Revenue
Sources of Dollars Used To Finance Operations
(In Millions)    FY 2021
Government Contracts, Grants and Fees | 61% $28.0
Contributions and Private Grants | 25% 11.5
Consulting Revenues | 6% 2.7
Wilder Foundation Endowment* | 4% 1.7
Private Contracts, Insurance & Fees | 4% 1.6
Other | 0% .1
TOTAL OPERATING DOLLARS $45.6

*Foundation endowment includes appropriated amount less endowment not spent.

Expenses
Expenditures By Service Group
(In Millions)    FY 2021
Wilder Programs | 56% $25.9
Administration | 20% 9.3
Wilder Research | 16% 6.7
Fundraising | 4% 1.8
Interest and Financial Expense | 3% 1.5
Wilder Center for Communities | 1% .4
TOTAL OPERATING DOLLARS $45.6

Consolidated Statement of Financial Position
(In Millions)
Assets    FY 2021
Cash and Cash Equivalents $3.3
Accounts and Pledges Receivable 8.8
Investments 148.3
Land, Building and Equipment, Net 27.3
Other Assets 9.4
TOTAL ASSETS $197.1

Liabilities and Net Assets    FY 2021
Accounts Payable $1.5
Accrued Expenses and Other Current Liabilities 7.0
Long-term Debt and Other Long-term Liabilities 41.1
Net Assets 147.5
TOTAL LIABILITIES AND NET ASSETS $197.1

The financial information is presented based on audited financials on an accrual accounting basis. Endowment use on a cash basis is approximately 4% ($1.7 million) of total expenditures for FY2021.

Current Investment Policy
Over time, the investment goal for the Endowment Fund is to achieve a total return (current income plus market gain) of 5.0% plus the rate of inflation.

Current Spending Policy
The Foundation’s policy for the use of endowment funding is based on a three-year goal to achieve 5% spend of the projected endowment balance by FY 2023. For FY 2021, the goal was set to 7% of the projected endowment balance on July 1, 2020. In establishing this policy, the Foundation considered the long-term expected return on the endowment and the need to preserve the endowment and not spend beyond returns over the long term. This is consistent with the Foundation’s objective to maintain the purchasing power of the endowment assets held in perpetuity or for a specified term as well as to provide additional real growth through new gifts and investment return.
## Endowment Accounts Report

### Supporting Funds

<table>
<thead>
<tr>
<th>Fund Name</th>
<th>Principal Balance (7/1/2020)</th>
<th>Net Investment Total Return</th>
<th>Amount Used for Donor Purpose</th>
<th>New Gifts/ Additions to Principal</th>
<th>Principal Balance (6/30/2021)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amherst H. Wilder Family Endowment</td>
<td>$95,386,816</td>
<td>$27,501,797</td>
<td>$(1,169,209)</td>
<td>$0</td>
<td>$121,719,404</td>
</tr>
</tbody>
</table>

### Additions to the Wilder Family Endowment

- **General**:
  - Board Designated Fund (General): 198,831
  - Hedwighe H. Conkling Fund: 145,060
  - Lorraine M. Ellingsen Fund: 1,247,784
  - John and Ruth Goetz: 86,825
  - John Hauschild Corporate Administration Fund: 52,754
  - Adriana & Herman Hertog Memorial Fund: 10,703
  - Mary D. & Irving J. Jerry Endowment: 179,651
  - Kingston Fellowship Fund: 805,656
  - L. Frank & Irene Malistovich Fund: 88,202
  - Charles Naumann Mccloyd, M.D. Memorial Fund: 530,858
  - Thomas J. and Nancy J. Nelson Endowment: 0
  - Dorothy K. Merrill Fund: 2,158,638
  - Jeanne & George C. Power, Jr. Fund: 9,365
  - Robert H. Tucker Fund: 16,352
  - Paul W. & Lucille O. Werner Fund: 8,732
  - Richard and Winnie Wickworth Fund: 25,031
  - Anonymous Fund in Honor of Staff: 17,226
  - Board Designated Fund (Children & Families): 63,843
  - Board Designated Fund (Children's Residential): 69,265
  - Board Designated Fund (Housing): 24,312
  - Board Designated Fund (Mental Health): 809
  - Children's Health Care Fund: 33,534
  - Amy Benzck Memorial Fund: 36,375
  - Jean and Edgar Blanch Children's Fund: 104,530
  - Center for Children with Reactive Attachment Disorder: 892,271
  - Elisabeth W. Doermann Fund: 87,098
  - Dr. Phil Edwarsdon Fund for Children: 12,411
  - Mary E. Gifford Fund: 49,766
  - Dale A. Hoover Fund: 45,732
  - Kofi Forever Endowment Fund: 87,926
  - Frances & Verona Lettele Children's Health Care Fund: 17,450
  - Margaret E Lewis Fund for Children: 349,281
  - Roberta A. Mundschken Children's Fund: 72,816
  - Harry T. & Helen I. Nagel Children's Fund: 55,430
  - Walter & Eleanor Nyberg Endowment Fund: 54,070
  - Sister Helen Louise Roth Fund: 4,515
  - Barbara and Phil Roy Family Fund: 126,631
  - Kathryn L. Schleich Inspiring A Village Learning Fund: 80,208
  - Leonard H. Tesmer Fund: 204,331
  - Victor M. Watkins Fund: 912,041
  - Mail Kuy Xiong Fund for the Benefit of Hmong Youth: 102,286

<table>
<thead>
<tr>
<th>Fund Name</th>
<th>Principal Balance (7/1/2020)</th>
<th>Net Investment Total Return</th>
<th>Amount Used for Donor Purpose</th>
<th>New Gifts/ Additions to Principal</th>
<th>Principal Balance (6/30/2021)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Services to Older Adults</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Board Designated Fund (Older Adults)</td>
<td>42,513</td>
<td>12,257</td>
<td>(2,188)</td>
<td>52,582</td>
<td>52,582</td>
</tr>
<tr>
<td>Elizabeth Bogarde Elderly Services Fund</td>
<td>44,457</td>
<td>12,818</td>
<td>(2,941)</td>
<td>54,334</td>
<td>54,334</td>
</tr>
<tr>
<td>Richard D. and Wyona M. Bartsch Elderly Services Fund</td>
<td>305,518</td>
<td>88,087</td>
<td>(15,583)</td>
<td>378,022</td>
<td>378,022</td>
</tr>
<tr>
<td>Otto Link Elderly Services Fund</td>
<td>175,439</td>
<td>50,582</td>
<td>(8,774)</td>
<td>217,247</td>
<td>217,247</td>
</tr>
<tr>
<td>Lawrence and Evelyn Kress Elderly Services Fund</td>
<td>61,992</td>
<td>17,873</td>
<td>(3,501)</td>
<td>76,364</td>
<td>76,364</td>
</tr>
<tr>
<td>Leni Wilcox Fund for Community Services for Aging</td>
<td>5,037</td>
<td>1,452</td>
<td>(417)</td>
<td>6,072</td>
<td>6,072</td>
</tr>
<tr>
<td>Anonymous Fund for Senior Services</td>
<td>139,223</td>
<td>40,141</td>
<td>(6,881)</td>
<td>145,384</td>
<td>145,384</td>
</tr>
</tbody>
</table>

### Wilder Center for Communities

- Board Designated Fund (WCC): 6,295
- Ronnie Brooks Leadership Fund (Shannon Institute): 225,142
- Community Research Associates Fund: 24,704
- Louis & George Mains Fund for Community Research: 822,908
- Anonymous Fund for Research: 2,386,206
- Reta G. Youngman Research Fund: 760,814

### Wilder Research

- Board Designated Fund (WRI): 41,915
- Community Research Associates Fund: 24,704
- Louis & George Mains Fund for Community Research: 822,908
- Anonymous Fund for Research: 2,386,206
- Reta G. Youngman Research Fund: 760,814

### Additions to Wilder Endowment Subtotal

- Total Wilder Foundation: 109,497,330
- Bank Trust Companies: $109,661,735
- Total Funds Supporting Wilder Foundation Programs: $139,825,363

**wilder.org/2021**