



Annual Report on Gifts, Fundraising and Endowments

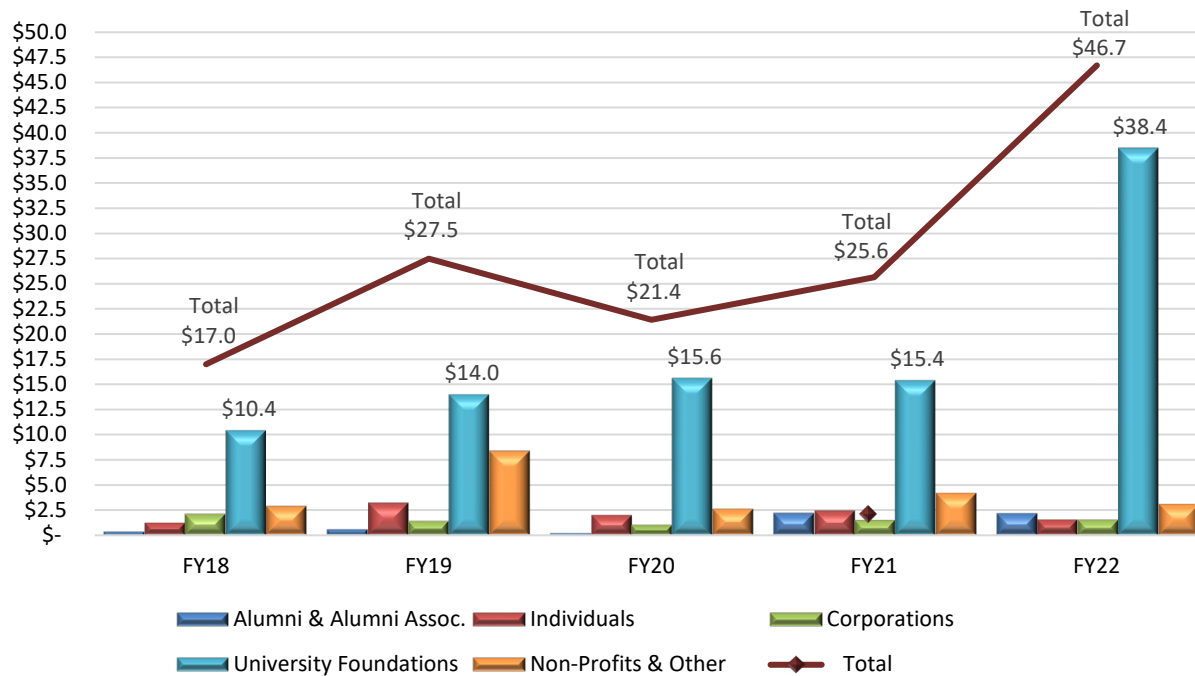
Year Ended June 30, 2022

Part I: University of Maine System

(Excludes Fund Raising Organizations)

UMS Gifts Received* by Donor Type

(\$ in millions)



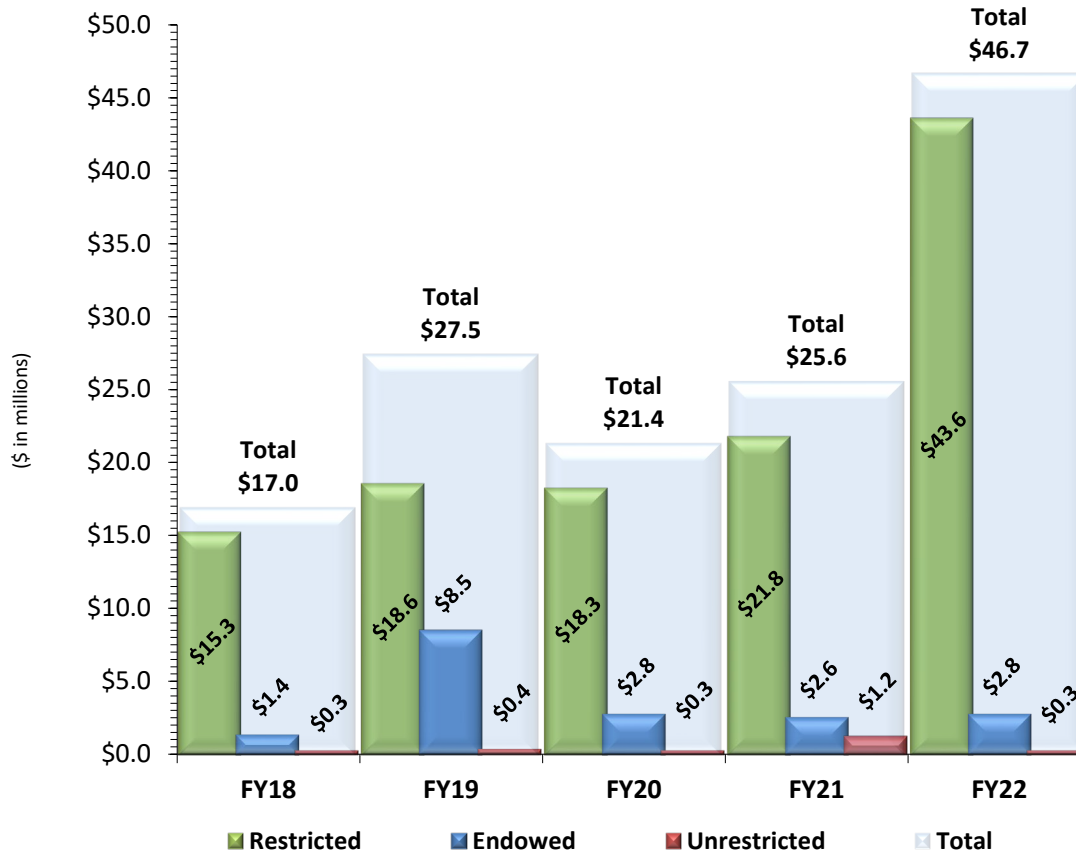
The UMS receives gifts through two methods:

1. Direct donations from alumni, individuals, corporations, and non-profits
2. Endowment distributions and non-endowed gifts from its affiliated fund raising organizations, the largest of which are the university foundations (see page 10 for FY21 and FY22 gifts that the affiliates received)

*UMS gifts reported herein include cash, checks and negotiable securities, and pledge payments. Gifts-in-kind and pledges receivable are not included in these totals.

UMS Gifts Received by Restriction Type

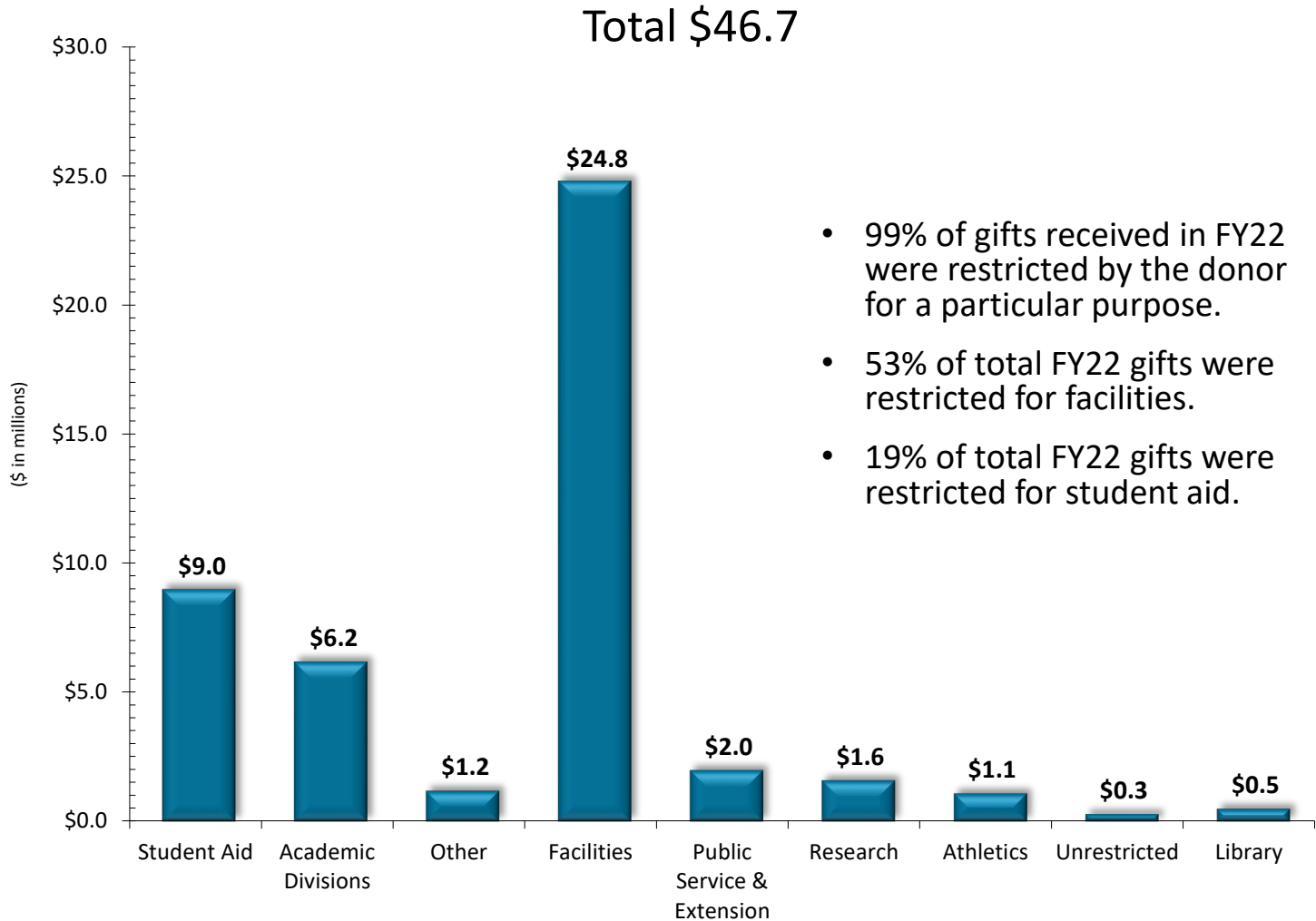
(\$ in millions)



The \$21.1 million increase in total gifts from FY21 to FY22 is primarily attributable to restricted gifts received for construction of the University of Maine’s Ferland Engineering Education & Design Center.

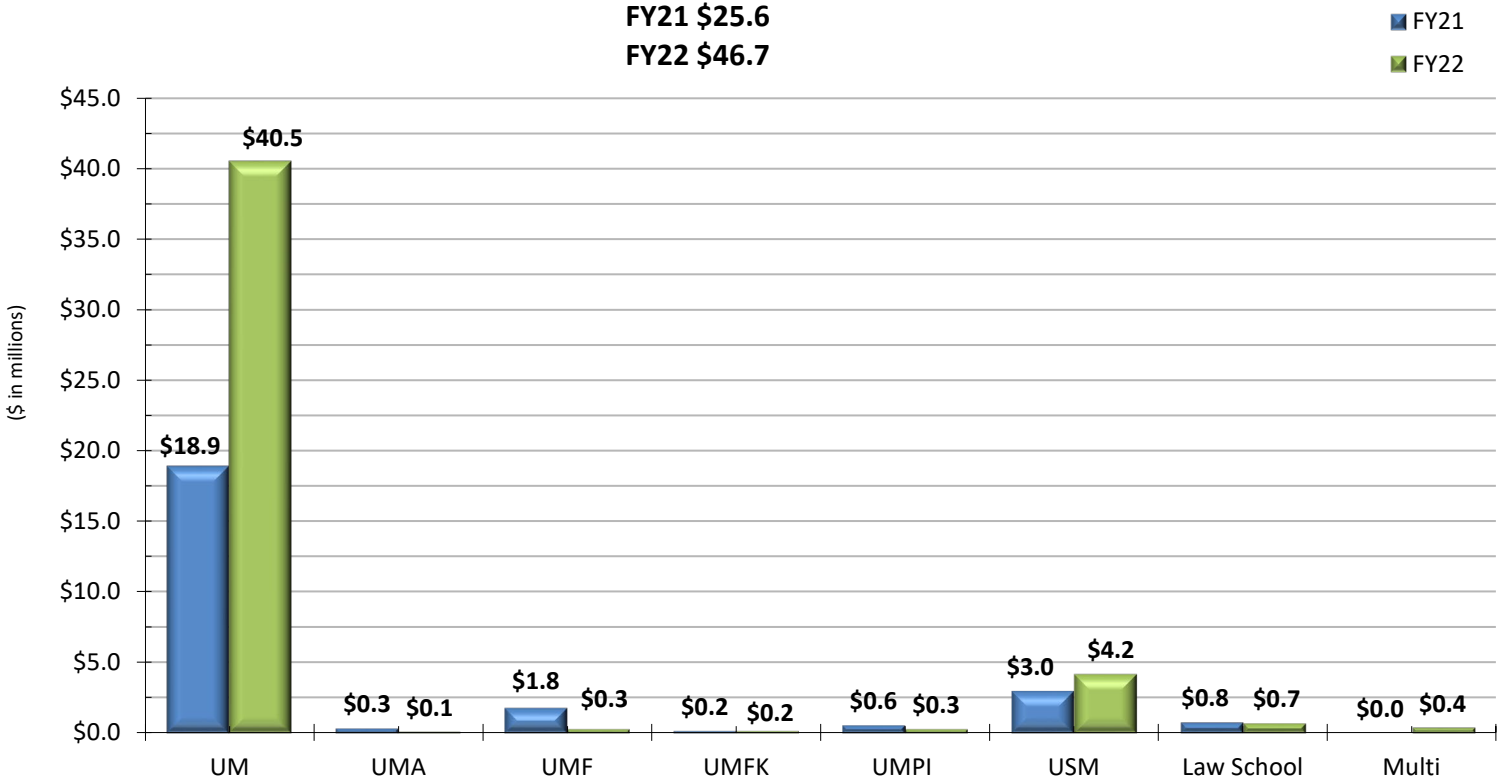
UMS FY22 Gifts Received by Purpose

(\$ in millions)



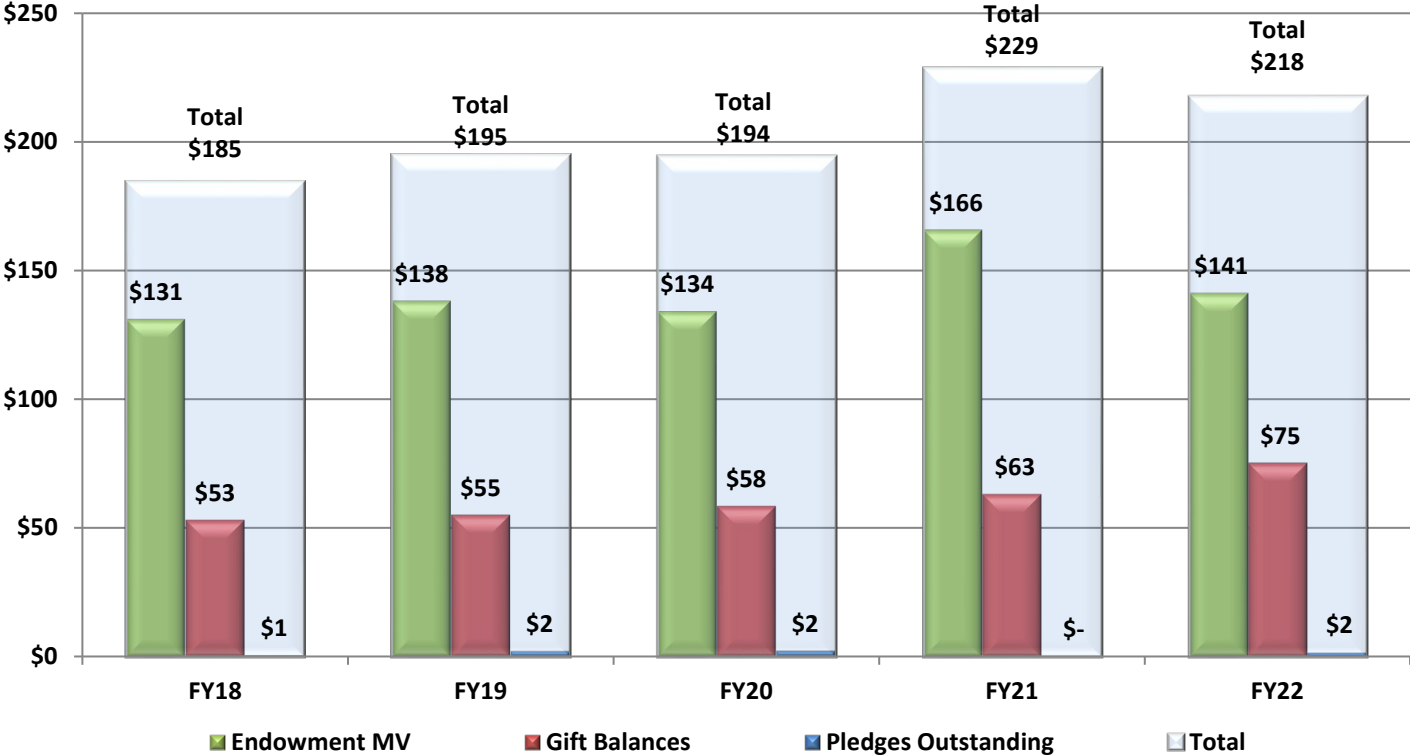
UMS Gifts Received by Campus

(\$ in millions)



UMS Gift Balances as of June 30th

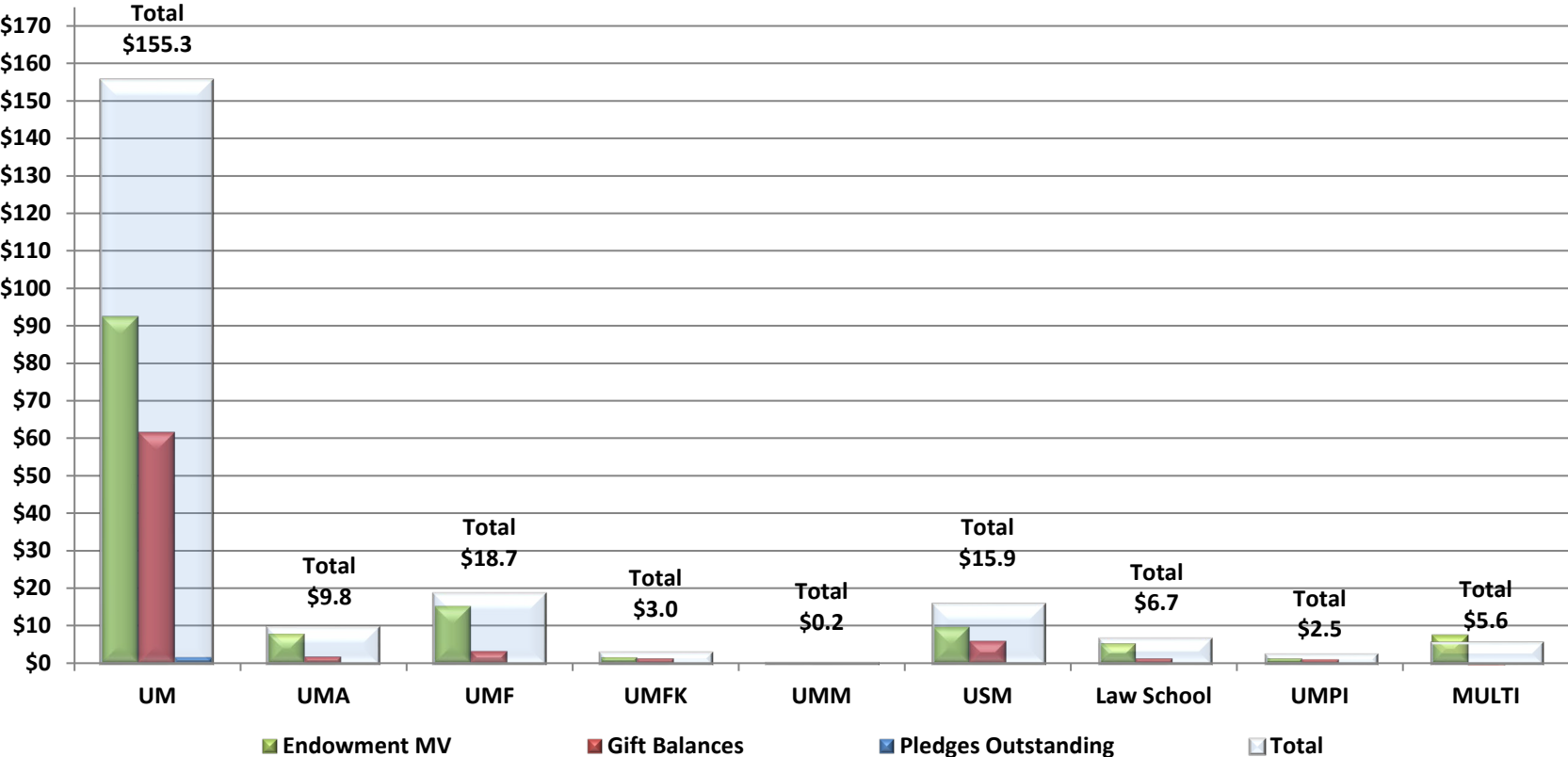
(\$ in millions)



UMS Gift Balances by Campus as of June 30, 2022

(\$ in millions)

Total \$217.7



Part II: UMS Affiliated Fund Raising Organizations

Gifts Received by UMS Affiliated Organizations

(\$ in thousands)

	<u>FY21</u>	<u>FY22</u>
<i>UM Affiliates</i>		
UM Alumni Association	\$ 225	\$ 310
UM Foundation	19,372	19,659
UM Pulp & Paper Foundation	486	507
Tanglewood 4-H Camp & Learning Center	36	18
Maine 4-H Foundation	453	919
<i>UMFK Affiliates</i>		
UMFK Alumni Association	-	-
UMFK Foundation	56	170
John L. Martin Scholarship Fund	-	-
<i>UMM Alumni Association</i>		
	-	-
<i>Foundation of the University at Presque Isle</i>		
	115	91
<i>USM Affiliates</i>		
USM Foundation	12,521	10,162
UM Law School Foundation	795	1,265
Osher Map Library Foundation	-	10
Associates of the Osher Map Library	52	21
<i>UMS Affiliates</i>		
Maine Center Ventures	1,382	288
Total Gifts Received by Affiliated Organizations		
	\$35,493	\$33,420

31% of FY21 gifts and 36% of FY22 gifts were from Alumni

4% of FY21 gifts and FY22 gifts were from Alumni

Endowment Market Values for UMS Affiliated Organizations

(\$ in millions)

	<u>FY21</u>	<u>FY22</u>
<i>UM Affiliates</i>		
UM Foundation ^a	\$ 310.1	\$ 286.8
UM Pulp & Paper Foundation	\$ 24.5	\$ 27.5
Tanglewood 4-H Camp & Learning Center	\$ 0.4	\$ 0.4
Maine 4-H Foundation	\$ 4.3	\$ 4.8
<i>UMFK Affiliates</i>		
UMFK Foundation ^{b *}	\$ 3.2	\$ 3.0
John L. Martin Scholarship Fund [*]	\$ 0.1	\$ 0.1
<i>Foundation of the University at Presque Isle</i>	\$ 7.5	\$ 6.6
<i>USM Affiliates</i>		
USM Foundation [*]	\$ 31.9	\$ 27.0
UM Law School Foundation [*]	\$ 6.3	\$ 4.7
USM Osher Map Library Foundation	\$ -	\$ 6.0
Associates of the Osher Map Library	\$ 3.6	\$ 3.1
Total Endowment Market Value for Affiliated Organizations	\$ 391.9	\$ 370.0

^a UM Foundation totals include UM Alumni Association endowments.

^b UMFK Foundation totals include UMFK Alumni Association endowments.

^{*} Endowment included in the UMS Managed Investment Pool.

Part III: Capital Campaigns

Status of Capital Campaigns as of June 30, 2022

(\$ in millions)

UM Comprehensive Campaign

UM is currently drafting their next capital campaign and is in the process of hiring fundraising counsel and setting campaign goals to be presented to the Board of Trustees for approval at a later date. Since the 6/30/2020 end date of their last capital campaign, UM and its affiliates have raised \$77 million of which \$8.9 million is in the form of outstanding pledges.

Status of Capital Campaigns as of June 30, 2022 - continued

Great University Campaign (formerly the Next Generation Comprehensive Campaign) (USM)

The University of Southern Maine (USM) obtained approval at the May 11, 2017, UMS Board of Trustees meeting to undertake an anticipated \$80 million comprehensive fundraising campaign. In 2019, the USM Foundation (the “Foundation”) engaged campaign counsel, CCS Fundraising, to conduct a campaign feasibility, planning and design study. In 2020, informed by study results, the Foundation’s Board of Directors unanimously voted to move forward with the campaign, renamed the “Great University Campaign”—a multi-year comprehensive fundraising effort with a working goal of \$46 million formally launched on July 1, 2020. The overall campaign goal was modified from an \$80 million fundraising goal to \$46 million in response to the aforementioned campaign planning study which assessed the Foundation’s fundraising capacity, including donor interest and inclination to give in a variety of areas.

In fall 2021, the Foundation Board of Directors voted to accelerate the timeline of the campaign to three years, with a projected end date of June 30, 2023.

As of June 30, 2022, over \$35.5 million (or 77%) of the \$46 million goal has been raised.