

**FY2002
ANNUAL REPORT
ON
GIFTS AND
FUND RAISING**



UNIVERSITY OF MAINE SYSTEM

OFFICE OF FINANCE AND TREASURER

SEPTEMBER 2002

**UNIVERSITY OF MAINE SYSTEM
FY2002 ANNUAL REPORT ON GIFTS AND FUND RAISING**

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UNIVERSITY OF MAINE SYSTEM FY2002 ANNUAL REPORT ON GIFTS AND FUND RAISING

I. SUMMARY OF GIFTS GIVEN TO THE UNIVERSITY

UMS Board of Trustees policy on governance of gifts requires that all gifts to the University be reported to the Board for its approval. The FY2002 Annual Report on Gifts and Fund Raising provides a summary of gifts accepted by the Board of Trustees in 2001/2002. All gifts received fulfill the policy requirements of the Board of Trustees and follow the intent of the donors. It is the intention of the Board of Trustees to ensure that the System or its universities are prohibited from accepting funds from any source that would interfere with or otherwise restrict the academic freedoms of these institutions.

These gifts were accepted and approved by the Board at their September 2001 through July 2002 meetings. Excluded from this section of the report are gifts to University affiliated organizations (e.g., University of Maine Foundation, UM General Alumni Association, University of Maine at Farmington Alumni Foundation). Included are gifts given directly to the University and gifts given to the University from affiliated organizations.

FY2002 gifts of cash totaled \$13,345,222. This is the lowest total reported for the past five years. Gifts received include a \$1.3 million endowment from Archie Berry for the University of Maine at Farmington Dexter Chair in Geology; \$100,000 each from the estate of Ruby Johnson and the Machias Savings Bank for the University of Maine at Machias Lifelong Learning Childcare Center; and \$500,000 from the Harold Alford Foundation for the Harold Alford Sports Stadium. Of the total gifts, 28 percent came from alumni and friends, 15 percent from corporations, 54 percent from foundations (including the UM Foundation), alumni associations and other non-profit organizations and 3 percent came from other sources. Gifts for student financial aid accounts for 34% of all gifts received.

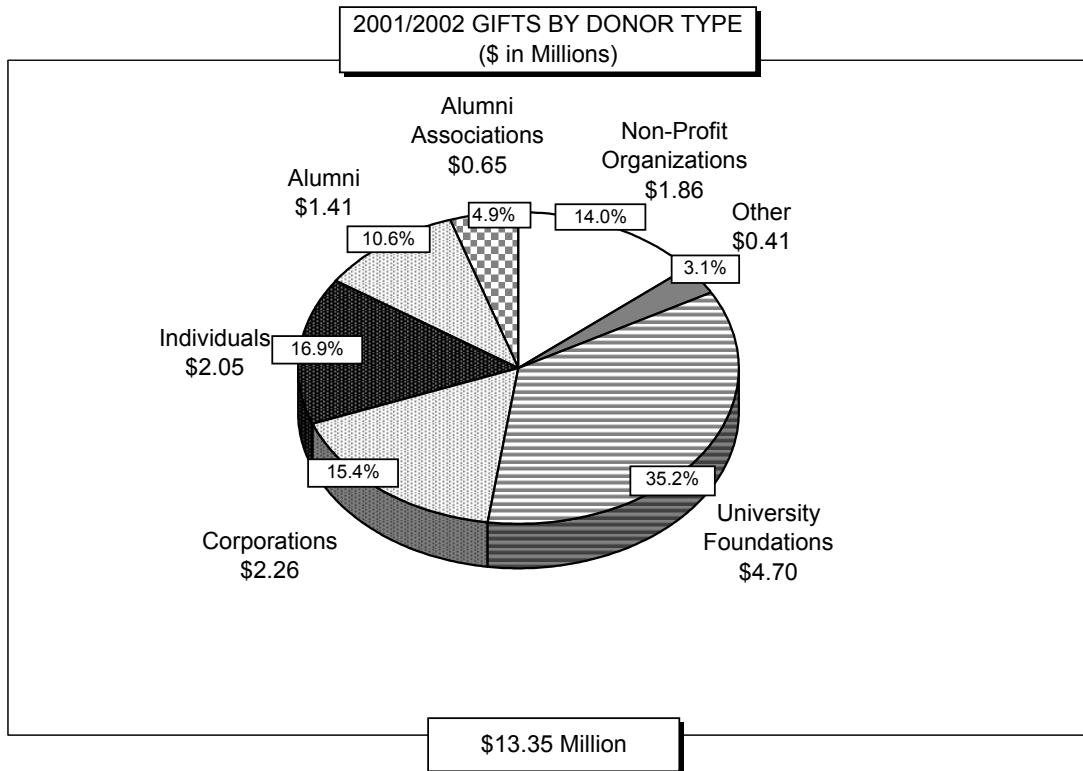
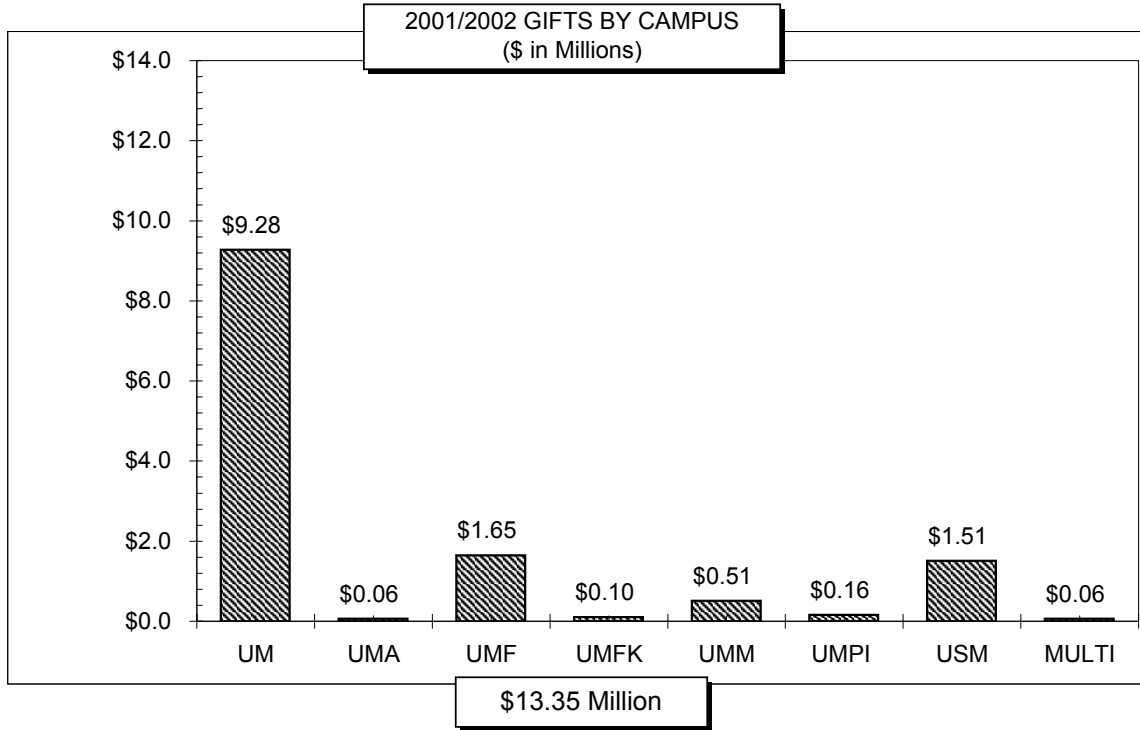
II. FINANCIAL STATUS OF FUND RAISING CAMPAIGNS

The financial status of university and affiliated organization fund raising campaigns as of June 30, 2002, is presented on page 5. The actual gifts and pledges received for these campaigns total approximately \$31.7 million versus an average goal of \$93.1 million.

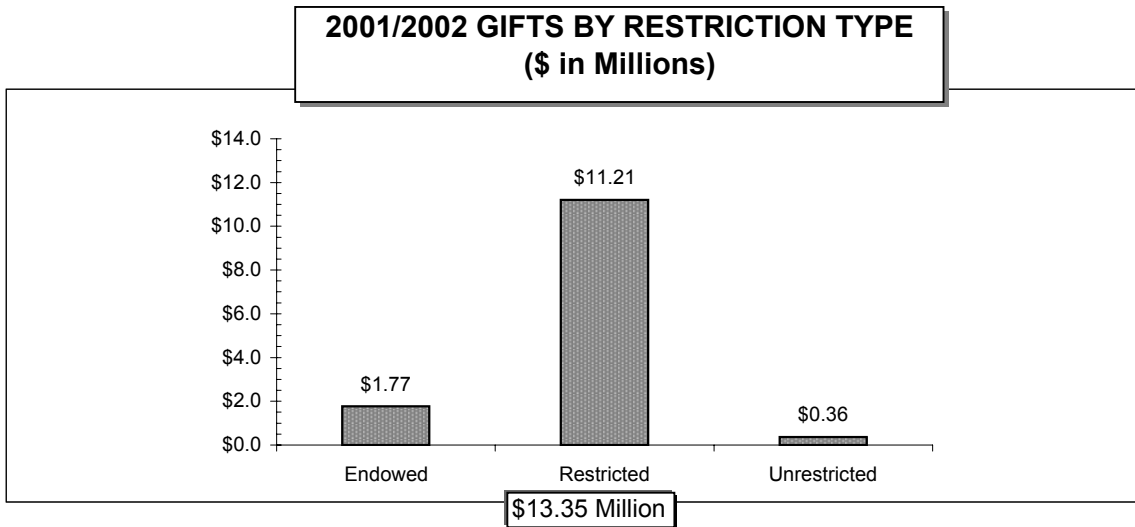
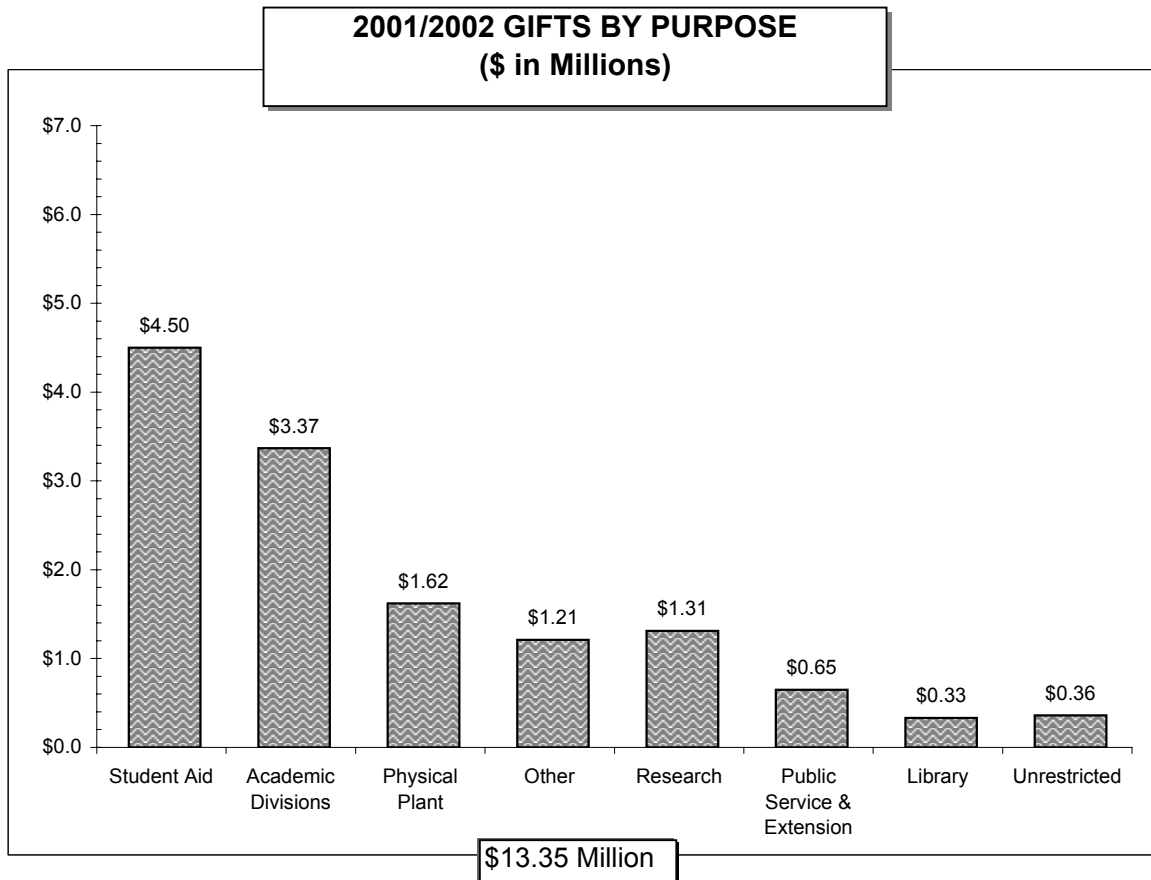
III. SUMMARY OF UNIVERSITY AFFILIATED FUND RAISING ORGANIZATION ASSETS AND GIFTS

For external University Affiliated Organizations, the Year End Total Assets and Cash Gifts Received for FY1998 to FY2002 are presented on page 7. Total assets for these organizations grew from \$109 million in FY1998 to \$142 million in FY2001 and dropped to \$130 million in FY2002. Total gifts received have declined from \$11.7 million in FY1999 to \$7.6 million in FY2002.

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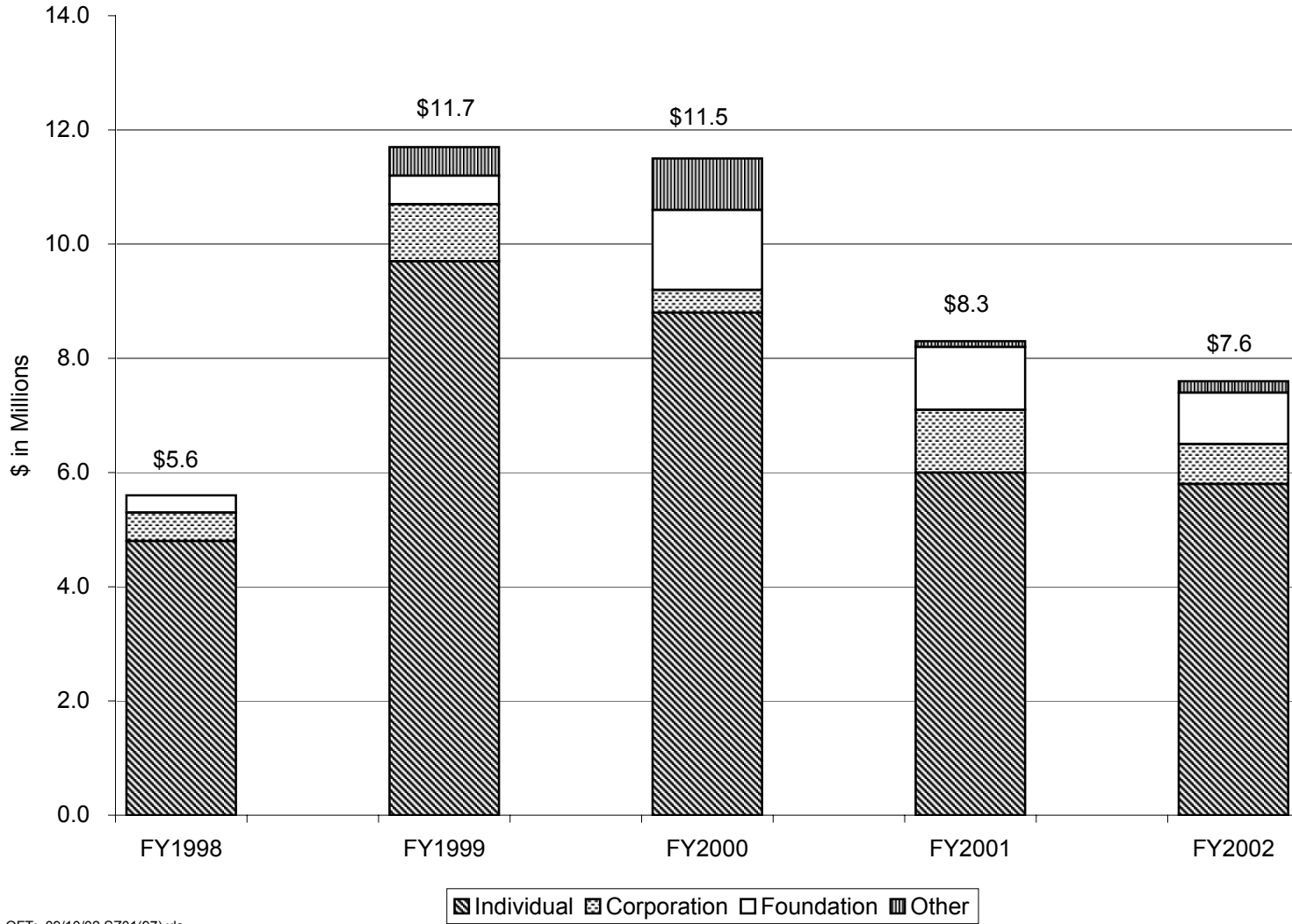
	FY1998	FY1999	FY2000	FY2001	FY2002
UM					
Alumni	\$ 2,202,903	\$ 2,992,022	\$ 558,516	\$ 834,958	\$ 589,840
Individuals	941,341	854,729	504,821	413,890	336,176
Corporations	1,742,480	1,665,748	1,938,434	1,773,578	1,594,525
Alumni Association	255,357	326,566	352,459	419,519	650,247
University Foundation	2,937,010	3,138,525	4,022,325	4,190,640	4,445,957
Non-Profit	2,115,055	2,524,470	2,774,344	973,922	1,446,687
Other	221,924	263,603	268,923	270,656	219,786
Total	\$ 10,416,070	\$ 11,765,663	\$ 10,419,822	\$ 8,877,163	\$ 9,283,218
UMA					
Alumni	\$ -	\$ -	\$ 1,160	\$ 185	\$ 560
Individuals	4,582	2,900	82,246	23,064	11,459
Corporations	5,323	4,463	37,745	25,135	9,137
University Foundation	3,334	\$ 2,029	35,195	6,576	4,098
Non-Profit	6,200	560	1,430	1,420	26,117
Other	15,850	16,380	17,364	14,408	11,481
Total	\$ 35,289	\$ 26,332	\$ 175,140	\$ 70,788	\$ 62,852
UMF					
Alumni	\$ 128,196	\$ 300,729	\$ 145,928	\$ 323,060	\$ 228,735
Individuals	45,632	48,168	21,464	5,061,498	1,360,082
Corporations	20,960	24,461	13,545	8,506	7,802
University Foundation	11,944	27,687	34,642	40,888	47,370
Non-Profit	171,437	21,443	7,383	4,177	6,343
Other	16,302	57,861	162,030	140,578	3,468
Total	\$ 394,471	\$ 480,349	\$ 384,992	\$ 5,578,707	\$ 1,653,800
UMFK					
Alumni	\$ 2,334	\$ 1,528	\$ 296,016	\$ 9,048	\$ 64,377
Individuals	4,949	7,432	5,395	30,075	1,380
Corporations	-	3,750	1,050	600	314
University Foundation	22,093	12,850	16,508	18,089	20,801
Non-Profit	-	1,500	-	-	15,000
Other	2,000	9,966	1,500	-	-
Total	\$ 31,376	\$ 37,026	\$ 320,469	\$ 57,812	\$ 101,872
UMM					
Alumni	\$ 38,433	\$ 81,566	\$ 131,141	\$ 73,964	\$ 209,624
Individuals	113,521	738,528	255,405	303,252	143,929
Corporations	18,184	161,345	174,299	164,159	136,654
Non-Profit	67,762	295	75,367	180,101	15,705
Other	444	2,000	1,000	4,050	2,000
Total	\$ 238,344	\$ 983,734	\$ 637,212	\$ 725,526	\$ 507,912
UMPI					
Alumni	\$ 500	\$ 14,325	\$ 1,000	\$ 4,843	\$ 22,411
Individuals	-	-	7,650	-	-
Corporations	1,000	-	-	-	-
University Foundation	68,550	72,470	116,026	86,450	124,861
Other	22,700	10,373	2,650	13,570	14,366
Total	\$ 92,750	\$ 97,168	\$ 127,326	\$ 104,863	\$ 161,638
USM					
Alumni	\$ 234,955	\$ 283,085	\$ 288,782	\$ 562,859	\$ 295,746
Individuals	650,839	448,391	431,372	677,399	400,538
Corporations	282,413	256,137	288,298	262,254	294,407
Alumni Association	82,575	66,000	27,000	15,000	-
University Foundation	-	-	24,303	5,234	57,894
Non-Profit	104,073	237,674	535,997	530,575	304,540
Other	39,667	107,365	117,036	93,724	158,821
Total	\$ 1,394,522	\$ 1,398,652	\$ 1,712,788	\$ 2,147,045	\$ 1,511,946
MULTI-CAMPUS					
Individuals	\$ 750	\$ 721,307	\$ 10,235	\$ 3,313	\$ 5,355
Corporations	22,500	2,000	12,750	1,500	6,250
Non-Profit	924,288	33,994	1,053,071	101,577	50,279
Other	-	-	-	1,000,000	100
Total	\$ 947,538	\$ 757,301	\$ 1,076,056	\$ 1,106,390	\$ 61,984
TOTALS					
Alumni	\$ 2,607,321	\$ 3,673,255	\$ 1,422,543	\$ 1,808,917	\$ 1,411,293
Individuals	1,761,614	2,821,455	1,318,588	6,512,491	2,258,919
Corporations	2,092,860	2,117,904	2,466,121	2,235,732	2,049,089
Alumni Associations	337,932	392,566	379,459	434,519	650,247
University Foundation	3,042,931	3,253,561	4,248,999	4,347,877	4,700,981
Non-Profit	3,388,815	2,819,936	4,447,592	1,791,772	1,864,671
Other	318,887	467,548	570,503	1,536,986	410,022
Total	\$ 13,550,360	\$ 15,546,225	\$ 14,853,805	\$ 18,668,294	\$ 13,345,222

UNIVERSITY OF MAINE SYSTEM
STATUS OF UNIVERSITY FUND RAISING AS OF JUNE 30, 2002

DEVELOPMENT ACTIVITY		START DATE	END DATE	CAMPAIGN GOAL (in thousands)	GIFTS & OUTSTANDING PLEDGES (as of 06/02)
Internal University Campaigns					
UM	Honors Center	02/01/98		\$1,050.0	\$430.9
	Softball Field	07/01/97		1,100.0	400.0
	Maine Center for the Arts Renovation	07/01/00		8,000.0	126.8
	Down Town Arts Facility	02/01/00		1,100.0	803.6
	Cohen Center for International Policy	02/24/97		4,600.0	636.2
	Cohen Papers Fund	02/24/97		1,484.0	706.1
	Library Terrace	12/01/00		600.0	0.0
	Mitchell Center	10/01/00		2,000.0	100.0
	Memorial Union 4th Floor	01/01/01		800.0	0.0
	Engineering and Science Research Complex	12/01/00		10,000.0	94.9
	Visual Arts Complex	11/07/01		6,000.0	5.8
	Wes Jordan Center	01/01/01		1,250.0	157.8
UMA	Annual Fund	07/01/01		**	42.3
	Women, Work and Community	07/01/01		**	15.9
UMF	Alumni Annual Fund	07/01/01	06/30/02	150.0	138.0
	Miscellaneous Campaign	07/01/01	06/30/02	**	1,741.1
	Education Center	07/01/01		4,200.0	54.4
	Emery Community Arts Center	07/01/01		15,000.0	5,000.0
UMFK	Annual Fund	07/01/01	06/30/02	**	81.1
	Connector Building & Library Classroom Renewal	10/01/02	06/30/02	300.0	0.0
UMM	2001/02 Annual Fund	07/01/01	06/30/02	20.0	23.3
	Campus Beautification & Improvement Project	07/01/01	06/30/02	50.0	54.0
UMPI	*				
USM	USM Annual Fund	07/01/01	06/30/02	600.0	659.1
	International Conference on the History of Cartography	05/01/02	06/30/03	125.0	0.0
	School of Applied Science Engineering and Technology				
	Expansion and Development	07/01/02	07/31/05	4,000.0	0.0
	Instructional Technology	07/01/96		1,000.0	374.7
	Recreation/Athletics	07/01/96		1,000.0	654.0
	Scholarships	07/01/96		2,000.0	2,229.6
	Undergraduate Liberal Education	07/01/96		1,000.0	2,252.1
	Miscellaneous 21st Century Campaign	07/01/96		4,000.0	3,989.7
	Muskie Institute Renewal & Expansion	07/01/96		8,500.0	5,886.0
	Glickman Family Library - Construction	07/01/96		3,500.0	2,592.0
	Glickman Family Library - Special Collections, Programs, etc.	07/01/96		1,500.0	498.2
UMS	*				
			Subtotal	\$84,929.0	\$29,747.6
Affiliated Organization Campaigns					
	UM Alumni Association Annual Alumni Fund	07/01/01	06/30/02	\$2,000.0	\$2,613.5
	Foundation of the University at Presque Isle - Annual Fund	07/01/01	06/30/02	50.0	56.1
	Foundation of the University at Presque Isle				
	-Centennial Capital Campaign	07/01/01	06/30/02	3,400.0	261.9
	USM Foundation - Community Education Facility	07/01/02		2,600.0	500.0
	UM School of Law Capital Campaign	07/01/96		3,000.0	1,302.0
	UM School of Law Annual Fund	01/01/02	06/30/02	219.7	228.6
			Subtotal	\$11,269.7	\$4,962.1
TOTAL				\$96,198.7	\$34,709.7

* No current fund raising campaigns.
** No stated fiscal objective.

Cash Gifts Received by University Affiliated Fund Raising Organizations



**UNIVERSITY OF MAINE SYSTEM
UNIVERSITY AFFILIATED FUND-RAISING ORGANIZATIONS**

	FY98	FY99	FY00	FY01	FY02
UNIVERSITY OF MAINE ALUMNI ASSOCIATION					
CASH GIFTS RECEIVED	\$1,212,446	\$1,235,911	\$1,263,066	\$1,231,398	\$1,568,813
YEAR END TOTAL ASSETS	0	0	0	0	0
UNIVERSITY OF MAINE FOUNDATION					
CASH GIFTS RECEIVED	3,039,772	9,195,678	9,358,586	5,371,591	4,612,096
YEAR END TOTAL ASSETS	86,565,067	104,599,594	115,491,364	114,709,434	103,727,450
UNIVERSITY OF MAINE PULP & PAPER FOUNDATION					
CASH GIFTS RECEIVED	602,458	466,008	526,546	514,063	408,094
YEAR END TOTAL ASSETS	15,632,586	16,897,970	19,176,777	19,120,345	17,706,097
PINE TREE STATE 4-H CLUB FOUNDATION					
CASH GIFTS RECEIVED	66,539	120,713	58,220	138,321	188,050 *
YEAR END TOTAL ASSETS	2,882,828	3,345,836	2,426,958	2,881,626	2,772,870 *
UNIVERSITY OF MAINE AT AUGUSTA FOUNDATION****					
CASH GIFTS RECEIVED	20,263	8,105	4,303	10,136	1,580
YEAR END TOTAL ASSETS	420,093	439,300	426,419	410,433	392,380
UNIVERSITY OF MAINE AT FARMINGTON ALUMNI FOUNDATION****					
CASH GIFTS RECEIVED	318,926	90,302	76,292	55,117	93,240
YEAR END TOTAL ASSETS	599,921	743,737	832,791	774,331	753,479
UNIVERSITY OF MAINE AT FORT KENT ALUMNI ASSOCIATION					
CASH GIFTS RECEIVED	0	0	70	670	40 *
YEAR END TOTAL ASSETS	0	0	8,393	8,164	7,180 *
UNIVERSITY OF MAINE AT FORT KENT FOUNDATION****					
CASH GIFTS RECEIVED	32,240	18,042	33,493	25,028	45,147
YEAR END TOTAL ASSETS	210,865	226,293	250,829	271,864	276,760
JOHN L. MARTIN SCHOLARSHIP FUND****					
CASH GIFTS RECEIVED	0	0	0	0	0
YEAR END TOTAL ASSETS	63,110 **	78,260 **	79,922 **	69,738 **	59,844 **
FOUNDATION OF THE UNIVERSITY AT PRESQUE ISLE					
CASH GIFTS RECEIVED	64,289	93,238	70,112	44,586	55,992
YEAR END TOTAL ASSETS	1,915,535	2,152,654	2,380,537	2,272,000	2,123,028
UNIVERSITY OF SOUTHERN MAINE FOUNDATION****					
CASH GIFTS RECEIVED	171,429	397,007	19,227	840,768	395,376
YEAR END TOTAL ASSETS	171,915	578,418	638,014	1,395,353	1,616,235
UM LAW ALUMNI ASSOCIATION					
CASH GIFTS RECEIVED	84,617	96,007	98,733	109,350	43,087 ***
YEAR END TOTAL ASSETS	57,455	62,879	63,523	65,418	94,199 ***
UM SCHOOL OF LAW SCHOOL FOUNDATION					
CASH GIFTS RECEIVED	0	0	0	0	178,874
YEAR END TOTAL ASSETS	0	0	0	0	90,852
TOTAL					
CASH GIFTS RECEIVED	5,612,979	11,721,011	11,508,648	8,341,028	7,590,389
YEAR END TOTAL ASSETS	108,519,375	129,124,941	141,775,527	141,978,706	129,620,374

* Partial Fiscal Year

** Estimated

*** Six month fiscal year. Went from calendar to fiscal year reporting.

**** Endowments managed by UMS.

Comparable UMS endowment year end total assets:	82,501,524	92,875,553	97,402,277	87,919,472	77,435,080
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UNIVERSITY OF MAINE SYSTEM

MISSION STATEMENTS OF UNIVERSITY AFFILIATED FUND-RAISING ORGANIZATIONS

University of Maine Alumni Association

It is the mission of the University of Maine Alumni Association to promote excellence at the University of Maine by fostering productive relationships among, providing service and support to, and serving as an advocate for the University of Maine and its alumni.

University of Maine Foundation

The purposes of the University of Maine Foundation are to acquire real or personal property by devise, bequest, gift, donation, or otherwise, to hold, administer, control, and manage the same for the benefit of the University of Maine, its faculty or students, or any member of either body, or for other charitable purposes, upon such terms and to such ends as donors, testators, or others shall prescribe, or otherwise on terms prescribed by the University of Maine Foundation in the exercise of its discretion.

University of Maine Pulp and Paper Foundation

The purpose of The Foundation is to promote the following objectives:

1. To interest highly capable students in preparing for and advancing in engineering and forestry careers in pulp and paper and related industries.
2. To provide financial assistance in the form of loans, grants and scholarships for students who plan careers in pulp and paper and related industries.
3. To assist and advise the University in developing a curriculum of undergraduate and advanced study and continuing education to meet the needs of members of The Foundation.
4. To encourage promising students to elect a curriculum emphasizing operational management in pulp and paper and related industries.
5. To help assure that the staff responsible for teaching pulp and paper related subjects are well motivated and of the highest quality.

6. To advance fundamental and applied research for pulp and paper and related industries.

Pine Tree State 4-H Club Foundation

The mission of the Pine Tree State 4-H Foundation is to enrich youth opportunities through partnership with Maine 4-H. The Foundation's express purpose is to promote, foster, develop and encourage youth education and adult volunteerism in support of the 4-H program. In achieving this purpose, the Corporation is empowered to have and exercise all privileges and prerogatives usually conferred upon corporations formed under the applicable provisions of the revised statutes of Maine (1954) as amended and under the common law of the state including, but not limited to, the receiving, acquiring, handling and disposing of any property real, personal or mixed to establish and maintain scholarship, student education loan funds, grants, exhibits, demonstrations and other events all in such manner as in the judgment of its duly elected officers will tend to accomplish the general education purpose of this corporation.

University of Maine at Augusta Foundation

Purpose:

The University of Maine at Augusta Foundation (the "Foundation") shall engage exclusively in activities for charitable and educational purposes within the meaning of Section 501(c)(3) of the Internal Revenue Code of 1954 (or the corresponding provision of any future United States Internal Revenue Code Law) and within these limitations, the Foundation is authorized to or for the benefit of the University of Maine at Augusta (UMA). The Foundation is created to serve the interest and mission of UMA, as defined and adopted from time to time by the Board of Trustees of the University of Maine System.

UMA is community-based and community-oriented. As part of its support function, the Foundation shall facilitate and enhance the relationships between UMA and the communities which it serves.

In that support function, the Foundation shall provide the communities and members of the communities which UMA serves, with an opportunity to articulate educational needs and to suggest ways in which the communities and UMA can work together in providing for those needs. The foundation, through fund-raising activities, shall generate and be the recipient of grants, gifts and bequests from the communities, from members of the communities and from all other sources. Such grants, gifts and bequests shall be held, invested and administered by the Foundation for the benefit of UMA to carry out UMA programs approved and authorized by the Trustees of the University of Maine System, but not funded, in whole or in part.

University of Maine at Farmington Alumni Foundation

Purpose:

The purpose of said corporation is to operate an endowment foundation for the benefit of the University of Maine at Farmington and receive gifts from alumni and from the public for the benefit of the University of Maine at Farmington, and to receive, hold, invest, and administer property in order to make expenditures to or for the benefit of University of Maine at Farmington.

University of Maine at Fort Kent Alumni Association

The object of this Association shall be to promote and foster the best interests of the University of Maine at Fort Kent.

University of Maine at Fort Kent Foundation

The purpose of said Corporation is

To acquire real or personal property by devise, bequest, gift, donation, or otherwise, to hold, administer, control, and manage the same for the benefit of the University of Maine at Fort Kent, its faculty or students, or any member of either body, upon such terms and to such ends as donors, testators, or others shall prescribe, or otherwise on terms prescribed by this Corporation in the exercise of its discretion.

John L. Martin Scholarship Fund - University of Maine at Fort Kent

The John L. Martin Scholarship Fund exists solely to provide scholarship awards to entering freshman at the University of Maine at Fort Kent and summer scholarships to Bachelor of Science in Environmental Studies students at UMFK who are working on the Allagash Wilderness Waterway.

Foundation of the University at Presque Isle

The purposes of said Corporation are:

1. To promote educational purposes in connection with, or at the request of, the University of Maine at Presque Isle, and various activities of, or pertaining to, said institution.
2. To receive and administer funds for scientific, educational and research purposes, all for the public welfare, and for no other purposes, and to that end, take and hold by bequest, devise, gift, purchase or lease, either absolutely or in trust, for such objects and purposes or any of them, any property, real, personal or mixed

without limitation as to amount or value except such limitation, if any, as may be imposed by law;

3. To sell, convey and dispose of any such property and to invest and reinvest the principal thereof and to deal with and expend the income therefrom for any of the before mentioned purposes, without limitation, except such limitations, if any, as may be contained in the instrument in which such property is received;
4. To receive any property, real, personal or mixed under the terms of any will, deed or trust instrument for the foregoing purposes or any of them (but for no other purposes) and in administering the same to carry out the directions and exercise the powers contained in the trust instrument under which the property is received, including the expenditure of the principal, as well as the income, for one or more of such purposes, if authorized or directed in the trust instrument under which it is received;
5. To receive, take title to, hold and use the proceeds and income of stocks, bonds, obligations or other securities of any corporation or corporations, domestic or foreign, but only for the foregoing purposes, or some of them;
6. To support and assist in any other manner or by any other means whatsoever, the Trustees of the University of Maine in the conduct of the affairs of the University of Maine at Presque Isle and the accomplishment of the educational purposes of said University of Maine at Presque Isle;
7. And, in general, to exercise any, all and every power for which a non-profit corporation under the provisions of Title 13, Chapter 18 of the 1964 Revised Statutes of Maine, as amended, can be authorized to exercise but not any other power.

University of Southern Maine Foundation

The USM Foundation has been incorporated to act as the private, non profit, fund-raising entity for the University of Southern Maine and as such to solicit, receive, manage and direct gifts of money, securities, personal and real property to benefit the University. In carrying out this purpose, the USM Foundation will work in partnership with the University of Southern Maine to ensure and enhance the growth, quality, and reputation of the University of Southern Maine.

The following principles of operation will guide the Foundation in its efforts to support the University of Southern Maine:

- Serve as a visible and active advocate of the University beyond seeking funds to augment and enhance its financial support.

- Develop and maintain an independence which provides flexibility and attractive options for supporters to direct gifts to the University.
- Serve as the repository for charitable gift funds and responsibly direct those gifts to fulfill donor intent and University support.
- Approve a yearly fund-raising plan developed in collaboration with the Vice President of University Advancement and Executive Director of the Foundation, based on University needs as presented by the USM President.
- Increase the number and type of private gifts directed to the University.
- Build endowments which are prudently invested in accordance with the Foundation's investment policy.
- Disburse funds to the University in a timely manner in accordance with the yearly fund-raising plan.
- Create and maintain positive relationships with prospective and continuing donors.
- Through the Vice President for Advancement and Executive Director of the USM Foundation, the Operating Principles and daily management of fund-raising activities are consistent with USM and Foundation goals.
- To aid the fulfillment of research, teaching, and service functions of the University through the promotion of related activities, providing grants and loans, and generally supporting an environment within which scientific and educational research can occur.

University of Maine Law Alumni Association

The purposes of said Association are:

To advance the cause of legal education; to support the pursuit of legal scholarship and the development of the legal profession; to support the educational program of the University of Maine School of Law; and to serve the purposes of graduates, students, faculty, and staff of the Law School in accordance with general policies formulated by the Dean and faculty of the Law School.

University of Maine School of Law Foundation

The Foundation is organized and shall be operated exclusively for charitable, religious, educational and scientific purposes, including, for such purposes the making of distributions to organizations that qualify as exempt organizations under Section 501c(3) of the Internal Revenue Code of 1986, or corresponding sections of any further federal tax code (collectively, the "Code"). In furtherance of those

charitable, educational, and scientific purposes, the purpose of the Foundation shall be to:

- A. Stimulate major voluntary financial support from alumni, friends, corporations, foundations, and others for the sole benefit of University of Maine School of Law (the "Law School") or successor institution, especially in the building of endowment and in addressing long-term academic priorities of the Law School. The corporation shall be responsible for the identification of potential donors; the nurturing relationships between such persons and the Law School; the solicitation of gifts of cash, securities, real and intellectual property, and other forms of direct support; and the acknowledgement of gifts and all ongoing responsibilities related to such gifts.

The Foundation shall receive, invest and administer funds, subject to such restrictions as have been imposed by the donor thereof on the use of the principal and income of such funds.

- B. Conduct such other activities and/or business for all other purposes that may be lawfully carried on or performed by a corporation formed under the Non-Profit Corporation Law, Maine Revised Statutes Annotated Title 13-B, as amended.