



MEMORANDUM

To: University of Wyoming Board of Trustees

From: University of Wyoming Foundation

Re: Liaison Report for July 2025 meeting

Date: July 2, 2025

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

YTD PHILANTHROPY

As reflected in the final monthly giving report through May 31, official year-to-date private support to UW is \$65,618,141. See below under development to see where the current report stands for June 30.

ADVANCEMENT SERVICES

The Prospect Development team is aligning fundraiser portfolios with the new cohort model, partnering with cohort leads and foundation leadership to identify and assign hundreds of new major gift prospects using the in-house Connection and Capacity Modeling system.

Gift Administration is updating agreement language to meet new regulations, onboarding three new team members, and preparing the first campus partnership reports to highlight the impact of private support.

The Information Services team is implementing DocFinity for document management, upgrading our CRM to a unified interface, and preparing for a July cybersecurity audit, while wrapping up work with a data privacy consultant.

Donor Relations is collecting impact statements for 800+ endowment reports and finalizing scholarship letters, to be sent to donors later this summer.

CAMPAIGN PLANNING

In late May, the UW Foundation received the Campaign Readiness Report from our fundraising consultant, BWF. On June 12, BWF presented an executive summary of the findings during a special session of the UW Foundation Board summer meetings in Laramie.

Key Recommendations

BWF recommends that the University of Wyoming and the UW Foundation plan and execute a comprehensive campaign to be completed over a seven-year period. To ensure the success of this



effort, they also recommend taking an additional year to continue campaign planning before officially launching the campaign.

The special session with the UW Foundation Board generated substantial discussion. A recurring theme was the need for a clearer and more compelling articulation of the vision supporting a future campaign—the “why”. While the prospectus (case for support) developed with BWF provided a solid starting point, many board members felt it lacked the necessary specificity.

Finally, the board advised the UW Foundation to take the time we truly need to complete our planning—whether that means less than 12 months or more. They emphasized the importance of not feeling constrained by a fixed 12-month planning timeline.

Next Steps

- Enter an Infrastructure and Awareness Phase to:
 - Ensure adequate staffing and financial resources.
 - Continue shaping and refining campaign priorities and the campaign vision.
 - Strengthen alignment between traditional alumni and broader philanthropic audiences.

Additionally, the foundation is already scheduling meetings with academic partners to talk more about their potential priorities, as well as work more on the vision for a comprehensive campaign.

The university’s last comprehensive campaign was 20 years ago.

DEVELOPMENT

The UW Foundation is proud to report strong fundraising performance, surpassing FY24 in both total private support and donor engagement. As of June 30, 2025, total private support reached \$67.0 million from 29,753 donors, compared to \$60.7 million and 27,626 donors in FY24. This marks a significant year-over-year increase and reflects continued momentum in philanthropic investment and community support.

Among this year’s most notable contributions is the establishment of the Farm Credit Services of America College of Agriculture, Life Sciences and Natural Resources Deanship—only the fourth deanship in UW’s history. This impactful gift was made possible, in part, through state matching funds and represents a transformative investment in leadership, education, and research within the college.

FINANCIAL SERVICES

The Financial Services team is actively finalizing the foundation’s operating budget while also renewing key internal insurance agreements to ensure continued operational coverage. As we approach the close of the fiscal year, our team is diligently managing all year-end processes to ensure a smooth and accurate financial close. We are also preparing for a comprehensive, full-scope audit in collaboration with our external auditors.



In alignment with campus input and strategic business plans, we have successfully reinvested foundation-held funds at more than 2X. Additionally, we are addressing organizational growth and capacity by interviewing and onboarding new employees to fill both existing vacancies and newly created positions across the organization.

INVESTMENT SERVICES

During the recent summer board meeting, the UW Foundation committed to participating in Soil Action's series seed round. Soil Action is an agricultural technology company founded by UW alumni Nate Storey.

The foundation voted to invest in a fund managed by global mutual fund manager, GQG Partners. Additionally, Hazen Dickerson, former UW College of Business graduate is joining the Investment team as an analyst/portfolio manager.

NEW BOARD MEMBER

The UW Foundation welcomed Gene Humphrey to the Board of Directors during their board meetings in Laramie in June. Humphrey, a Burns, Wyo., native and Vietnam War helicopter pilot, used the GI Bill to earn a mechanical engineering degree from UW and went on to a distinguished career spanning energy, defense, and semiconductor innovation. He co-founded multiple companies, including International Test Solutions, where he was president, CEO, and inventor of more than 70 patents. Now co-owner of the 50,000-acre 9H Ranch, he gives back through the 9H Research Foundation, supporting hands-on opportunities for Wyoming students.

GIVING DAY

The UW Foundation will host UW'S 11th annual Giving Day from noon to noon, October 23-24, rallying the Cowboy community under the theme "Seize the Day". This 24-hour event fuels hundreds of university priorities in academics, athletics, and student life. Last year, a record-breaking 11,202 donors gave more than \$4.1 million, marking the most successful Giving Day in UW history.

