



Advancement Report

February 13, 2026

Agenda Item #1: Dashboard

Information

Action

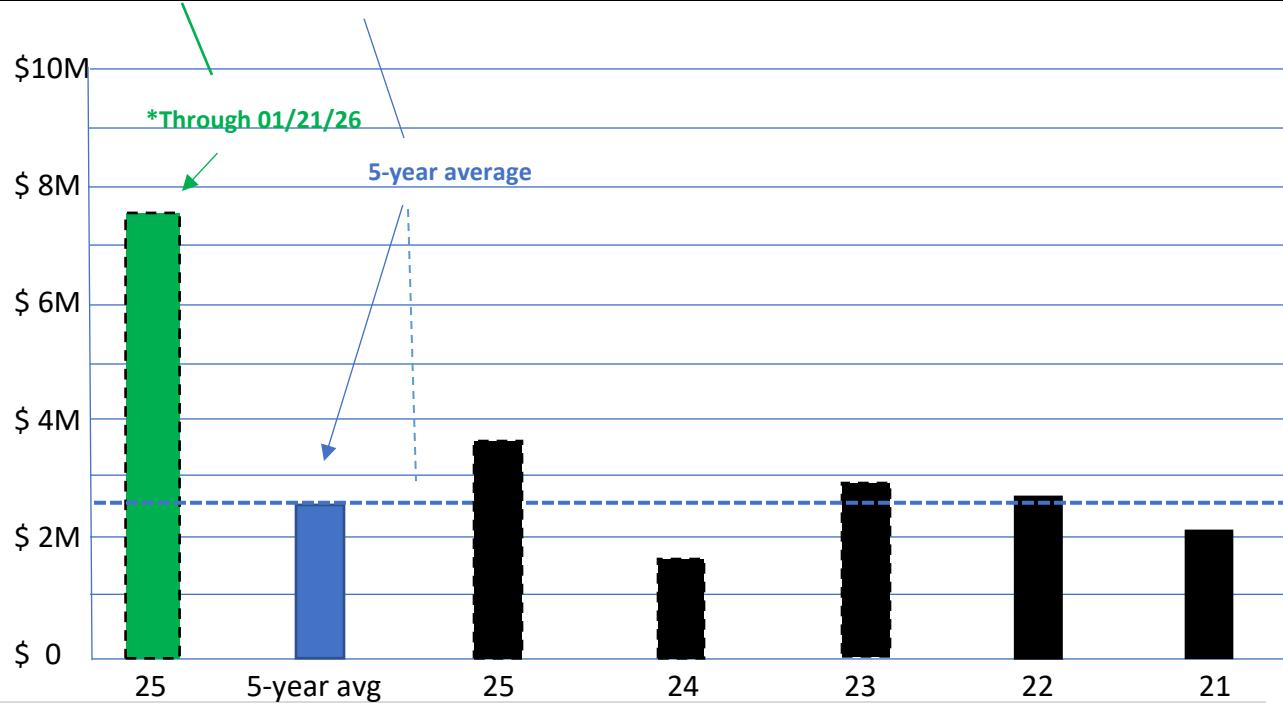
Discussion

Purpose: The dashboard below compares **current fiscal year fundraising** to the previous five years by quarter. The **five-year average** is also included for comparison.

Note: Financial data follows CASE industry standards and represents cash gifts, and documented pledges and estate gifts.

Dashboard 1 ~ Total Fundraising Five Year comparison: Year to Date (YTD) by Quarter (Q#)

Fiscal Year (7/1 – 6/30)	To date 2026	'21 – '25 5-year avg	2025	2024	2023	2022	2021
YTD							
July - Sept Q1	2,266,415	416,459	148,898	277,550	450,901	586,835	618,111
Oct – Dec Q2	390,683	543,577	527,192	241,543	289,855	1,347,312	311,982
Jan – Mar Q3	4,914,036	443,067	169,406	428,669	530,640	573,531	513,088
Apr – June Q4		1,187,626	2,785,324	717,111	1,643,509	198,225	593,960
Total	7,571,134	2,590,729	\$3,630,820	1,664,873	2,914,905	2,705,903	2,037,142



Suggested Action/Motion:

No Action Required

President's Recommendation:

N/A



Advancement Report

February 13, 2026

Agenda Item #2: Major Gifts, Planned Giving, and Grants Update

Information

Action

Discussion

Background:

Major Gifts:

Major Gifts are defined by LSSU Advancement as gifts received in excess of \$10,000. The following summary represents the recent major gift activity in support of the University's current key initiatives since the July, 2025 meeting.

An anonymous donor has made a generous gift of \$24,743 in support of a scholarship to be named.

Richard and Theresa Barch made a transformative gift of \$2,154,498 in support of the Barch Center for Fresh Water Research and Education creating the first named directorship at LSSU. Their support will strengthen the Center's research, education, and outreach initiatives, ensuring a lasting impact on freshwater science and student learning.

Elizabeth Christiansen made a \$11,500 gift in support of the CFRE Research and Training Fund.

Claude "Bud" Denker is responsible for \$100,000 in support through his personal \$50,000 commitment and a Penske matching gift of \$50,000. The Denker scholarship and the Nursing Simulation Center will benefit from his generosity along with the Laker Hockey Challenge.

Arthur 'Art' Disbrow '53, made a gift of \$25,000 through an IRA QDC, supporting his named endowment, the *Arthur Disbrow Family Scholarship*, which will benefit a student enrolled in a pre-professional program at Lake Superior State University.

Tim Ayres '91 made a generous \$10,000 gift through his company, Fluid Chillers Inc., to support the Madan Saluja Endowed Scholarship.

Richard Gulliver made a \$15,000 gift supporting the Teneyck-Gulliver Nursing Scholarship in honor of his late wife Marjorie, who was a 1949 Soo Tech alum and a graduate of the Sparrow Hospital School of Nursing. Their scholarship benefits a sophomore nursing student who demonstrates a dedication and commitment to a career in the nursing field.

Nancy Gray Puckett '69 made a \$10,000 gift through an IRA QCD to support the Mary R. Gray Memorial Scholarship, honoring her mother and supporting non-traditional LSSU students who demonstrate academic achievement while working toward degree completion.

Michael Hart made \$10,000 gift in support of the Philip A. Hart Memorial Scholarship. Michael Hart is an LSSU alum and son of Senator Philip A. Hart. He is great benefactor to the prestigious endowment that honors the late Senator Hart's legacy.

Richard Cooper and Robin Hilton made a \$10,000 gift through their donor-advised fund to the Bud Cooper Memorial Fund, providing support for the men's locker room renovation project.

JC and Tammy Huizenga made a \$10,000 gift through their donor advised fund supporting the School of Engineering and Technology. Mr. Huizenga is a long-time benefactor of the LSSU School of Engineering.

A gift of \$32,000 was received from the Kaleel D Jones & Josephine I Jones Charitable Trust. The annual spendable proceeds from the named trust support two named scholarships – the Kaleel & Josephine Jones Scholarship and the John Williams Jones VIII. The Kaleel & Josephine Jones Scholarship supports students majoring in engineering, nursing and education. The John Williams Jones VIII Scholarship supports students majoring in the criminal justice program.

Charles '75 and Laurie '74 Schmidt made a \$10,000 gift in support of the Richard & Theresa Barch Center for Freshwater Research & Education.

Kim '68 and Nancy Strawé made a gift of \$23,000, with \$22,000 in support of the Barch Center for Freshwater Research and Education.

Planned Giving:

Planned gifts are contributions that require advance planning and are typically made through a donor's financial, tax, and estate plan. These gifts are made during a donor's lifetime but take effect later, often after their passing, or they involve the donor retaining some benefit, such as lifetime income. Examples include bequests in a will, charitable remainder trusts, gift annuities, and gifts of non-cash assets like real estate or retirement funds.

An increased communication cadence is underway. We are actively working with Crescendo to enhance our planned giving page and in a recent outreach three donors requested additional information about estate gifts. Moving forward we will engage with all respondents in a structured and consistent way.

To date, Lake Superior State University has received two (2) anonymous estate gifts, each valued at \$1,000,000 (\$2,000,000 total - Q1). Additional details are pending and will be available soon.

Grants:

A grant consultant was retained to identify potential grant funders in support of select LSSU strategic priorities. The consultant provided background information on each grantor, a calendar of submission dates, and proposal review services.

To date 56 prospective grant making organizations have been identified.

Next steps: An alignment of three key variables.

- Timing of proposals (many grantors limit proposals to certain times)
- Priority ranking of grant with LSSU strategic priorities (preparing proposals in consideration of how high a priority is to LSSU, and in consideration of a grantor who may be interested in more than one LSSU priority, and LSSU's ability to prepare a fixed number of proposals)
- Leveraging relationships between grantor boards and LSSU stakeholders (it helps to know grantor board members; ex: to be invited to apply, to get attention with the granting board)

Suggested Action/Motion:

No Action Required

President's Recommendation:

N/A



Advancement Report

February 13, 2026

Agenda Item #4: Annual Fundraising & Alumni Relations Update

Information

Action

Discussion

Purpose:

This agenda item provides a summary of the LSSU Advancement's recent Annual Fundraising and LSSU Alumni Relations activities.

Background:

Annual Fundraising activities provide financial support for university initiatives and assist in the identification of potential major gift donors. Alumni Relations activities and communications facilitate the initial engagement of alumni and friends to LSSU beginning the cultivation process for joining the Alumni Membership Program and potential future giving.

LSSU Advancement Annual Fundraising Activities:

Laker Club and Athletic Related Activity

Fiscal Year	Gross Revenue	Number of Donors
2025-26 YTD	\$66,197	108
2024-25	\$78,954	126
2023-24	\$61,819	120
2022-23	\$49,802	85
2021-22	\$54,411	113
2020-21	\$50,855	103



Laker Meal Sponsor Program

The 2025-26 campaign once again has leaned on the meal sponsor program to help boost Laker Club giving. Over \$15,000 has already been raised for the meal sponsor program. As seen in the last two years, a post-season run by any team will help increase Laker Club donations.

Laker Hockey Challenge

LSSU has launched a \$1,500,000 challenge-match campaign on the heels of the initial \$1,500,000 anonymous gift to Laker Hockey. Prior to the public launch of the campaign, over \$1,200,000 has already been committed. The majority of this is through estate gifts, with the remainder coming through cash commitments. The campaign will be a part of celebrating 60 years of Laker Hockey throughout the course of the 2026-27 season.



Annual Lake State Golf Classic

The 37th Annual Lake State Classic will be held on Friday, August 7th at Wild Bluff. Last year, for the first time in nearly a decade, we reintroduced the Thursday night gathering, known as the "Classic Social," also at Wild Bluff. This provided an additional opportunity to connect with LSSU supporters and raise extra funds for Laker Athletics. The event sold out for the third consecutive year.

All of the additional revenue can be attributed to the Thursday event, as well as a slight increase in golfer fees.

The 2026 event will be on Friday, August 7, 2026.

Fiscal Year	Gross Revenue	Net Revenue	Golfers	Location
2025	\$55,872	\$43,045	*144	Wild Bluff
2024	\$50,620	\$38,604	*144	Wild Bluff
2023	\$52,892	\$35,931	*144	Wild Bluff
2022	\$45,450	\$34,315	110	Wild Bluff
2021	\$41,686	\$34,161	108	Wild Bluff

* Sold Out

Laker Women's Basketball Golf Outing

The inaugural Laker Women's Basketball golf outing hosted over 120 golfers and netted over \$18,000 at the Sault Ste Marie, Country Club on Saturday, September 20, 2025. Dates are in the works for the 2026 outing.

LSSU Annual Fund and Alumni Related Activity:

Giving Tuesday – December 2-9, 2025

The Giving Tuesday email campaign began in November 2025 and ran through December 9, 2025. The campaign reached more than 15,000 alumni and donors and raised \$17,000.

Superior Give-a-thon

The 2026 Superior Give-a-Thon is gearing up to start February 16-April 10, where student callers will be connecting with alumni and donors. The Superior Give-a-Thon will be supported by email and social media to further connect with our supporters, raise campaign awareness, and expand our reach.

Fiscal Year	Gross Revenue	Number of Donors
2024-25	\$19,175	171
2023-24	\$19,925	143
2022-23	\$20,395	144
2021-22	\$16,485	137
2020-21	\$15,860	109
2019-20	\$8,971	104

Alumni Association

Event Recaps



Superior Ice Showdown – January 23, 2026

Lake Superior State University Athletics, in partnership with the City of Sault Ste. Marie, Ontario, held the 2nd annual Superior Ice Showdown on January 23, 2026, at the GFL Memorial Gardens in Sault Ste. Marie, Ontario. The Lakers faced off against the University of St. Thomas Tommies in a CCHA regular season matchup, celebrating the strong hockey connection between the Twin Saults and LSSU's many Canadian alumni.

A pre-game social was held at the GFL Memorial Gardens and was well attended, with over 100 alumni and friends joining the event.



Lake State Day at the Red Wings – January 31, 2026

Lake State Day at the Red Wings game was held on Saturday, January 31, 2026, as the Red Wings and Colorado Avalanche competed. A pre-game event was held at the UWM District Market prior to the game. Nearly 150 tickets were sold. Attendees who purchased through the LSSU link received a co-branded hoodie, and LSSU will receive a \$5 donation back per ticket.

Upcoming Events



Laker Basketball Alumni Weekend - Saturday, February 21st 2026

Join us for LSSU Basketball Alumni Weekend as we take on GVSU (women's game at 1pm and men's game at 3pm) on February 21st. We will be honoring the 50th anniversary of the '75-'76 men's GLIAC regular season championship, and 30th anniversary of the '95-'96 men's GLIAC Tournament Championship, and basketball alumni will be recognized on court during halftime of both games. A post-game social will follow at Moloney's Alley, sponsored by Rick and Sue Fitzpatrick/Pingatore Cleaners.



Golden Graduate Reunion - May 1-2, 2026

Members of LSSU's Golden Graduate Society are invited to participate in Lake Superior State University's Commencement ceremonies on Saturday, May 2nd. The Golden Graduate Society celebrates Alumni who graduated at least fifty years ago (1976 or earlier). The honored class and those attending the reunion for the first time are presented a commemorative medallion at a special brunch held at the Barch Center for Fresh Water Research on Friday, May 1st. For more information visit: <https://alumni.lssu.edu/alumni-events/golden-grad-reunion/>



LSSU Day at the Tigers – Saturday, July 25, 2026

LSSU Day at the Tigers is planned for July 25th at 1pm vs Kansas City Royals. A pregame social will take place prior to the game. More details will be shared as plans are confirmed.

Suggested Action/Motion:

No Action Required

President's Recommendation:

N/A



Advancement Report

February 13, 2026

Agenda Item #5: Legislative Affairs update

Information

Action

Discussion

Purpose:

The purpose of this submittal is to provide a summary of the linkage between the LSSU BOT approved strategic plan with LSSU Legislative Affairs and LSSU Advancement.

Background:

The following dashboard provides LSSU's recent state capital outlay history. Capital outlays traditionally provide 75% of a project, with the remaining 25% raised through a capital campaign.

Capital Outlay table

FY27 \$30M CASET Request	FY21 \$8.8M Barch CFRE Approved	FY18 \$9M Considine Approved	FY05 \$11.5M Arts Center Approved
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Suggested Action/Motion:

No Action Required

President's Recommendation:

N/A