

Mountain Advancement Report

October 29, 2021

Mountain Fund

2021-2022 Budgeted Goal: \$270,000

- *3% growth from 2019-20*

Summary: The number of gifts is tracking a bit ahead of last year but we are down in the overall dollar amount due to sizeable matching gifts that we have not received this year. Taking a look at individual giving over the past three years, we continue to strategize on how to “catch” up for this year. Please keep in mind that donations to the Mountain during Covid-19 crisis were at an all-time high and we are not sure until we go through this year how that may or may not change. These current figures also do not include all responses from our fall Phone-a-thon or fall newsletter. The End of Year solicitation letter is scheduled to go out in a couple of weeks to over 800 people. Highlights: we did receive an ongoing monthly pledge gift of \$500 from a generous donor.

As of 10/19/21 - \$58,160 from 422 gifts (22% of goal of \$270K)

As of 10/19/20 - \$75,870 from 396 gifts (28% of goal of \$250K)

As of 10/19/19 - \$59,774 from 309 gifts (26% of \$230K)

To date, 101 alumni gave 228 gifts for a total of \$22,218 and 118 non-alumni gave 198 gifts for a total of \$36,422.07.

Overnights

2021-2022 Budgeted Goal: \$28,000 (our goal calls for a slight increase from the prior two years, both had been negatively impacted by the pandemic.)

As of 10/19/21- \$18,675 from 67 gifts and 56 donors

As of 10/19/20- \$12,240 from 15 gifts and 11 donors

As of 10/19/19- \$14,970 from 78 gifts and 66 donors

Fr. Dan Riley Sustainability Campaign (Endowment/Major Giving)

Major gift: Contribute \$10,000 or more over a period of no longer than 5 years in addition to annual gifts (Mountain Fund and Auction). Coming out of strategic planning process will kickstart this campaign. Need help from friends.

Budgeted Goal: \$3.1 Million

Current Endowment Total to Date: \$720,729.99 committed from 669 gifts and 180 donors. This includes \$40,363.82 in unpaid pledges.

(These numbers are from our current endowment campaign which began in 2012)

- **6/19/21 \$15,035 from 18 gifts and 10 donors**
- Although we continue to reach out to donors, we are finalizing our strategic plan and will then move forward with major asks. Strategy: to **communicate/steward** major donors, ask for involvement with the strategic planning process (outreach).
- FYI: Other historical sources of contributions to our current Endowment Account:
In an endowment campaign that began in 2003 and ended in 2011, we raised \$1,350,000. For over 20 years and ending in 2015, 10% of all Mountain Fund Donations were allocated to this endowment account.

Stewardship

- Spring 2022 is targeted for our second Living Stones event. Living Stones will continue to be an important vehicle for us to stay connected and steward those who have been highly committed to the life of the Mountain.

SBU Endowment for Mt. Irenaeus

(Started with St. Bonas 150th campaign 2008)

Total Balance: \$633,794.53 committed from 350 gifts and 82 donors.

The Daniel A. Hurley, ofm Legacy Society- Planned Giving

- Our website has been updated promoting the Legacy Society. A wonderful video of Fr. Dan Hurley is a highlight on the page.

On-Line Auction

2021-2022 Budgeted Goal: \$25,000

Summary: Our 2020 Auction was our highest grossing ever, thanks to the tremendous support from our donors. Save the Date for our 2021 auction: November 5-14. This year's auction features beautiful artwork by Fr. Dan, a handmade creche by Br. Joe and Br. Kevin's delicious harvested fruits and vegetables from our Mountain Garden. We also have Buffalo Bills items, Bona Gear and unique Mountain items such as a Mountain Snow Globe! Please help us spread the word!!

2020: \$ 30,805.73 (Gross)

2019: \$22,608

2018: \$ 23,785

2017: \$21,000.00

2016: \$14,203.00

2015: \$7,769.30 (online only)

2015: \$34,792 (online and live)

2014: \$6,320.64 (online only)

2014: \$31,706 (online and live)

2013: \$1,890.71 (online only)

2013: \$44,013.42 (online and live)

Grants

We are still in need of volunteer to help us with grant writing and finding additional resources for grants.