



MEMORANDUM

To: University of Wyoming Board of Trustees

From: University of Wyoming Foundation

Re: Liaison Report for May 2024 meeting

Date: April 23, 2024

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 monthly giving report through March 31, 2024, year-to-date private support to UW is \$44,656,407.

ADVANCEMENT SERVICES

The *Data Integrity team* is ensuring that all campus involvements are captured in the database and encouraging campus partners to use data requests and data refreshes to ensure up-to-date and accurate information before sending any communication to constituents.

Gift Administration is working with UW's General Counsel and the Development team on Protected Class Scholarship criteria and updates.

The *Research team* continues to work on creating new dashboards and reporting, for use by senior fundraisers and leadership to analyze development metrics and performance. These reports encompass a wide range of information and cover every level from the Individual to the larger unit/college. This involves the creation of brand new process and documentation with UWIT and other departments.

The *Donor Relations* team just completed a successful meeting with UW Business Managers. This meeting provided our campus partners with resources, gave updates, and demonstrated gratitude for the work that business managers do to allocate and spend private funds.

The *Information Services* team is working on completing necessary PCI Compliance requirements. They are also finishing up work on Banner information loads into CRM Advance.

DEVELOPMENT

The UW Foundation Development team continues to effectively engage alumni and donors by connecting their passions with university priorities.



Notable Gifts: A \$2.5 million gift from the McMurry Foundation to UW will go toward the construction of the new premium club area as part of the renovation of the west side of War Memorial Stadium through the "Restore the War" project, made possible by a significant investment from the Wyoming Legislature and \$20 million in private funding.

This gift will be combined with a previous gift of \$1 million from the McMurry family for the project for a total commitment of \$3.5 million. To recognize the McMurry gifts, the club space will be called the Wyo Sports Ranch Club, powered by the generosity of the McMurry Foundation.

Additionally, a \$500,000 commitment was received for the renovation campaign from one of the university's most generous donors. More news about this commitment will come in the days ahead.

Successful Crowdfunding Campaign: In April, the university launched the Every Poke Nourished campaign to raise private dollars for the UW Food Share Pantry. Over 46% of all University of Wyoming students experience some level of food insecurity. The campaign raised \$18,912 from 169 donors (which surpassed the goal of 100 donors). The UW Food Share Pantry is a resource for our campus community to ensure that no Poke goes hungry. The pantry started off as a small operation and has continued to grow year after year. They saw a 38% increase in 2023 compared to the previous year in the number of those served.

State Matching Program: The UW Foundation Development team is working closely with the university to begin to map out the plan to raise private gifts to match the investment from the state of \$10 million to support student success and faculty excellence. This program allows for 1:1 matching for endowment gifts supporting these priorities.

Senior Vice President: On campus interviews of three external candidates have been completed for the position of Senior Vice President for Development. The search was conducted by Parker Executive Search with an internal hiring committee overseeing the initial interviews. Look for news on this important hire in the coming days.

Fundraising Training: On April 15-16, 2024, the UW Foundation hosted a development training for UW academic leaders and development professionals. The session focused on building trust relationships with donors and articulating clear unit priorities to enable fundraising success. The session was led by Academic Impressions and Jim Langley, an industry leader in development training. The training is a fundamental part of the UW Foundation's service to our academic partners, as well as a strategy for campaign preparedness for the foundation and the university.

INVESTMENT SERVICES:

The estimated endowment pool year-to-date and fiscal year-to-date lagged performance through March 31, 2024 is 4.3% and 6.7% respectively, while the endowment pool value as of March 31, 2024 is estimated to be \$820.0 million.

In March this year, the Investment Committee approved the following:

- A \$10 million commitment to a private debt strategy.
- Real estate co-investments totaling \$3 million in two separate industrial properties.
- A full redemption from an opportunistic credit manager.

FINANCIAL SERVICES

Business plans and investment plans from the provost or appropriate vice president are currently in progress for the 2X4X report. Additionally, the university budget procedure is in process, as well as work on the internal foundation budget. On-going work for the Financial Services team includes reviewing insurance coverage for the UW Foundation as well as completing third quarter state match requests.

STEWARDSHIP AWARD

The foundation received 25 nominations for 16 individual faculty members for the 2024 Stewardship Award. This year's two award winners are:

- Joe Carver, UW Western Thunder Marching Band, Director/Assistant Professor
- Mark Guiberson, Communication Disorders, Director/Professor

The UW Foundation's Stewardship Award recognizes the leadership of UW faculty members who have excelled in relationship building and stewardship of alumni and donors through receipt of private gifts; engaging former students in the activities of UW; and demonstrating a commitment to strong external relationships for the betterment of the university.

Recipients of the award will personally receive \$5,000; their college or department will receive \$2,500; and recipients may direct another \$2,500 toward a university unit or club of their choice. The UW Foundation funds the awards.

CAMPAIGN READINESS AND STRATEGIC PLANNING

The foundation is actively advancing its preparedness for a comprehensive campaign, as highlighted in UW's strategic plan under Goal 5: Cultivate Financial Stability/Diversification. This initiative serves as a pivotal execution strategy. A report on campaign readiness activities will be presented at the summer UW Foundation Board meeting. These activities include assessing resources and infrastructure, crafting the case for support, and shaping the campaign's vision and purpose. Further efforts will be undertaken throughout the spring and summer to finalize a draft plan by fall.

Moreover, the foundation is embarking on its own strategic planning process, culminating in a draft plan to be presented at the upcoming foundation board meeting. This process will be internally guided to foster long-term commitment and will depend on collaboration among the various departments and divisions within the foundation.



FOUNDATION BOARD MEETING

The summer UW Foundation Board meeting is scheduled for June 6-7 at the Marian H. Rochelle Gateway Center in Laramie.