

**THE UNIVERSITY OF MONTANA FOUNDATION**

TABLE I - FOUNDATION SUPPORT OF UNIVERSITY

	FY2013	FY2012	FY2011
Foundation Funds to University [1]			
Scholarships	\$ 3,283,678	\$ 3,161,763	\$ 3,318,191
Programmatic	\$ 6,219,880	\$ 5,412,735	\$ 4,982,662
Capital	\$ 1,688,026	\$ 785,726	\$ 3,369,845
Contracted Services [2]	\$ 236,865	\$ 288,916	\$ 263,056
<b>Total Foundation Funds Directed to the University</b>	<b>\$ 11,428,449</b>	<b>\$ 9,649,140</b>	<b>\$ 11,933,754</b>
University Funds to Foundation			
Development Services [3]	\$ 425,000	\$ 425,000	\$ 425,000
Investment Administrative Fee [4]	\$ 312,163	\$ 322,590	\$ 321,111
Campaign Readiness Funding [5]	\$ 56,000	\$ 76,000	\$ -
<b>Total University Funds Directed to Foundation</b>	<b>\$ 793,163</b>	<b>\$ 823,590</b>	<b>\$ 746,111</b>
Foundation Funds Directed by University to Foundation			
Development Salaries & Benefits, Cost Share [6]	\$ 419,862	\$ 430,113	\$ 333,689
Unrestricted Bequests [7]	\$ 175,000	\$ 402,971	\$ -
<b>Total Foundation Funds Directed to Foundation</b>	<b>\$ 594,862</b>	<b>\$ 833,084</b>	<b>\$ 333,689</b>
<b>Total University and University-Directed Funds</b>	<b>\$ 1,388,025</b>	<b>\$ 1,656,674</b>	<b>\$ 1,079,800</b>
<b>Net Foundation Funds to University</b>	<b>\$ 10,040,424</b>	<b>\$ 7,992,466</b>	<b>\$ 10,853,954</b>

[1] Foundation held funds transferred to or on the behalf of the University. Amounts include spending from donor restricted as well as unrestricted gifts and bequests.

[2] Foundation payments for services rendered by the university.

[3] University payments to foundation for contracted services per Operating Agreement.

[4] Administrative Fee assessed on university owned endowment funds managed by the Foundation. FY 2012 and FY 2011 amounts reflect corrections to amounts included in the FY 2012 report.

[5] Funded by a special initiative included in the University's FY 12/13 budget.

[6] Foundation held funds directed by the University to pay up to 50% of certain development officer salaries and benefits as set out in the Operating Agreement.

[7] Includes the designation of bequest in FY 2012, to assist the Foundation's long term leasing of space in the proposed Gilkey Center for Executive Education as a means of completing the funding for that project.

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TABLE II - Investment Management

	FY 2013	FY 2012	FY 2011
<u>Long Term Investment Portfolio Balance</u>			
Foundation Funds	\$ 119,041,651	\$ 106,345,646	\$ 108,909,333
Agency Funds [1]	\$ 16,906,659	\$ 15,946,368	\$ 17,046,268
Related Agency Funds [2]	\$ 2,432,305	\$ 2,051,789	\$ 1,888,692
<b>TOTAL</b>	<b>\$ 138,380,615</b>	<b>\$ 124,343,803</b>	<b>\$ 127,844,293</b>

	Annualized Return - FY 2013			
	1 Yr.	3 Yr.	5 Yr.	10 Yr.
Long Term Investment Portfolio Balance	12.7%	11.0%	4.9%	6.3%
Benchmark [3]	11.7%	12.5%	6.7%	6.5%

[1] Funds owned by the University

[2] Funds owned by a third party agency or other university affiliated 501c3

[3] Index is comprised of 60% S&P 500 Index and 40% Barclays Capital Aggregate Bond Index. (Benchmark is established by the UM Foundation's Investment Committee.)

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TABLE III - SELECTED PERFORMANCE METRICS

	FY 2013		FY2012		FY 2011	
<b>DEVELOPMENT SERVICES</b>						
<u>Fundraising</u>						
Gifts & Pledges						
> \$10,000	158	\$ 7,406,228	194	\$ 8,408,665	186	\$ 5,343,550
\$1,000 - \$10,000	1,363	\$ 3,383,191	1,314	\$ 3,100,200	1,359	\$ 3,189,040
< \$1,000	11,930	\$ 2,052,966	12,179	\$ 2,098,445	12,705	\$ 2,070,058
Conditional Pledges [1]	28	\$ 4,637,361	86	\$ 5,391,454	42	\$ 9,403,969
<b>Total</b>	<b>13,479</b>	<b>\$ 17,479,746</b>	<b>13,773</b>	<b>\$ 18,998,764</b>	<b>14,292</b>	<b>\$ 20,006,617</b>
<u>Invested</u>						
% Endowed	25.5%	\$ 4,466,011	35.0%	\$ 6,654,418	42.5%	\$ 8,496,101
% Current	74.5%	\$ 13,013,735	65.0%	\$ 12,344,346	57.5%	\$ 11,510,516
<b>Total</b>		<b>\$ 17,479,746</b>		<b>\$ 18,998,764</b>		<b>\$ 20,006,617</b>
<u>Restriction</u>						
% Restricted	97.5%	\$ 17,049,198	97.2%	\$ 18,470,896	99.7%	\$ 19,948,307
% Non-Restricted	2.5%	\$ 430,548	2.8%	\$ 527,868	0.3%	\$ 58,310
<b>Total</b>		<b>\$ 17,479,746</b>		<b>\$ 18,998,764</b>		<b>\$ 20,006,617</b>
<u>Purpose</u>						
% Scholarships	26.0%	\$ 4,536,829	25.0%	\$ 4,745,070	18.4%	\$ 3,673,850
% Programmatic	71.2%	\$ 12,445,816	67.3%	\$ 12,789,258	79.0%	\$ 15,803,864
% Capital	2.8%	\$ 497,101	7.7%	\$ 1,464,436	2.6%	\$ 528,903
<b>Total</b>		<b>\$ 17,479,746</b>		<b>\$ 18,998,764</b>		<b>\$ 20,006,617</b>
<u>Other Activities</u>						
Distributions [2][3]	3,691	\$ 11,191,584	4,026	\$ 9,360,224	4,281	\$ 11,670,698
Donor Funds [4]	1,901	\$ 185,738,755	1,860	\$ 170,081,892	1,788	\$ 171,061,879
Receipts and Acknowledgements [5]	18,031		18,121		19,340	

[1] Conditional pledges, documented bequests, and revocable commitments

[2] Declining distributions reflect increased bundling of distributions and increased use of ACH transfers

[3] Variation in dollars distributed is due in large part to varying amounts of construction activity.

[4] Amount includes assets of donor funds held by the Foundation. FY 2012 and 2011 numbers are updated to exclude Foundation Operation funds.

[5] Receipts and acknowledgements include pledge payments and memo credits and is therefore greater than the number of gifts and pledges made (see above).