**Slide 1:**

Annual Report on Gifts, Fundraising and Endowments

Year ended June 30, 2022

**Slide 2:**

Part 1: University of Maine System

Excludes FundRaising Organizations

**Slide 3:** University of Maine System Gifts Received\* by Donor Type ($ in millions)

Graph Presentation:

Graph presents years along the X-axis with a range of FY18 through FY22. Y-axis is dollars in millions with a range of $0 to $50. Five bars in each year give $ in millions in the following categories:

* Alumni and Alumni Associations
* University Foundations
* Individuals
* Non-Profits and Other
* Corporations

| Fiscal Year | Alumni & Alumni Associations | University Foundations | Individuals | Non-Profits & Other | Corporations | Total |
| --- | --- | --- | --- | --- | --- | --- |
| FY18 | Exact data not shown on graph. Displayed around 0.5 | 10.4 | Exact data not shown on graph. Displayed around 1.75 | Exact data not shown on graph. Displayed just below 2.5 | Exact data not shown on graph. Displayed just above 2.5 | 17 |
| FY19 | Exact data not shown on graph. Displayed around 0.5 | 14 | Exact data not shown on graph. Displayed around 3 | Exact data not shown on graph. Displayed around 8 | Exact data not shown on graph. Displayed around 1.75 | 27.5 |
| FY20 | Exact data not shown on graph. Displayed at close to 0  | 15.6 | Exact data not shown on graph. Displayed around 2.3 | Exact data not shown on graph. Displayed at 2.5 | Exact data not shown on graph. Displayed at around 0.75 | 21.4 |
| FY21 | Exact data not shown on graph. Displayed at around 2.4 | 15.4 | Exact data not show on graph. Displayed at around 2.5 | Exact data not shown on graph. Displayed at around 4 | Exact data not shown on graph. Displayed at around 1.75 | 25.6 |
| FY22  | Exact data not shown on graph. Displayed at around 2.4 | 38.4 | Exact data not show on graph. Displayed at around 2.3 | Exact data not shown on graph. Displayed at around 3 | Exact data not shown on graph. Displayed at around 1.75 | 46.7 |

Additional Text:

The University of Maine System 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

**Slide 4:** UMS Gifts Received by Restriction Type ($ in millions)

Graph Presentation:

Graph presents years along the X-axis with a range of FY18 through FY22. Y-axis is dollars in millions with a range of $0 to $50. Four bars in each year give $ in millions in the following categories:

* Restricted
* Endowed
* Unrestricted
* Total

Graph Data ($ in millions):

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Fiscal Year | Restricted | Endowed | Unrestricted | Total |
| FY18 | 15.3 | 1.4 | 0.3 | 17 |
| FY19 | 18.6 | 8.5 | 0.4 | 27.5 |
| FY20 | 18.3 | 2.8 | 0.3 | 21.4 |
| FY21 | 21.8 | 2.6 | 1.2 | 25.6 |
| FY22 | 43.6 | 2.8 | 0.3 | 46.7 |

Additional Text:

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.

**Slide 5:** UMS FY21 Gifts Received by Purpose ($ in millions)

Graph presents purpose categories along the X-axis. Y-axis is dollars in millions with a range of $0 to $30.

Graph Data ($ in millions):

* Student Aid: 9.0
* Academic Divisions: 6.2
* Other: 1.2
* Facilities: 24.8
* Public Service & Extension: 2.0
* Research: 1.6
* Athletics: 1.1
* Unrestricted: 0.3
* Library: 0.5

**Slide 6:** UMS Gifts Received by Campus ($ in millions)

Graph presents campuses along the X-axis. Y-axis is dollars in millions with a range of $0 to $45. Two bars in each year give $ in millions in the following categories:

* FY21
* FY22

Total gifts received ($ in millions) is 25.6 for FY21 and 46.7 for FY22.

Graph Data ($ in millions)

|  |  |  |
| --- | --- | --- |
| Campus | FY21 | FY22 |
| UM | 18.9 | 40.5 |
| UMA | 0.3 | 0.1 |
| UMF | 1.8 | 0.3 |
| UMFK | 0.2 | 0.2 |
| UMPI | 0.6 | 0.3 |
| USM | 3.0 | 4.2 |
| Law School | 0.8 | 0.7 |
| Multi | 0 | 0.4 |

**Slide 7:** UMS Gift Balances as of June 30th

Graph Presentation:

Graph presents years along the X-axis with a range of FY18 through FY22. Y-axis is dollars in millions with a range of $0 to $250. Four bars in each year give $ in millions in the following categories:

* Endowment MV
* Gift Balances
* Pledges Outstanding
* Total

Graph Data ($ in millions):

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Fiscal Year | Endowment MV | Gift Balances | Pledges outstanding | Total |
| FY18 | 131 | 53 | 1 | 185 |
| FY19 | 138 | 55 | 2 | 195 |
| FY20 | 134 | 58 | 2 | 194 |
| FY21 | 166 | 63 | 0 | 229 |
| FY22 | 141 | 75 | 2 | 218 |

**Slide 8:** UMS Gift Balances by Campus as of June 30, 2022 ($ in millions)

Total: $217.7

Graph Presentation:

Graph presents campuses plus a multi along the X-axis. Y-axis is dollars in millions with a range of $0 to $170. Each campus and multi give $ in millions in the following categories:

* Endowment MV
* Gift Balances
* Pledges Outstanding
* Total

Graph Data ($ in millions):

| Campus | Endowment MV | Gift Balances | Pledges Outstanding | Total |
| --- | --- | --- | --- | --- |
| UM | Exact data not shown on graph. Displayed around 92 | Exact Data not shown on graph. Displayed around 61 | Exact Data not shown on graph. Displayed around 0.2 | 155.3 |
| UMA | Exact data not shown on graph. Displayed around 9 | Exact Data not shown on graph. Displayed around 0.8 | No bar shown | 9.8 |
| UMF | Exact Data not shown on graph. Displayed around 19 | Exact Data not shown on graph. Displayed around 2.9 | No bar shown | 18.7 |
| UMFK | Exact Data not shown on graph. Displayed around 1.65 | Exact Data not shown on graph. Displayed around 1.35 | No bar shown | 3.0 |
| UMM | Exact Data not shown on graph.Displayed around 0.2 | Exact Data not shown on graph. Displayed around 0. | No bar shown | 0.2 |
| USM | Exact Data not shown on graph. Displayed around 10 | Exact Data not shown on graph. Displayed around 5.9 | No bar shown | 15.9 |
| Law School | Exact Data not shown on graph. Displayed around 5 | Exact Data not shown on graph. Displayed around 1.7 | No bar shown | 6.7 |
| UMPI | Exact Data not shown on graph. Displayed around 1.3 | Exact Data not shown on graph. Displayed around 1.2 | No bar shown | 2.5 |
| MULTI | Exact Data not shown on graph. Displayed around 5.6 | Exact Data not shown on graph. Displayed around 0.0 | No bar shown | 5.6 |

**Slide 9:** Part 2: UMS Affiliated Fundraising Organizations

**Slide 10:** Gifts Received by UMS Affiliated Organizations ($ in thousands)

Presentation:

Table presents Gifts Received by UMS Affiliated Organizations ($ in thousands) for FY21 and FY22 separated into the following categories:

* UM Affiliates
* UMFK Affiliates
* UMM Alumni Association
* Foundation of the University at Presque Isle
* USM Affiliates
* UMS Affiliates
* Total Gifts Received by Affiliated Organizations

Table Data ($ in thousands)

UM Affiliates:

|  |  |  |
| --- | --- | --- |
| Organization | FY21 | FY22 |
| 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 |

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

UMFK Affiliates:

|  |  |  |
| --- | --- | --- |
| Organization | FY21 | FY22 |
| UMFK Alumni Association | - | - |
| UMFK Foundation | 56 | 170 |
| John L. Martin Scholarship Fund | - | - |

UMM Alumni Association:

|  |  |
| --- | --- |
| FY21 | FY22 |
| - | - |

Foundation of the University at Presque Isle:

|  |  |
| --- | --- |
| FY21 | FY22 |
| 115 | 91 |

USM Affiliates:

|  |  |  |
| --- | --- | --- |
| Organization | FY21 | FY22 |
| USM Foundation | 12,521 | 10,162 |
| UM Law School Foundation | 795 | 1,265 |
| Associates of the Osher Map Library  | 52 | 21 |

Note: 4% of FY21 gifts and FY22 gifts were from Alumni

UMS Affiliates:

|  |  |  |
| --- | --- | --- |
| Organization | FY21 | FY22 |
| Maine Center Ventures | 1,382 | 288 |

Total Gifts Received by Affiliated Organizations:

|  |  |
| --- | --- |
| FY21 | FY22 |
| 35,493 | 33,420 |

**Slide 11:** Endowment Market Values for UMS Affiliated Organizations ($ in millions)

Presentation:

Table presents Endowment Market Values for UMS Affiliated Organizations ($ in millions) for FY20 and FY21, separated into the following categories:

* UM Affiliates
* UMFK Affiliates
* Foundation of the University at Presque Isle
* USM Affiliates
* Total Endowment market Value for Affiliated Organizations

UM Affiliates:

|  |  |  |
| --- | --- | --- |
| Organization | FY21 | FY22 |
| UM Foundation | 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 |

Note: UM Foundation totals include UM Alumni Association endowments

UMFK Affiliates:

|  |  |  |
| --- | --- | --- |
| UMFK Foundation | 3.2 | 3.0 |
| John L. Martin Scholarship Fund | 0.1 | 0.1 |

Note: UMFK Foundation totals include UMFK Alumni Association endowments and John L. Martin Scholarship Fund Endowment included in the UMS Managed Investment Pool.

Foundation of the University at Presque Isle

|  |  |
| --- | --- |
| FY21 | FY22 |
| 7.5 | 6.6 |

USM Affiliates:

|  |  |  |
| --- | --- | --- |
| Organization | FY21 | FY22 |
| USM Foundation\* | 31.9 | 27.0 |
| UM Law School Foundation\* | 6.3 | 4.7 |
| Associates of the Osher Map Library | 3.6 | 3.1 |

Total Endowment Market Value for Affiliated Organizations:

|  |  |
| --- | --- |
| FY21 | FY22 |
| 391.9 | 370.0 |

Note: USM Foundation and UM Law School Foundation Endowment included in the UMS Managed Investment Pool

**Slide 12:** Part 3: Capital Campaigns

**Slide 13:** 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.

**Slide 14:** 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.