



UNIVERSITY  
of HAWAII®  
FOUNDATION

# Facts

## About the UH Foundation

The University of Hawaii Foundation is a nonprofit 501(c)(3) contracted by the University of Hawaii Board of Regents to be the sole provider of alumni services and fundraising for the UH System. The funds we raise are critical for supporting the educational mission of UH, one of the largest drivers of Hawaii's economy. This private support funds scholarships to build Hawaii's future workforce, helps attract top faculty talent, and fuels world-class research.

OUR MISSION is to unite donors' passions with the University of Hawaii's aspirations by raising philanthropic support and managing private investments to benefit UH, the people of Hawaii and our future generations.

## How our work makes an impact

- We employ a team of professionals, organized to serve donors and alumni, with expertise in major gifts, foundation and corporate giving, annual giving, and tax and planned giving to help donors meet their philanthropic goals.
- We partner with chancellors, deans and academic leaders across the UH System to identify strategic opportunities that align with current and prospective donors' passions.
- We manage an endowment of more than \$467 million that distributes more than \$12 million in scholarships to students across 10 UH System campuses each year.
- We fund a variety of community enrichment and lifelong learning programs, including athletics and the arts.
- We nurture relationships with more than 310,000 UH alumni around the world to build pride and connect them to their alma mater.

## Board of Trustees

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## Senior Leadership

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and UH Foundation CEO

### John Han

VP for Administration and CFO

### Christine Koo

Associate VP for Advancement  
Services

### Margot Schrire

Associate VP for Communications  
and External Relations

### Jung Song

Senior Associate VP for  
Strategic Partnerships

### Karla Zarate-Ramirez

Associate VP for Major Gifts



FUNDS RAISED  
FOR UH IN FY21:

**\$100.2**  
MILLION



STUDENT AID  
AWARDED IN FY21:

**\$12.7**  
MILLION



UH ENDOWMENT  
VALUE IN FY21:

**\$467.2**  
MILLION

## Contact Us

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# What we do

## Development

*Guided by the strategic directions of the University of Hawai'i and its 10 campuses, our development professionals at the UH Foundation raise private funds to support UH students, programs, faculty and research. Departments that work directly with our donors include:*

### DEVELOPMENT TEAMS

Our campus and unit Development teams collaborate with University of Hawai'i academic leaders to raise philanthropic gifts that support the priorities of all 10 UH campuses. These teams foster meaningful, often lifelong, relationships on behalf of the university with donors and prospective donors who believe in partnering with UH for far-reaching impact for Hawai'i and beyond.

### STUDENT AID

In addition to raising funds to directly support students on their academic journey via student aid and scholarships, our Scholarship team distributes more than \$12 million in student aid each year. By working with the campus financial aid offices and hosting an online search engine for privately funded scholarships, students on campuses statewide receive essential financial support they need to succeed.

### ANNUAL GIVING

Our Annual Giving team reaches out to UH graduates, parents and friends of the university year-round through online, direct mail and telephone campaigns to raise unrestricted funds. These campaigns contact each alumnus and alumna at least once per year and employ student fundraisers in our on-site calling center.

### ESTATE AND GIFT PLANNING

Our experienced team of Estate and Gift Planning experts help donors plan their philanthropic gifts to the university through confidential gift planning consultation and services at no charge to donors. Our team ensures donors receive maximum personal and financial benefits while funding their philanthropic priorities for their estate plans and through a suite of giving tools, such as charitable remainder trusts, charitable gift annuities, life insurance policies and real estate.

### CORPORATE AND FOUNDATION RELATIONS

Our Corporate and Foundation Relations team works with faculty and academic leaders along with corporate and foundation donors to support faculty research and scholarship; student support and community outreach.

## Donor Relations

Our Donor Relations team represents the interests of University of Hawai'i Foundation donors to all 10 UH campuses and builds a culture of stewardship throughout the UH community.

## Alumni Relations

Our Alumni Relations team works closely with campus leaders to reach more than 310,000 UH alumni and engage them around UH student recruitment, retention, career services, advocacy and mentorship. They celebrate alumni achievements to build pride and connection with UH in meaningful and relevant ways. They also facilitate lifelong learning opportunities.

## Investment Management

We manage an endowment of more than \$467 million – and growing – that distributes more than \$12 million in scholarships to students across 10 UH System campuses each year. Generous gifts from donors and a disciplined focus on investment strategies and opportunities help the endowment grow over the long term, so it can provide support for UH programs and priorities into the future.

## Fiscal Services

Our Fiscal Services team administers and manages funds from donor gifts to benefit units and campuses throughout the UH System. They work to establish new accounts and maintain more than 7,000 separate donor accounts. They're also able to process gifts in a variety of ways – from checks, credit cards and cash to gifts of real estate, stocks, bonds and more.

## Special Events

Our Special Events team provides donors with meaningful opportunities to engage with UH leadership, faculty and students.



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