

Mountain Advancement Report

February 4, 2023

Mountain Fund

2022-2023 Budgeted Goal: \$325,000

Summary:

As of 1/26/23 - \$242,824.75 from 1040 gifts and 550 donors (75% of goal of \$325K)

As of 1/26/22 - \$250,821.57 from 1143 gifts and 657 donors (93% of goal of \$270K)

As of 1/26/21 - \$254,956.38 from 1067 gifts and 668 donors (102% of goal of \$250K)

As of 1/26/20 - \$194,943.35 from 851 gifts and 534 donors (85% of goal of \$230K)

The decrease in Mountain Fund donations is a timing issue. Normally we receive an annual \$10K gift from a major donor at the beginning of the fiscal year, but we received at the end of last fiscal year. In the past, we have also received a \$5K Galasso foundation gift in the fall. This year we received it in the prior fiscal year.

To date, 288 alumni gave 581 gifts for a total of \$143,698 and 223 non-alumni gave 411 gifts for a total of \$65,354. There were also 38 donors under another category who gave 46 gifts for a total of \$33,522.75.

Overnights

2022-2023 Budgeted Goal: \$25,000

As of 1/26/23- \$20,600 from 79 gifts and 65 donors

As of 1/26/22- \$24,426 from 91 gifts and 72 donors

As of 1/26/21- \$15,540 from 34 gifts and 28 donors

As of 1/26/20- \$21,405 from 108 gifts and 91 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, we will kickstart this campaign.

Budgeted Goal: \$3.1 Million

Current Endowment Total to Date: \$874,079.99 committed from 715 gifts and 183 donors. This includes \$13,711.20 in unpaid pledges.

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

- **6/1/22 to 1/26/23 - \$9,499 from 19 gifts and 10 donors**
- With a strategic plan in place, we now have a plan to guide us. This will enable us to envision what the Mountain will look like in the future and include financial estimates of project costs. Our next step will be to visit friends and ask for an investment into our future.
- We have engaged Dick Tantillo (SBU '78) who is a friend of Rob Buckla and Kathy Colucci. He has been lead at Hamilton University for Advancement for many years. He has shown a willingness to help us build a strategy for obtaining our Major Gift goals coming out of the Strategic Plan work.
- 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

On October 14-16, we held our second Living Stones gathering, with approximately 90 people joining us over the weekend. In 2022, we expanded the criteria to include anyone who has donated to the Mountain for 25 years. The reaction to those who were honored was very positive, and achieves the objective of connecting and stewarding those who helped build and have been highly committed to the life of the Mountain.

SBU Endowment for Mt. Irenaeus

(Started with St. Bonas 150th campaign 2008)

Total Balance: \$638,965.43 committed from 387 gifts and 75 donors.

- *We receive approximately 33K a year—continues/remains flat each year.*
- *We are noted as part of the Bolder Bonaventure campaign that has recently reached its public phase. Any dollars received through that campaign go to this account. We annually receive 5% of the gift after a progressive 5-year vesting period.*

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

- We were recently notified by a friend of the Mountain, that he has included a significant amount to the Mountain in his estate plan/will.
- Information about the Legacy Society can be found on our website. A wonderful video of Fr. Dan Hurley is a highlight on the page.

On-Line Auction

2021-2022 Budgeted Goal: \$25,000

Highlights: The total number of bidders was 180. The total number of people who registered was 219 (some did not place bids). Using our new Auction software, the process went very smoothly for those participating.

2022: \$35,711.32

2021: \$35,692

2020: \$30,805.73

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)