



**MEMORANDUM**

To: University of Wyoming Board of Trustees

From: University of Wyoming Foundation

Re: Liaison Report for September 2022 meeting

Date: November 3, 2022

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Thank you for this opportunity to update you on the activities of the University of Wyoming Foundation through our liaison officers, Trustees Marsh and Fall. Please see below.

***YTD PHILANTHROPY***

As reflected in the monthly giving report through September 30, year-to-date private support to UW is \$12,697,091.

The fiscal year has started off strong with academic and athletic priority proposals in the pipeline including many potential gifts for the War Memorial Stadium and pool project.

A noteworthy gift for the College of Agriculture, Life Sciences and Natural Resources includes:

Gretchen Swanson Family Foundation

UW received a major gift from the Gretchen Swanson Family Foundation to support the Dr. Kurt S. Bucholz Irrigation Science Excellence Fund. The gift will be doubled by the state matching program identified for programs in ag production and ranch and range management.

The purpose of the fund is to honor the memory of Dr. Kurt S. Bucholz and his passion for the betterment of water management in Wyoming. Dr. Bucholz, a well-known Saratoga rancher, veterinarian, and Carbon County legislator was involved in water administration and supply concerns facing the upper basin. He was the founding member of the Upper North Platte Water Users Association, serving as president of its board for over eight years. In 2002, he was elected to the Wyoming State House of Representatives. Dr. Bucholz passed away in 2006.

***GIVING DAY***

The power of community resulted in a history-making UW Giving Day in 2022.

A total of 6,293 donors from all 50 states and 10 countries gave a total of \$4,107,408—funds that will go directly to support students and programs across UW. Giving Day took place Oct. 19-20, noon to noon, during Homecoming week. It was online, across social media, and across campus.



More than \$700,000 was available in matching and challenge funds, including 60 unit-specific matches and challenges. Matches are funds that allow donors to double the impact of their gifts, and gifts up to \$1,000 were matched until funds ran out. Challenges are similar but are generally based on the number of donors. Once a threshold is reached, the fund is unlocked.

Matches included an overall match for all donors that was established by the UW Foundation Board of Directors. They also included President Ed Seidel's Faculty and Staff Match for faculty and staff. These funds went live at noon of the first day and were used up by donors in eight minutes. The UW Foundation Board Midnight Match went live at midnight and was claimed in three minutes.

The campaigns with the most donors won the Overall Donor Challenge, with the top 10 receiving awards. This challenge did not include the campaigns of individual colleges. This challenge was won by UW's rodeo team, which received a \$6,000 award for its donor count of 633, followed closely by the debate and forensics team with a \$4,000 award for 607 donors.

The other campaigns that placed in the Overall Donor Challenge were Western Thunder Marching Band Hat Club (third place, 341 donors); the UW Athletics soccer team (fourth, 267); the Men's Rugby Club (fifth, 261); the Cowboy Country Swing Club (sixth, 234); the Women's Hockey Club (seventh, 231); Club Tennis (eighth, 137); the U.S. Senator Malcolm Wallop Excellence Fund in Civic Engagement (ninth, 133); and the Women's Rugby Club (10th, 105).

### **FINANCIAL SERVICES**

The UW Foundation Financial Services team is finishing up the full-scope audit with new auditors, completing the federal form 990, preparing all reporting data for the university accounting department for UW reporting, and completing various reports for external entities such as NACUBO (National Association of College and University Business Officers) and Wamser.

Additionally, the team is completing internal reporting for the university and other foundation stakeholders. The team is also working toward filling vacant positions at the foundation, researching alternative software needs for the organization, and fine-tuning recent software implementations.

### **INVESTMENT SERVICES**

The estimated endowment value as of October 31 was \$761.7 million. The estimated, unaudited year-to-date performance is - 10.8% and the estimated, unaudited performance for October was +.90%

Credit creation is slowing dramatically, especially in residential real estate which is a large driver in the U.S. economy. The Investment Services team is anticipating further rate hikes and continued pressure on economic conditions.



### ***UW FOUNDATION BOARD MEETINGS***

The fall UW Foundation Board meeting was held in September at the Marian H. Rochelle Gateway Center. Among reports from the Financial Services, Investment, Real Estate, and Legal and Governmental Relations committees, the board also heard a report about the first year of the new Donor Experience Program. The Donor Experience Program is a key part of the UW Foundation's Digital First initiative.

In the first year, 3,000 additional constituents were added to the Donor Experience Officer portfolios and 4,312 constituents are now managed by the entire UW Foundation development team. In fiscal year 2022, the Donor Experience and Annual Giving teams raised more than \$9 million. Year two of the Donor Experience Program will be focused on maintaining contact with current donors and adding value to those relationships.

The UW Foundation Board also heard a report from UW Provost and Executive Vice President Kevin Carman about the first-year performance of Saddle Up, of which the UW Foundation invested \$100,000 to support the program. Carman also reported on the importance of endowed faculty positions such as professorships, chairs, and deanships. The university and the UW Foundation will focus fundraising activities on endowed positions to enhance UW faculty excellence.

In addition, the UW Foundation approved an investment to create donor matching funds for Student Success and Faculty Excellence. The funds will be used to match donor gifts of \$50,000 and above to create permanent endowed funds to support these university priorities while honoring donor intent. These matching funds come on the heels of recent investments made by the UW Board of Trustees in individual quasi-endowments for Student Success, Faculty Excellence, and Research Excellence.

Moreover, the UW Foundation invested in a student-athlete scholarship fund in partnership with the UW Board of Trustees and the Cowboy Joe Club.