, CO
Mary Garland – Laramie, WY
Frosty Kepler – Laramie, WY
Bruce Lien – Rapid City, SD
Pete Jorgensen – Jackson, WY

BOTTOM PHOTO LEFT TO RIGHT:
Ben Blalock – Laramie, WY
Harry Sager – Houston, TX
John Clay – Cheyenne, WY
Phil Dubois – Laramie, WY
Pete Simpson – Laramie, WY
Don Hunton – Cheyenne, WY
Jack Guthrie – Laramie, WY
Curt Kaiser – Cheyenne, WY
Ray Hunkins – Wheatland, WY
Tim Miles – Denver, CO
Gail Zimmerman – Casper, WY
Marilyn Kite – Jackson, WY
Cliff Kirk – Gillette, WY
Tom Spicer – Rock Springs, WY
Bob Gose – Powell, WY
Gwin Johnston – Denver, CO
Tom Honig – Denver, CO
Not pictured:
John Dunn – San Diego, CA
A RECORD-SETTING YEAR of gift commitments put private support for the University of Wyoming at an all-time high of more than $25.1 million for fiscal year 2001. This marks an increase of 37 percent — approximately $6.8 million — over the previous record high of $18.3 million set in 1999. More than 23,230 alumni, parents and friends, corporations and foundations, and other organizations made this possible through their generous gifts and commitments.

- Alumni, parents, and friends from every state in the nation and from 14 foreign countries made gifts to the UW Foundation this year.
- Donors made possible 571 matching gifts, amounting to more than $170,000, from 138 companies.
- The average gift to the UW Foundation was approximately $540.
- Since 1998, the annual average in private support has nearly tripled to $18.3 million. The previous five-year average (1993-97) was $6.5 million.
- More than 8,100 contributors (about 35 percent) gave $100 or more. Almost 1,400 (about 6 percent) contributed $1,000 or more — a 97 percent increase since 1997.
- The total number of contributors grew by 44.3 percent over the past five years, from 16,100 in 1996 to 23,230 in 2001.

These figures are representative of the generous spirit and the vision that contributors bring in their support of the University of Wyoming.
INVESTMENTS provide returns that are an important source of revenue for University programs. The Foundation’s investment policies are intended to preserve or increase the principal value of endowments while providing a dependable stream of income for the University. Among the funds invested by the UW Foundation are endowments, life income trusts and annuities, outright gifts, reserve balances, and cash. The Investment Committee of the Foundation Board engages the investment consulting firm Monticello & Associates of Denver, CO to ensure investments meet objectives and that management of assets remains consistent, despite periodic changes in Foundation personnel and Board members.

As of June 30, 2001, the Foundation’s asset allocations were on target to meet the long-term investment objective of achieving a rate of return equivalent to the Consumer Price Index, plus 6 percent (see allocation of assets pie chart). The Foundation’s asset mix has historically provided strong appreciation while guarding against the risk of rapid swings in market values.

ENDOWED GIFTS provide permanent capital that is invested by the Foundation, with a percentage of the earned income supporting donor-designated programs. In addition to permanent support, endowments afford opportunities for named gifts, ranging from student field awards at $20,000 minimum to endowed academic chairs at a minimum of $1.5 million.
Each individual endowment fund maintains a separate identity and owns units in the endowment pool. From this endowment pool, the Foundation makes available 5 percent of a three-year fair market value average for expenditure. Gains in value above 5 percent, less management fees, are attributed back to unit values, ensuring that the value of each donor’s investment continues to grow forever. During fiscal year 2001, $6.6 million from the pool of investment earnings was distributed for spending (see distribution of endowment income bar graph).

On June 30, 2001, the market value of the combined endowment pool exceeded $134 million. This represents a five-year increase of 54 percent from $87 million in 1996 (see growth of endowment bar graph).

This growth is due not only to the increasing number of endowments (see number of endowed funds bar graph), but also to the careful stewardship of those funds.

A STATE MATCHING FUND of $30 million was established this spring by the Wyoming State Legislature to match gifts of $50,000 or more designated for a UW endowment. Gifts received during the period of March 1, 2001 through December 31, 2005 are eligible to be matched, as long as funds remain available. Payments can be made over a five-year period, with the state transferring matching funds to the Foundation when gifts reach $50,000. Thereafter, matching funds are transferred as the Foundation receives new monies. At the end of the 2001 fiscal year, $8.9 million of the $30 million fund was already committed to match gifts.
BLAZING
THE TRAIL

by funding major
objectives of the 1999
Academic Plan, the highly
strategic contributors
featured here are making
a difference for Wyoming’s
University. Many of their
gifts will be further
enhanced thanks to the
Wyoming State
Legislature, which created
a $30 million matching
fund to double gifts of
$50,000 or more slated
for endowments.

John and Esther Clay

Few can promote a cause as energetically and effectively as John Clay does for his university. A senior vice president of Dain Rauscher Inc. in Cheyenne, John has shared his professional and financial resources widely across the campus. Esther is an accomplished painter specializing in watercolor who is active in civic affairs and arts promotion within their community. She was the campaign leader in raising funds to build the Cheyenne Civic Center.

Understanding that enhanced student support is an Academic Plan priority, the Clays are making an impact through the Clay scholarships in agriculture and business. A portion of their $1 million gift will expand these endowments. Another portion will establish a new fund in Esther’s honor to bring outstanding artists to campus for lectures, exhibits, and student interaction.

“I give because I have a tremendous appreciation for what UW did for me. I love this institution and have great respect for UW’s leaders. We had help along the way, and it’s our conviction that we should help someone else down the line.”

John Clay
Jim and Kay Elder

Jim’s career in sales management and information systems began with an accounting degree from UW in 1956. He spent 31 years with IBM before leaving to become CEO of Info.Systems Inc. and World Wide Store Systems. During this latter period, Jim was nominated twice by Merrill Lynch as “entrepreneur of the year.” Kay earned a degree in library science from the University of Utah and pursued a career as a librarian. The couple now lives in Hilton Head, SC, where they are active volunteers who make a real difference in their community.

The Elders have created a $1 million charitable remainder unitrust with UW as the beneficiary. As regular visitors to campus with Jim’s service on the Foundation Board, the couple is exploring opportunities to match their giving interests with university priorities.

“It comes down to one word: payback. I left UW with a lot of confidence in myself that has served me well, and we owe something back.”

Jim Elder
John P. “Jack” Ellbogen

UW and Wyoming lost a beloved friend when Jack Ellbogen passed away this summer. Jack, an independent lease broker and oil and gas producer, received an honorary degree in 1998 for his outstanding career achievements and UW service, and he was named a Distinguished Alumnus in 1980. He was committed to education and believed that top-quality teachers are the key to a student’s success. Since 1979 UW has recognized its outstanding teachers with the Ellbogen Meritorious Classroom Teaching Award.

Following the Academic Plan’s call for faculty support, Jack’s $1 million gift endowed an early career fellowship for College of Education faculty in honor of his daughter, Mary Ellbogen Garland, a member of the College’s development board. He also created a student-athlete scholarship fund and contributed to Leadership Wyoming, a state leadership training program. The remainder of Jack’s gift will be designated by his family.

“My mother loved being a classroom teacher and considered teaching the noblest of professions and higher education the key to success in life. Because of the beneficence of the people of Wyoming through its legislature, my sister, brother, and I were the first members of our family to receive university degrees.”

Jack Ellbogen
Hank Gardner and Marilyn Fiske

Hank Gardner and Marilyn Fiske of Cheyenne share a professional background in health care, medical and nursing education, and dot-com entrepreneurship. The doctor and nurse team founded Options & Choices Inc. (OCI), an Internet technology-based health information services organization, in the mid-1980s to provide employers and insurance carriers with the integrated information they need to manage health benefits programs. Although they sold the company in 1997, Hank remains its CEO.

The life sciences are disciplines identified by the Academic Plan for increased support. The couple’s $750,000 gift, to be doubled by state matching funds, will endow a distinguished chair in the zoology and physiology department with interdisciplinary features in business, economics, and health sciences. The couple is also pursuing UW/OCI partnerships including student internships, collaborative research, new data management curriculum, and graduate placement opportunities.

“UW provided an excellent education for me and six of my siblings. We understand how important a high-quality faculty is, especially to public universities. Endowed chairs make good departments better by attracting top-notch scholars and teachers.”

Hank Gardner
Jack and Pat Guthrie

Alumni Jack and Pat Guthrie of Laramie have given generously of their expertise and financial support. Jack, retired president and CEO of the Bank of Laramie, is a past president of the UW Foundation Board and the Alumni Association. Pat is a past president of the UW Art Museum National Advisory Board.

In 1995, the couple established the John A. Guthrie Distinguished Professorship in memory of Jack’s father. The Guthrie professor anchors UW’s undergraduate program in banking and financial services. This year, Jack committed $300,000 to bring the endowment total to $1 million.

Pat has created a $500,000 endowment for the UW Art Museum to finance special exhibitions from the permanent collection and to purchase new works. To recognize her support, the gallery for UW collection exhibits will be named in Pat’s honor.

“Art is one of the greatest gifts we can give our children and communities — it enriches the mind and the soul.”

Pat Guthrie

“The Guthrie professorship was established to train imaginative and knowledgeable bankers to play leadership roles within the industry and encourage UW/industry partnerships and internships.”

Jack Guthrie
Pete and Jean Jorgensen

They are neither Wyoming natives nor UW alumni, but they are certainly among UW’s best friends. Pete Jorgensen is a UW Trustee and a board member for the Foundation, the Institute of Environment and Natural Resources, and the Colleges of Engineering and Arts and Sciences. It’s easy to get involved in Wyoming, Pete says — you just show up and you’ll get put to work. In addition, Pete and Jean are generous donors who support a multitude of UW programs.

The state match was an added inducement for their most recent commitment of $200,000. The gift will be evenly divided between the Institute of Environment and Natural Resources, International Programs, the College of Engineering, and the President’s Excellence Fund. Pete is the president of Jorgensen Engineering in Jackson. Jean’s interests include the Teton Science School, hospice care, and alternative medicine.

“We have a terrific institution in UW. There is a sincerity and integrity here — a first-class university in a wholesome environment. With UW’s excellent leadership, administration, faculty, and staff — together with strong support from the state of Wyoming, alumni, and friends — it will only get better.”

Pete Jorgensen
Anne and Brainerd “Nip” Mears

Funding for faculty chairs and professorships is one of the University's highest priorities. These positions are critical in attracting and retaining nationally and internationally recognized scholars who will enhance the University's reputation, research earnings, and student recruitment. The Mears’ $1 million gift will establish the Brainerd Mears Chair for Surficial Processes and Climate in the Department of Geology and Geophysics. The position will support a scientist specializing in earth surface processes and how they relate to climate.

Anne, a UW alumna, breeds and trains Morgan horses on the Mears’ ranch near Laramie and was recently inducted into the American Morgan Horse Association Hall of Fame. Nip spent 40 years as a UW geology professor and is still engaged in earth surface processes research. The two are leaders in support for agriculture and geology and geophysics.

“We thought a chair would be the greatest help we could give, strengthening the geology department and providing a top-notch faculty member. With the state match doubling our gift, there will be funds left over to buy supportive equipment as well.”

Anne Mears
Elizabeth Reid Quinn

Elizabeth was a 1930s UW alumna raised in Torrington who possessed an adventurous spirit to match her Wyoming heritage. She was a pioneer in the New Mexico securities industry, co-founder of Quinn and Company investment banking, and the first woman to become an associate member of the New York Stock Exchange.

Friends remember her as an outstanding businesswoman who was elegant, gracious, and “a wonderful lady.”

Elizabeth died this March at age 90 at her home in Albuquerque, leaving a $700,000 bequest to her alma mater. The Rochelle Athletics Center will receive $250,000 and another $250,000 will support UW student-athlete scholarships. The remaining $200,000 will build the Reid, Lynn, Coughlin Commemorative Trust, which Elizabeth and others created in 1988 to finance undergraduate scholarships in the College of Arts and Sciences. To date, the trust has helped more than 67 Wyoming students earn their UW degree.

“Elizabeth credited her UW education for much of her success. She always had great pride in her association with the University and was pleased to provide scholarships for other Wyoming students.”

Joe Dowler, Elizabeth’s nephew and a former UW associate athletic director and wrestling coach
Curt and Marian Rochelle

The Rochelles of Cheyenne are givers who keep on giving. The Rochelle Athletics Center, centerpiece for the athletic training and academic support of UW’s student athletes, will open this month. Yet another gift, $500,000 from Marian and $1 million from Curt, will launch an endowment to support construction, renovation, and beautification of campus facilities. The Rochelles have given in excess of $7 million to the University, more than any previous donors.

Curt is a director of UnitedGlobalCom, an international telecommunications company, and owner of Rochelle Livestock Company in Rawlins. He has served as a member of the Wyoming State Legislature, as a UW trustee, and as Alumni Association president. Marian, a graduate of Stephens College, also earned a degree in psychology from Colorado College. She enjoys gourmet cooking, interior decorating, travel, and gardening.

“The University of Wyoming has had a major influence in my life. I feel that the university is moving in an excellent direction, and I am proud to be a part of its traditions and its future.”

Curt Rochelle

“The state match was a major incentive for this gift. My daughter, April Brimmer Kunz, is a state senator who strongly supported the UW challenge fund, and I wanted to back her up. It’s exciting to know that my $500,000 contribution will become a $1 million contribution.”

Marian Rochelle
Doug and Susan Samuelson

Two years ago, alumni Doug and Susan Samuelson of Cheyenne were touring one of UW's biology laboratories. After seeing the lab equipment, the couple decided that UW undergraduates should have access to the digital electronic equipment they would use as professionals and graduate students.

The Samuelsons’ $250,000 gift, made possible through their donor-advised fund held in the Wyoming Community Foundation, has purchased digital imaging microscopes, spectrophotometers, DNA and biotechnology equipment, and the computers needed to interface with the new equipment.

“I can’t believe it,” UW student Kate Rardin says. “We have a whole new lab syllabus as a result of this gift.” Doug and Susan’s gift will have an enormous impact on how UW offers courses in the life sciences for years to come.

Doug, a wildlife biologist, is also a Wyoming state representative and recently joined the UW Foundation Board. Susan just retired after 24 years of teaching elementary school. They are enjoying being full-time ranchers.

“We are Wyoming natives and UW graduates. We were raised to give back to our community and state, and we are very happy to do it. It was fun!”

Susan Samuelson
Sol and Corrine Trujillo

With the help of alumni Sol and Corrine Trujillo, UW became one of the first American universities to offer a masters program in e-business. The couple’s $1.02 million commitment endowed the Solomon Trujillo Center for e.Business within UW’s College of Business and also is funding student recruitment and program marketing, scholarships, faculty training, guest speakers, equipment purchases such as wireless technology and laptop computers, and technology research projects.

The degree, a partnership between business and the computer science department, will position UW graduates to be successful e-business managers, consultants, and entrepreneurs.

Sol, current CEO and president of Graviton Inc. and former president and CEO of U.S. WEST Inc., is a leader and innovator in digital technology and telecommunications. Corrine has taught learning-disabled students and is an active volunteer on behalf of economically disadvantaged youth and education.

“We’re Center for e.Business will be a magnet for talented, innovative men, women, and businesses that understand the power of e-commerce and are eager to expand its boundaries.”

Sol Trujillo

“We are happy that we have been given the opportunity to help. This gift for UW comes from the heart.”

Corrine Trujillo
GIFTS OF CASH – currency, personal check, credit card, or money order – are a simple and immediate way of giving to UW and are deductible when filing an itemized tax return. Cash gifts are payable to the University of Wyoming Foundation and can be mailed to: UW Foundation, P.O. Box 3963, Laramie, WY 82071.

MATCHING GIFTS multiply the impact of many donors’ gifts. We encourage you to ask your employer’s human resources office if the company has a matching gift program and obtain the necessary form to send with your gift.

GIFTS IN HONOR AND IN MEMORY of someone special are a generous and thoughtful means of recognizing a person and his or her accomplishments. When such a gift is made, the UW Foundation notifies the person being honored, or the person’s family, and ensures that the gift is administered as requested. The University’s Tree and Bench Program provides a particularly meaningful way to honor a student, pay tribute to a professor, or memorialize an exceptional individual.

GIFTS OF SECURITIES allow donors to take a tax deduction for the fair market value of the security and avoid a capital gains tax. Donors are entitled to an income tax deduction for the full market value of the stock at the time it is sold by the Foundation. The donor’s sale of stock that has lost value creates a deduction for tax purposes. Donating the cash proceeds from the sale generates a tax deduction for a charitable contribution.

GIFTS OF REAL ESTATE enable donors to deduct the fair market value of property as a charitable contribution, avoid capital gains tax, and remove the assets from their taxable estate. A retained life estate, in which the deed to property is transferred to the University Foundation, gives donors an immediate charitable deduction while they continue using the property.

GIFTS OF PERSONAL PROPERTY enable many donors to satisfy their philanthropic goals. A Foundation Board committee reviews gifts of this type prior to acceptance. Often the same benefits of giving real estate or securities apply to gifts of personal property.
PLANNED GIFTS provide donors with an immediate tax deduction and other benefits such as life income, continued use of the gift property, or elimination of capital gains tax. The following vehicles can provide an opportunity to make a very significant gift to UW and leave a legacy.

- **Bequests** are a simple and popular method of making a deferred gift. By naming the University of Wyoming Foundation as a beneficiary in their wills, contributors are able to make a gift and reduce estate taxes. Sample bequest language is available through the Foundation.

- **Retirement plan assets**, or a portion of those assets, can also make a generous gift to the University. Naming the UW Foundation as the beneficiary of an IRA, 401K, Keogh, or other retirement plan often results in favorable estate tax deductions.

- **Charitable remainder trusts** are built with assets such as securities, property, or cash. Once placed in the trust, the assets can be sold without creating a capital gains tax and the proceeds can be reinvested to produce a higher yield. Such a trust generates fixed or variable income for the donor and/or another person and creates an immediate income tax deduction.

- **Charitable gift annuities** enable donors to make a gift to the University and in return receive fixed annual payments for life. A charitable contribution deduction is given for a portion of the gift.

- **Charitable lead trusts** enable donors to make a gift to the University and transfer assets to heirs while minimizing estate and gift taxes.

- **Life insurance** is another gift option for some donors. Policies that name the UW Foundation as the owner and beneficiary entitle donors to an income tax deduction. Alternatively, donors may simply name the Foundation as the policy beneficiary.

ENDOWED GIFTS often afford donors with naming opportunities. Depending on the program or area being supported, endowments can be established through a gift of $20,000 or more. When gifts are funded in annual installments for up to five years, income from the principal will be distributed once the total gift reaches the minimum needed for the type of endowment being established. For information on matching funds for endowed gifts, see page 6.
along with each of the University’s academic colleges and major divisions, are committed to encouraging and securing private support to enhance the quality of the University of Wyoming’s teaching, research, and service programs.

If you have questions regarding your current or future support for the University, we invite you to contact the Foundation (307.766.6300) or the appropriate constituent development officer.
2000-01 UW Board of Trustees

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Good company in a journey makes the way to seem the shorter.
Izaak Walton

Thank you for your good company on UW’s journey to new levels of distinction.

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