

Northern Alumni Foundation

Table I - Foundation support of University

| | FY 2021 | FY 2020 | FY 2019 | FY 2018 | FY 2017 |
|---|----------------|------------------|------------------|------------------|------------------|
| Foundation Funds to University | | | | | |
| Scholarships | 564,100 | 529,459 | 449,171 | 452,131 | 439,684 |
| Programmatic | 169,562 | 484,689 | 531,553 | 565,667 | 465,557 |
| Capital | 46,029 | 184,820 | 611,831 | 1,113,798 | 2,540,041 |
| Total Foundation Funds to University | 779,691 | 1,198,969 | 1,592,556 | 2,131,596 | 3,445,281 |
| University Funds to Foundation | | | | | |
| Development Services | 182,206 | 182,206 | 182,206 | 182,206 | 182,206 |
| Investment administrative fee | 2,775 | 2,775 | 2,775 | 2,775 | 2,775 |
| Total University Funds to Foundation | 184,981 | 184,981 | 184,981 | 184,981 | 184,981 |
| Net Foundation Funds to University | 594,710 | 1,013,988 | 1,407,574 | 1,946,615 | 3,260,300 |

Table II - Investment management

| Long Term Investment Portfolio Balance | | | | | |
|--|-------------------|------------------|------------------|------------------|------------------|
| Investment accounts | | | | | |
| Foundation Funds | 11,636,422.89 | 8,465,622.97 | 7,730,490 | 6,921,768 | 5,941,841 |
| Funds Owned by the University | 100,911 | 100,911 | 100,911 | 100,911 | 100,911 |
| TOTAL | 11,737,334 | 8,566,534 | 7,831,400 | 7,022,678 | 6,042,752 |
| Loans receivable at 6% | 0 | 0 | 205,169 | 425,169 | 645,169 |
| wtd rate of return loans and investments | 30.38% | 6.19% | 7.32% | 7.19% | 12.74% |

Table III - Selected Performance Metrics

| | FY 2021 | | FY 2020 | | FY 2019 | | FY 2018 | | FY 2017 | |
|--------------------|-------------|------------------|-------------|------------------|-------------|------------------|-------------|------------------|-------------|------------------|
| Fundraising | | | | | | | | | | |
| Gifts & Pledges | | | | | | | | | | |
| > \$10,000 | 18 | 1,090,653 | 27 | 1,617,204 | 29 | 1,706,343 | 15 | 1,002,494 | 17 | 1,528,044 |
| \$1,000 - \$10,000 | 152 | 472,684 | 265 | 719,971 | 298 | 698,823 | 286 | 648,971 | 275 | 629,057 |
| < \$1,000 | 1686 | 192,823 | 1,668 | 274,623 | 2017 | 360,440 | 2084 | 341,932 | 2039 | 334,046 |
| Total | 1856 | 1,756,160 | 1960 | 2,611,797 | 2344 | 2,765,606 | 2385 | 1,993,396 | 2331 | 2,491,148 |
| Invested | | | | | | | | | | |
| % Endowed | 33.39% | 586,389 | 9.96% | 260,071 | 14.43% | 399,125 | 32.03% | 638,444 | 30.35% | 756,028 |
| % Current | 66.61% | 1,169,770 | 90.04% | 2,351,726 | 85.57% | 2,366,481 | 67.97% | 1,354,953 | 69.65% | 1,735,119 |
| Total | | 1,756,160 | | 2,611,797 | | 2,765,606 | | 1,993,396 | | 2,491,148 |
| Restriction | | | | | | | | | | |
| % Restricted | 97.16% | 1,706,207 | 99.09% | 2,588,005 | 97.76% | 2,703,556 | 96.60% | 1,925,531 | 88.09% | 2,194,574 |
| % Non-restricted | 2.84% | 49,953 | 0.91% | 23,793 | 2.24% | 62,050 | 3.40% | 67,866 | 11.91% | 296,574 |
| Total | | 1,756,160 | | 2,611,797 | | 2,765,606 | | 1,993,396 | | 2,491,148 |
| Purpose | | | | | | | | | | |
| % Scholarships | 21.24% | 372,953 | 14.10% | 368,149 | 9.81% | 271,271 | 13.43% | 267,655 | 8.19% | 203,907 |
| % Programmatic | 48.49% | 851,547 | 34.44% | 899,563 | 55.74% | 1,541,551 | 77.98% | 1,554,421 | 75.72% | 1,886,195 |
| % Capital | 30.27% | 531,660 | 51.46% | 1,344,085 | 34.45% | 952,784 | 8.59% | 171,320 | 16.10% | 401,046 |
| | | 1,756,160 | | 2,611,797 | | 2,765,606 | | 1,993,396 | | 2,491,148 |