

Mountain Advancement Report

January 28, 2022

Mountain Fund

2021-2022 Budgeted Goal: \$270,000

- 3% growth from 2019-20

Summary: After a tremendous 2020-21, we tempered our projections for this year, considering the first year of Covid an anomaly. However, our donations are very much in line with last year, just slightly down. The number of gifts is tracking ahead of last year but we are down slightly in the overall dollar amount due to sizeable matching gifts that we have not yet received this year. We had a very successful Christmas donation season and overall are tracking very well for this time of the year. Thank you to Mary Giardini and Marv Stocker for all their tremendous work and a special thanks to Marv who recently mailed out 150 postcards to personally thank donors of large gifts. Please keep in mind, that donations to the Mountain during Covid-19 were at an all-time high so we continue to navigate through this year to see what may or may not change.

As of 01/28/22 - \$255,398.07 from 1141 gifts and 658 donors (94.59% of goal of \$270K)

As of 01/28/21 - \$256,221.38 from 1082 gifts and 672 donors (102% of goal of \$250K)

As of 01/28/20 - \$195,853.35 from 857 gifts and 536 donors (85% of \$230K)

To date, 358 alumni gave 641 gifts for a total of \$149,056 and 299 non-alumni gave 494 gifts for a total of \$103,417.

Overnights

2021-2022 Budgeted Goal: \$25,000 - our goal remains "flat" as we are just opening back up and are not sure how the year will progress.

The Mountain is more active once more and as the numbers show, we have been blessed with generosity of our friends. Fewer gifts and people than 2020, but the gifts have been larger.

As of 01/28/22- \$24,126 from 90 gifts and 72 donors

As of 01/28/21- \$15,540 from 34 gifts and 28 donors

As of 01/28/20- \$21,525 from 109 gifts and 92 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: \$873,729.99 committed from 683 gifts and 182 donors. This includes \$29,128.20 in unpaid pledges.

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

- **01/28/22 \$179,370.62 from 32 gifts and 18 donors**
- We continue to reach out to donors but will now be working to formulate a plan to move forward with major asks now that our strategic planning process is complete. Thanks to Kathy Colucci for joining our committee!

- 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

- We have tentatively marked the weekend of October 14th , 2022 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. For his weekend we will be looking to nominate new living stones members, as well as inviting other original Living Stones in for the weekend.

SBU Endowment for Mt. Irenaeus

(Started with St. Bonas 150th campaign 2008)

Total Balance: \$635,815.43 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 2021 Online Auction was our highest grossing ever, thanks to the tremendous support from our donors and hard-working committee. Since using Silent Auction Pro, we have more people participating in bidding, they are bidding more often and the amount that they are bidding is higher. We also received feedback that bidders are having fun with the auction!

2021: \$37,585* (This total may change as we are finalizing these numbers but we are confident that we surpassed last year's total!).

2020: \$ 30,805.73 (Gross)

2019: \$22, 608

2018: \$ 23,785

2017: \$21,000

2016: \$14,203

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.