



UWM FOUNDATION
ANNUAL REPORT
2024



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John H. Kissinger ('79)
Vice Chair

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Treasurer

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Kimberly Kane

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Ugo Nwagbaraocha ('97)

Michael D. Orgeman, JD

Dennis J. Webb ('71)

Peggy Williams-Smith

EX-OFFICIO DIRECTORS

David H. Gilbert

Michelle Putz ('96, '04)

Curtis A. Stang, CPA

Joah W. Tucker ('06)



Dear Friends,

This has been a banner year for the UWM Foundation and the University of Wisconsin-Milwaukee. This year, we received the largest single gift in the history of UWM. The Zilber Family Foundation donated \$20 million for the Joseph J. Zilber College of Public Health. These funds will advance health equity across the state, along with supporting faculty excellence and student achievement. Together with a myriad of other transformational gifts, Fiscal Year 2024 was

the most successful fundraising year in our history with more than \$46 million raised. Many thanks to Chancellor Mark Mone and Vice Chancellor Joan Nesbitt for leading these efforts.

Fundraising combined with strong investment returns has enabled us to break other records as well. Our total assets topped \$327 million, and our endowment grew to nearly \$160 million. This has allowed us to distribute a record \$26.3 million for use by our students and faculty. In fact, we have almost doubled our annual distributions for student scholarships from just five years ago to nearly \$8 million.

Next year, both the University and the Foundation will experience leadership changes at the highest levels. Chancellor Mark Mone will be leaving his post to return to his academic pursuits at UWM and Foundation President, David Gilbert, has announced his retirement effective at the end of the fiscal year. They represent decades of leadership between them, and we owe them a great debt of gratitude for their service.

The Foundation Board remains stable with all twenty-nine directors eligible for continued service staying on the Board. Our directors come from all sectors of the community and provide valuable insight and perspectives on issues facing the University and the Foundation. We will welcome the new leadership at both institutions with enthusiasm and pledge to be a consistent source of support as they develop their visions for the future.

On behalf of the UWM Foundation Board of Directors, I want to thank all our donors and supporters who play such a critical role in making the the University of Wisconsin-Milwaukee the great treasure that it is for the Region and the State.

Sincerely,

A handwritten signature in black ink, appearing to read 'Matthew Rinka', written over a white background.

Matthew Rinka ('97)

Chair

UWM Foundation Board of Directors

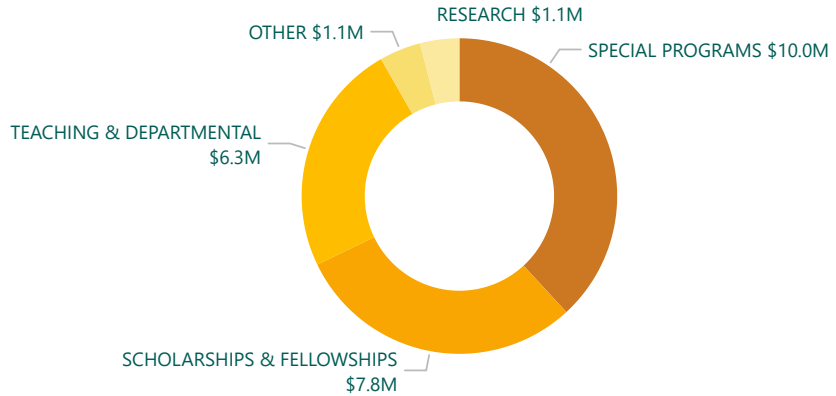


UWM Foundation, Inc.
1440 E. North Ave.
Milwaukee, WI 53202

2024 SUPPORT TO CAMPUS

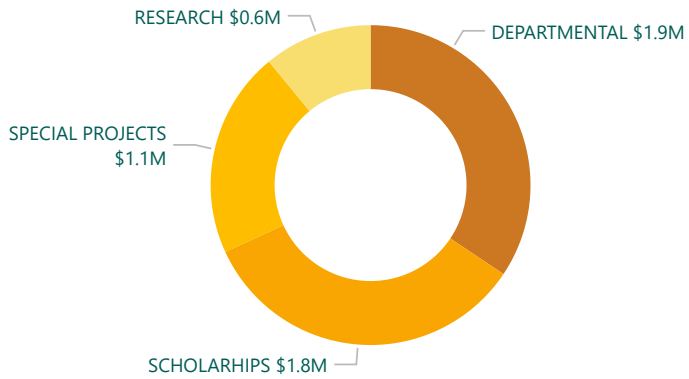
TOTAL DOLLARS
DISTRIBUTED IN 2024

\$26.3M



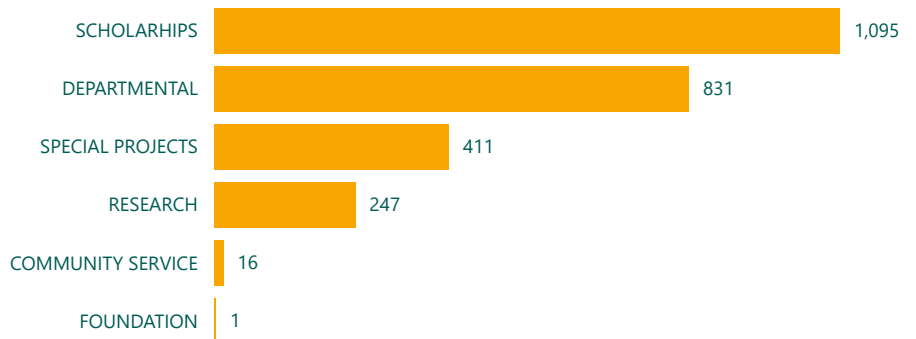
TOTAL DOLLARS ALLOCATED
FOR SPENDING FROM
ENDOWMENT IN 2024

\$5.4M



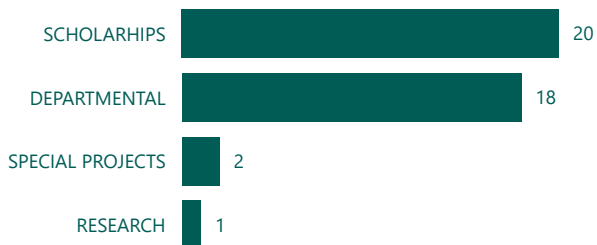
ALL FUNDS IN 2024

2,601



NEW FUNDS ADDED IN 2024

41



MESSAGE FROM THE TREASURER

Lisa Van Landeghem

Fiscal Year 2024 was another strong year for the UWM Foundation. Our net assets reached an all-time high of \$246 million, an increase of almost \$33 million. This was the second largest increase in the last decade. Most importantly, our disbursements in support of the University also reached an all-time high of over \$26 million. One particular point of pride was the distribution of nearly \$8 million for student scholarships. This was an increase of 45% over last year and almost double what we were able to distribute just five years ago.

For the first time our revenue surpassed \$60 million, attributable in part to the extraordinary contribution of \$20 million from the Zilber Family Foundation. Due to our strong financial position, we were able to reduce our management fee for the fourth time in eight years to 1.75%. Overall returns on our endowment portfolio topped 12% and fundraising brought in a record \$46.1 million.

Robust fundraising efforts are central to all our successes. The customer relations management (CRM) system operated by the Foundation is one of the most important tools supporting the University's fundraising efforts. For the last 24 months, we have been working to upgrade our CRM on a new Sales Force based platform. This has been a herculean effort involving over 40 staff from the Foundation and the University. I am pleased to report that on May 30, 2024, we went live with our new system.

It is an honor to serve in this position. I want to thank my fellow Board Members and the dedicated staff for all their efforts. I deeply appreciate all the work they do on behalf of this organization and the great University we serve.

Please visit the Foundation's website at uwm.foundation, where we post a comprehensive list of financial data, including complete audited financial statements, 990 tax returns, annual investment return summary and other financial information.



Lisa Van Landeghem is a Managing Director of Assurance Services at Ernst & Young LLP (EY). She serves as Treasurer on the UWM Foundation Board of Directors and Chairs the Board's Finance Committee. She brings over 25 years of experience in public accounting to the Board and has extensive experience serving both public and privately held companies. She has worked in the consumer products, retail, and manufacturing industries throughout her career. Lisa is a lead executive on numerous audit engagements. She is also the engagement quality reviewer for a number of clients and has a role in the EY Central Region quality team.

The UWM Foundation, Inc. and Affiliates

Consolidated Statements of Financial Position

June 30, 2024 and 2023

Assets	2024	2023
Current assets:		
Cash and cash equivalents	\$ 1,720,103	\$1,768,089
Accrued investment income	962,668	531,806
Accounts receivable - Net	426,751	624,677
Promises to give, current portion - Net	8,460,996	6,309,190
Prepaid expenses and other	150,989	139,759
Total current assets	11,721,507	9,373,521
Investments	245,609,114	225,515,412
Property and equipment - Net	49,392,789	51,450,823
Other assets:		
Restricted cash and cash equivalents	3,722,456	3,853,539
Cash surrender value of life insurance	1,008,044	1,054,305
Split interest contributions receivable from charitable remainder trusts	137,068	108,909
Promises to give, less current portion - Net	15,616,614	5,191,216
Total other assets	20,484,182	10,207,969
TOTAL ASSETS	\$ 327,207,592	\$ 296,547,725

The UWM Foundation, Inc. and Affiliates

Consolidated Statements of Financial Position (Continued)

June 30, 2024 and 2023

Liabilities and Net Assets	2024	2023
Current liabilities:		
Current maturities of note payable	\$ 2,140,160	\$ 2,059,478
Due to the University of Wisconsin-Milwaukee	5,564,997	4,324,583
Amounts payable under fiscal agent responsibilities	120,034	120,034
Accounts payable	229,487	204,292
Accrued interest payable	586,541	603,190
Deferred revenue	291,949	1,451,948
Accrued liabilities	598,898	776,589
Total current liabilities	9,532,066	9,540,114
Long-term liabilities:		
Note payable, less current maturities - Net	69,764,051	71,874,430
Deferred revenue	1,714,545	1,821,836
Total long-term liabilities	71,478,596	73,696,266
Total liabilities	81,010,662	83,236,380
Net assets (deficit) :		
Without donor restrictions	(5,065,818)	(7,024,991)
With donor restrictions	251,262,748	220,336,336
Total net assets	246,196,930	213,311,345
TOTAL LIABILITIES AND NET ASSETS	\$ 327,207,592	\$ 296,547,725

The UWM Foundation, Inc. and Affiliates

Consolidated Statements of Activities

Year Ended June 30, 2024

	Without Donor Restrictions	With Donor Restrictions	Total
Support and revenue:			
Contributions and grants	\$ 811,584	\$ 39,925,086	\$ 40,736,670
Contributions of nonfinancial assets	3,771,339	-	3,771,339
Rental income	5,522,548	-	5,522,548
Investment income	3,896,387	18,920,208	22,816,595
Other income	391,927	240,000	631,927
Net assets released from restrictions	28,158,882	(28,158,882)	-
Total support and revenue	42,552,667	30,926,412	73,479,079
Expenses:			
Program:			
Distributions to the University of Wisconsin-Milwaukee:			
Student financial aid	7,820,092	-	7,820,092
Teaching and departmental programs	6,285,760	-	6,285,760
Community service	37,356	-	37,356
Research	1,059,966	-	1,059,966
Special projects	10,041,828	-	10,041,828
Total distributions	25,245,002	-	25,245,002
Other program expenses	8,391,526	-	8,391,526
Total program expenses	33,636,528	-	33,636,528
Supporting services:			
General administration	2,370,378	-	2,370,378
Direct fundraising	815,248	-	815,248
Development services received from personnel of the University of Wisconsin-Milwaukee	3,771,340	-	3,771,340
Total distributions and expenses	40,593,494	-	40,593,494
Change in net assets	1,959,173	30,926,412	32,885,585
Net assets at beginning of year	(7,024,991)	220,336,336	213,311,345
Net assets (deficit) at end of year	\$ (5,065,818)	\$ 251,262,748	\$ 246,196,930

The UWM Foundation, Inc. and Affiliates

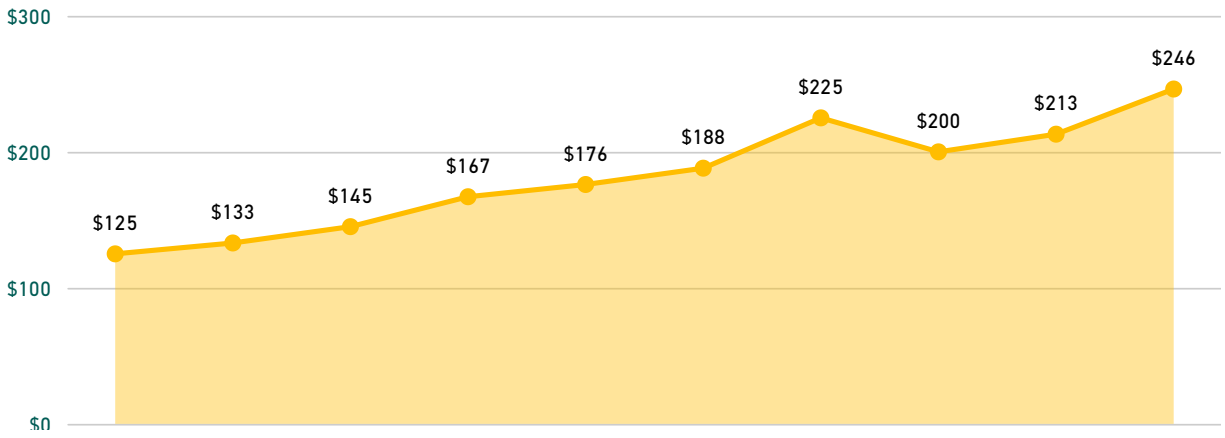
Consolidated Statements of Activities (Continued)

Year Ended June 30, 2023

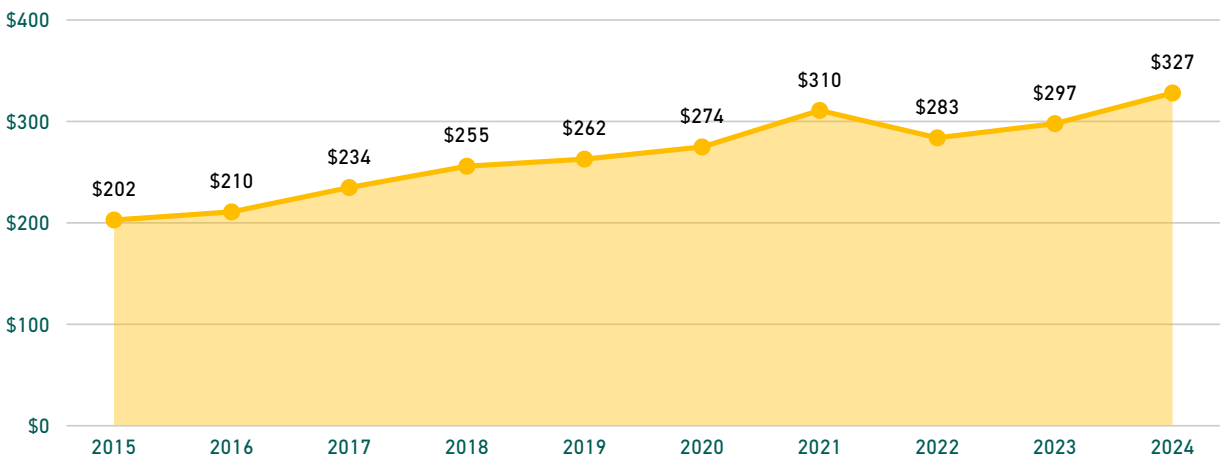
	Without Donor Restrictions	With Donor Restrictions	Total
Support and revenue:			
Contributions and grants	\$ 1,735,777	\$ 23,085,982	\$ 24,821,759
Contributions of nonfinancial assets	3,858,888	-	3,858,888
Rental income	5,504,554	-	5,504,554
Investment Income	2,024,015	14,740,780	16,764,795
Other income	50,779	140,000	190,779
Net assets released from restrictions	25,089,381	(25,089,381)	-
Total support and revenue	38,263,394	12,877,381	51,140,775
Expenses:			
Program:			
Distributions to the University of Wisconsin-Milwaukee:			
Student financial aid	5,375,024	-	5,375,024
Teaching and departmental programs	7,564,134	-	7,564,134
Community service	31,828	-	31,828
Research	967,804	-	967,804
Special projects	8,574,296	-	8,574,296
Total distributions	22,513,086	-	22,513,086
Other program expenses	8,463,252	-	8,463,252
Total program expenses	30,976,338	-	30,976,338
Supporting services:			
General administration	1,705,523	-	1,705,523
Direct fundraising	1,052,055	-	1,052,055
Development services received from personnel of the University of Wisconsin-Milwaukee	3,858,888	-	3,858,888
Total distributions and expenses	37,592,804	-	37,592,804
Change in net assets	670,590	12,877,381	13,547,971
Net assets at beginning of year	(7,695,581)	207,458,955	199,763,374
Net assets at end of year	\$ (7,024,991)	\$ 220,336,336	\$ 213,311,345

GROWTH OVER LAST 10 YEARS

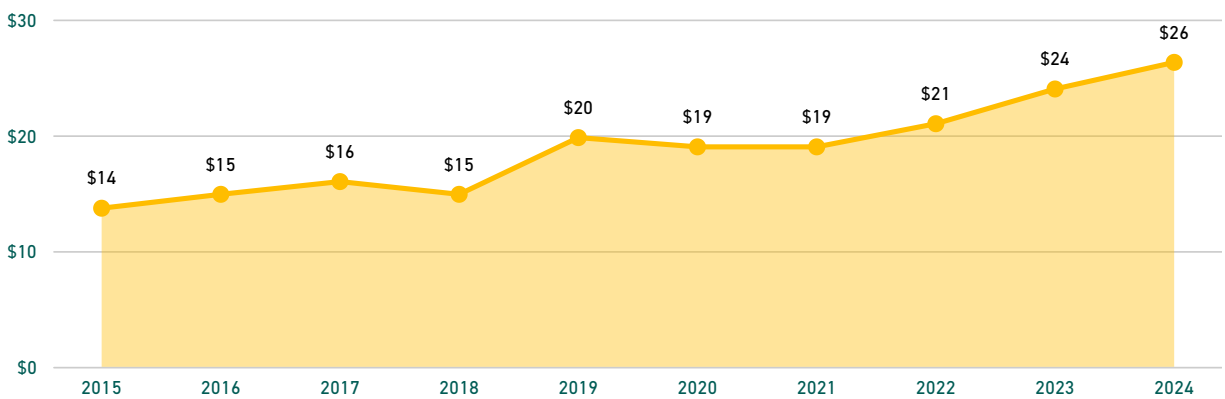
NET ASSETS (in millions)



TOTAL ASSETS (in millions)



CAMPUS EXPENDITURES (in millions)



MESSAGE FROM INVESTMENT COMMITTEE CHAIR

Robert Bukowski

Fiscal Year 2024 marked another strong year for investment returns. Our one-year return was a healthy 12.4% with our 10-year return coming in at 7.4%. Our total investment portfolio now exceeds \$245 million with \$160 million permanently endowed. The Investment Committee continued the FY23 policy of repositioning the bond portfolio of the Foundation's current use and operating funds to reduce risk and take advantage of higher money market rates, which hovered at approximately 5% again this year. The Committee will continue to reinvest cash received from maturing bonds into additional money market funds until money market rates begin to fall below those of short-term bonds. This reduces the risk of having to liquidate bonds and take realized losses to fund disbursements.

The Committee also approved some significant administrative changes that both reduce costs and allow us to be more nimble in reacting to changing market conditions. First, we issued an RFP for custodial service for our investment portfolio and approved a new provider of these services. As part of this transition, we also de-unitized the way we account for fixed and equity portfolios allowing us to make more adjustments in a shorter period of time when markets are volatile.

The primary investment objective of the Foundation is to provide a real rate of return over inflation sufficient to support UWM's broad education mission in perpetuity. It is particularly important to grow the assets in real terms to enable the Foundation to sustain the purchasing power of spending on programs and administration without eroding the real value of the principal corpus. The endowment spending is allocated across three broad categories – student success, research excellence and community engagement.

The Foundation's assets are actively invested to achieve capital growth through the appreciation of securities held through the accumulation and reinvestment of dividend and interest income. The Committee meets quarterly to assess market conditions, review returns against the predetermined benchmarks, evaluate the portfolio's asset allocation and make adjustments within the parameters defined by the board-approved investment policy.

Historically, the endowment's investments have outperformed the average investment returns for university foundations as reported by the National Association of College and University Business Officers. I would like to thank all the members of the Investment Committee for the extra time they devoted to our enhanced meeting schedule during these extraordinary times, and for their continued contributions of expertise for the benefit of the university.



Robert Bukowski is the managing director and founder of Alpha Investment Consulting Group, LLC. Alpha was founded in 1989 and provides fee-based investment consulting services to institutional clients. He has been actively involved in the financial services business for over 30 years acting as an expert witness, technical expert, business manager, business owner and fiduciary.

EXPLANATION OF TYPES OF FUNDS

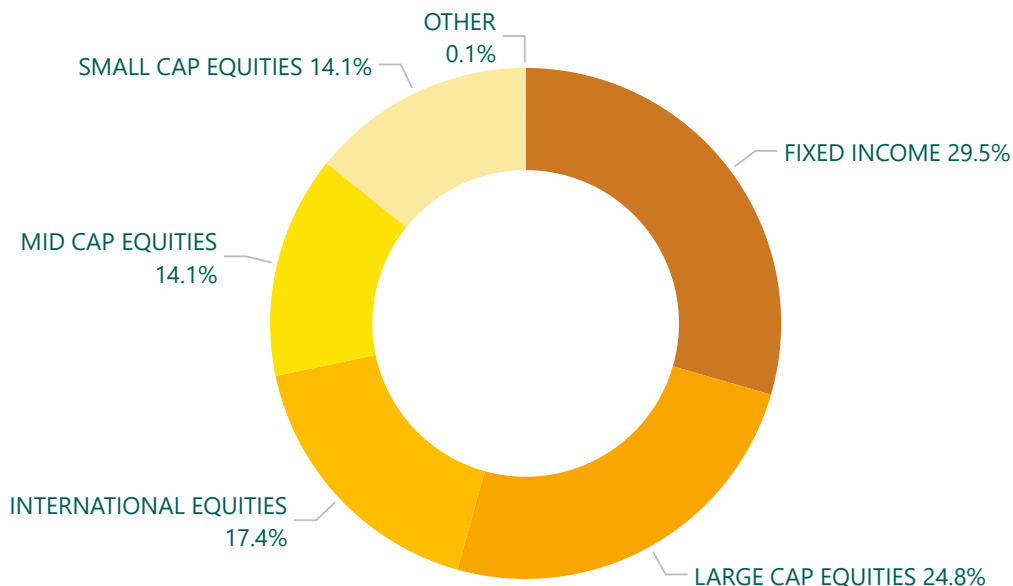
Endowment Funds: donor-restricted funds intended to support campus programs in perpetuity. These include the traditional endowment funds and the flexible endowment funds. Endowment funds are currently invested in the 70/30 (equities/fixed) pool and spending is subject to the annual spending allocation approved by the Investment Committee (currently 4%).

- *Traditional Endowment Funds – Only earnings less than the management fee may be spent from this account, pursuant to the board-approved spending policy. Principal may not be spent under any circumstances.*
- *Flexible Endowment Funds – Under normal circumstances, only earnings less than the management fee may be spent from this account. However, the Memorandum of Agreement allows for principal to be spent under specifically outlined circumstances.*

Intermediate Funds: donor-restricted funds intended to support campus programs over an intermediate time horizon greater than five years. Intermediate funds are currently invested in the 50/50 and 30/70 pools. Spending is managed under the terms of the donor agreement.

Current Use Funds: primarily restricted funds supporting campus programs spent down over a very short-term time horizon (usually less than five years). The foundation's unrestricted reserve is also invested in the current use fund pool, other than the amount contributed to the student investment fund. The spending fund is currently invested in bonds and money market funds.

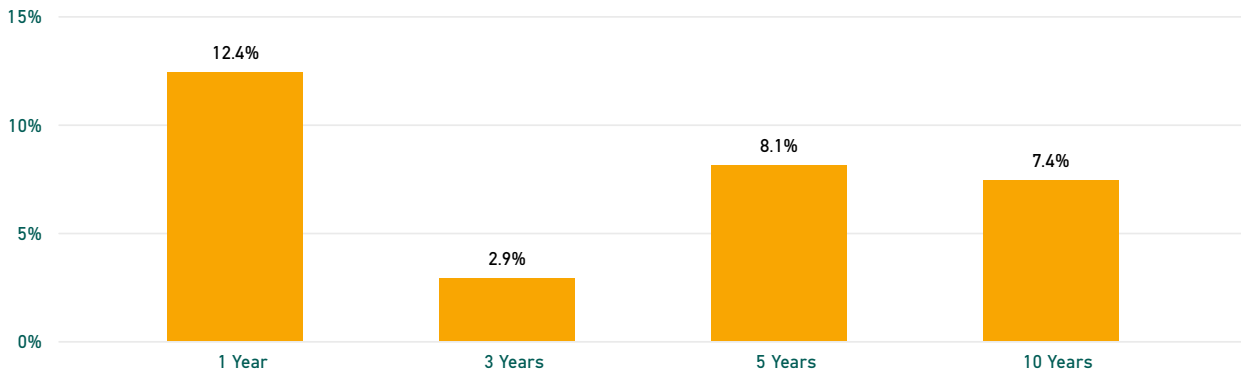
OVERALL ASSET ALLOCATION AS OF JUNE 30, 2024



INVESTMENT PERFORMANCE

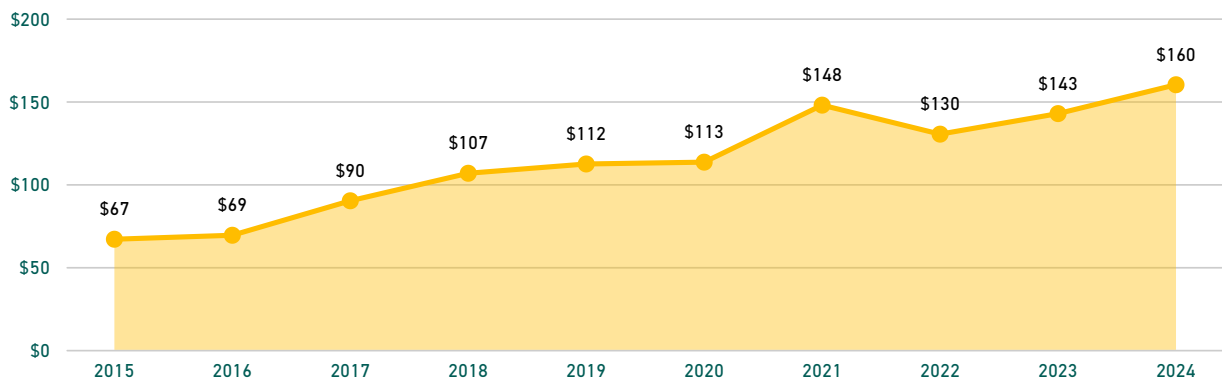
INVESTMENT PERFORMANCE *

Annualized for periods ending June 30, 2024

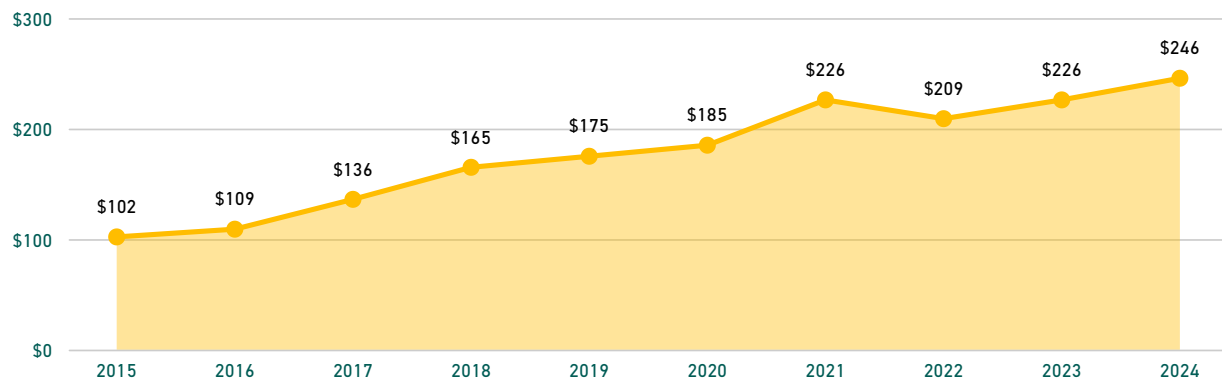


* Net of external manager fees

ENDOWMENT PORTFOLIO (in millions)



TOTAL INVESTMENT PORTFOLIO (in millions)





UWM PROFILE

Academics

- 13 degree-granting schools and colleges, along with the Graduate School and School of Continuing Education
- Wisconsin's only architecture school
- Wisconsin's only accredited school of public health
- The only school of higher education in North America dedicated solely to freshwater sciences
- 214 academic programs
- 2 associate programs
- 105 bachelor's programs
- 69 master's programs
- 39 doctoral programs

Research

- Ranked in the top 4% of research universities, a category known as R1, by the Carnegie Classification of Institutions of Higher Education
- \$39.5 million in awards in fiscal year 2022-2023
- National 2018 Campus-Wide Award for Undergraduate Research Accomplishments from the Council on Undergraduate Research

Student Profile

- Total enrollment: 22,882
 - Milwaukee campus: 22,285
 - » 18,674 undergraduates
 - » 4,208 graduate students
 - UWM at Waukesha: 597 students
- Milwaukee campus
 - Students from 50 states and all 72 Wisconsin counties
 - 1,567 international students from 86 countries
 - Over 1,000 veterans enrolled, more than any other Wisconsin university
 - 39% of undergraduates are first-generation college students

Alumni

- More than 207,000 alumni
- 74% live in Wisconsin



UWM Foundation, Inc.
1440 E. North Ave.
Milwaukee, WI 53202

uwm.foundation