

2020-21 GRATITUDE REPORT

FINANCIAL RESULTS FOR FISCAL YEAR 2020-21

Fiscal year 2021 was a year like no other. Our students navigated, in most cases, an entire year of online education. The Goucher community missed their presence on campus dearly, and we did our best to stay connected. We learned to be nimble and pivot as the pandemic unfolded, relying heavily on the philanthropic support of donors and federal relief to successfully navigate the decline in room, board, and other revenues. I am pleased to report, despite the pandemic, Goucher College ended the year with an operating surplus and tremendous growth in our endowment!

To put the impact of closing our dorms in perspective, in a typical year, auxiliary revenues compose a quarter (about \$16 million) of Goucher's total revenue. In contrast, fiscal year 2021 auxiliary revenues were only \$1.6 million or 2% of the overall revenue. To respond to this significant decline in revenue, the Goucher community rose to the challenge. Thanks to the resourcefulness, creative thinking, and collective sacrifice of so many people, we cut expenses over 16% from the previous year.

In response to the COVID-19 pandemic, the government approved three relief packages between April 2020 and March 2021. Congress set aside approximately \$76.6 billion between the Coronavirus Aid, Relief and Economic Security Act; the Coronavirus Response and Relief, Supplemental Appropriations Act; and the American Rescue Plan Act. Thanks largely to these relief packages, government appropriations to the college increased to \$13 million or 21% of the total revenue in fiscal year 2021.

Our donors responded too, practically doubling contribution revenue from the prior year! Contribution revenue composed 16% of the total revenue in fiscal year 2021, compared to 8% in fiscal year 2020. Endowment giving was at record levels! And, after several years of disappointing or subdued market returns, the college's endowment, which is a collection of investments made possible by our generous donors, surged in value, returning 40% and reaching a record high of \$259 million. These investments provide annual support for the college and our students. Combined, 34% of the college's revenue in fiscal year 2021 was funded by present and past donors through a combination of contributions and endowment payout.

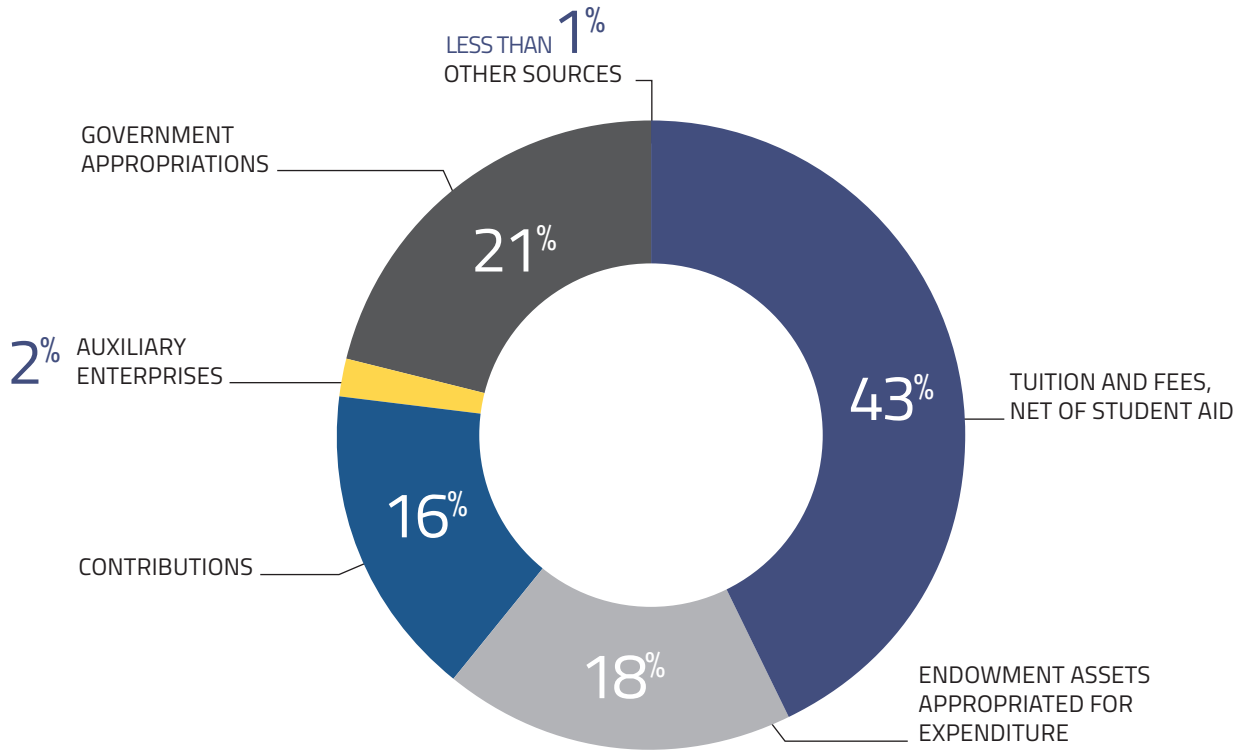
We celebrated as we welcomed students back to campus in August for the Fall 2021 semester. We look forward to better times ahead.

Thank you for continuing to support Goucher College and our students. More than ever, it means so much!



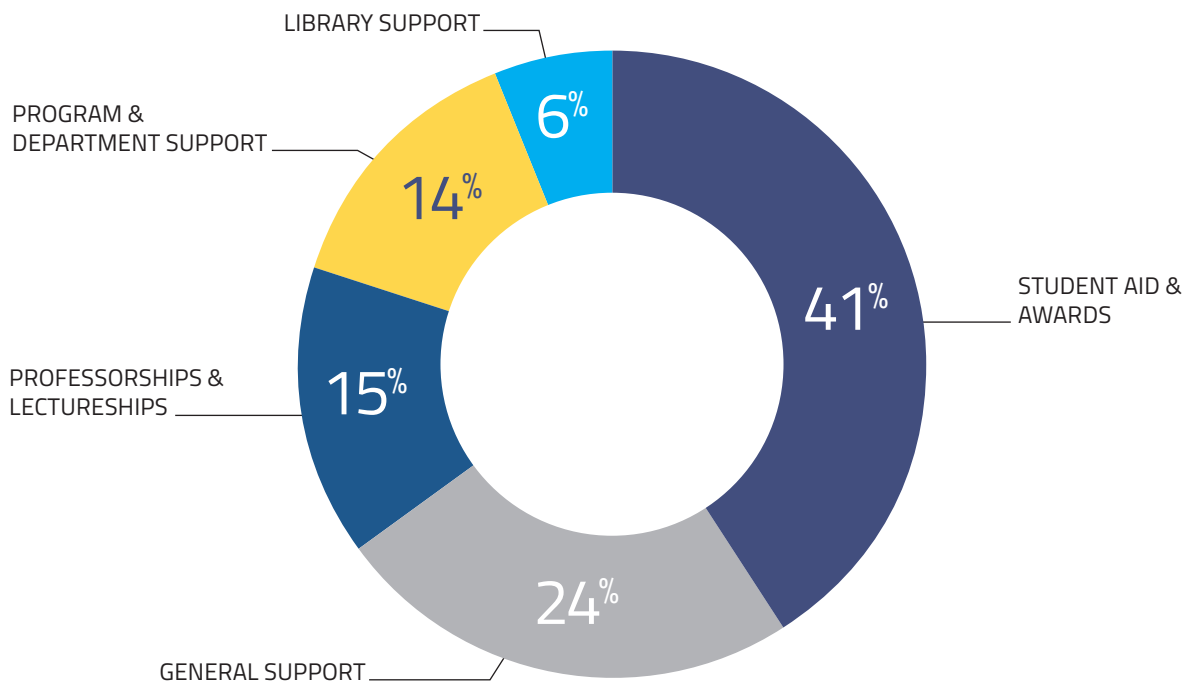
Kent Devereaux
President, Goucher College

TOTAL REVENUE (\$64.9 MILLION)



For the fiscal year ending June 30, 2021

TOTAL ENDOWMENT (\$259.3 MILLION)



For the fiscal year ending June 30, 2021



4,580

GIFTS IN FY21



\$11.89M

TOTAL SECURED FROM COMMITMENTS AND GRANTS

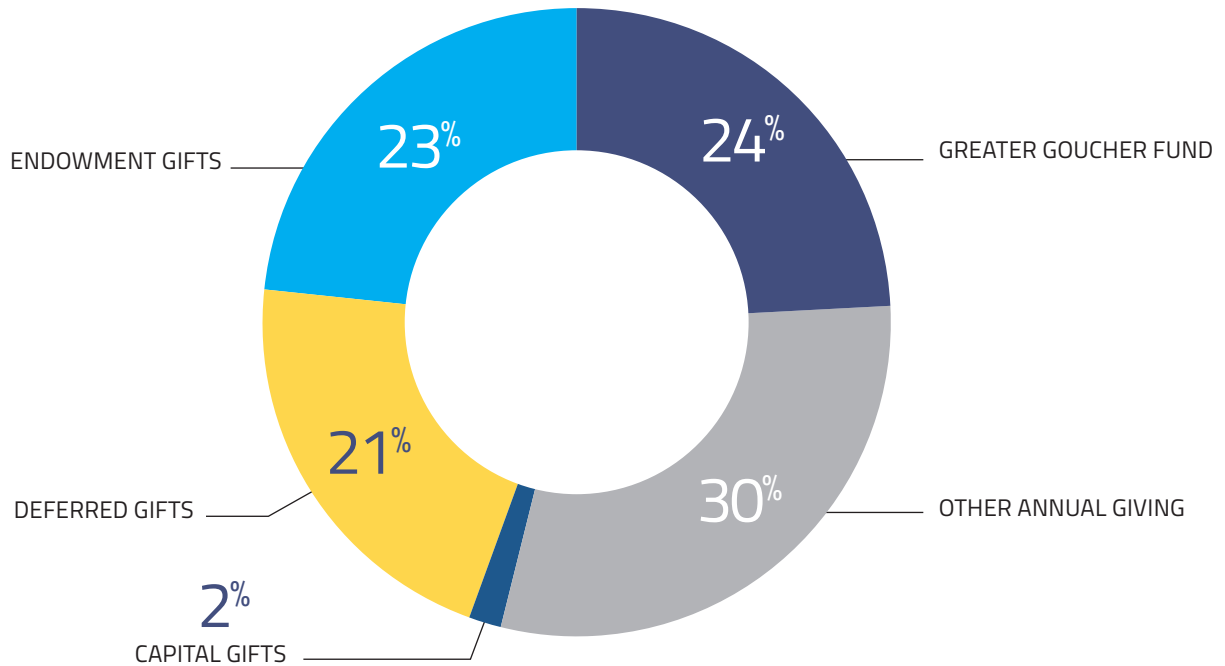
\$10.4M

FUNDRAISED FROM
INDIVIDUALS AND ORGANIZATIONS

\$1.85M

ADDITIONAL GRANTS FROM
FEDERAL AND STATE FUNDING

VOLUNTARY SUPPORT BY PURPOSE





\$2,442,510

AMOUNT RAISED FOR THE GGF



164

NUMBER OF SUPPORTED FUNDS



\$11,933

AMOUNT OF EMERGENCY STUDENTS FUNDS



FY21 GGF RETENTION RATE WAS 65% OF DONORS FROM FY20 (1,018 DONORS)



FY21 GGF REENGAGED RATE WAS 35% OF DONORS FROM FY16-19 (554 DONORS)

390

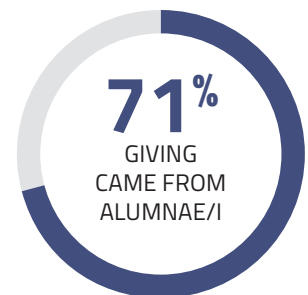
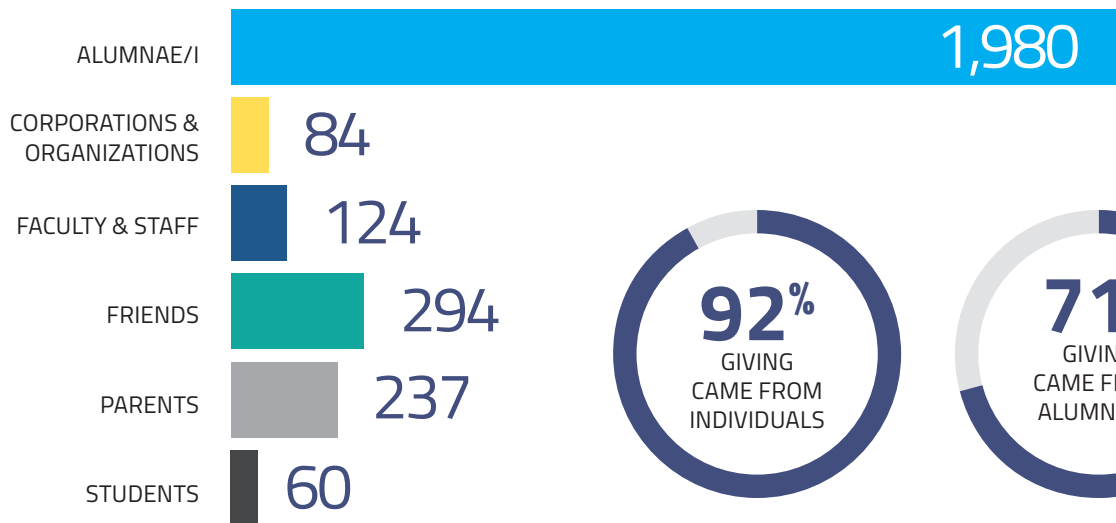
NEW DONORS TO THE COLLEGE



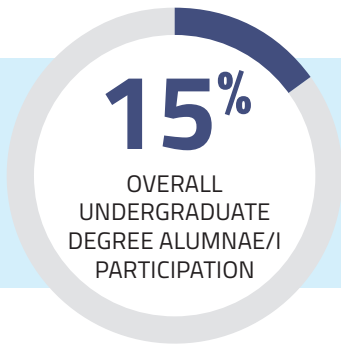
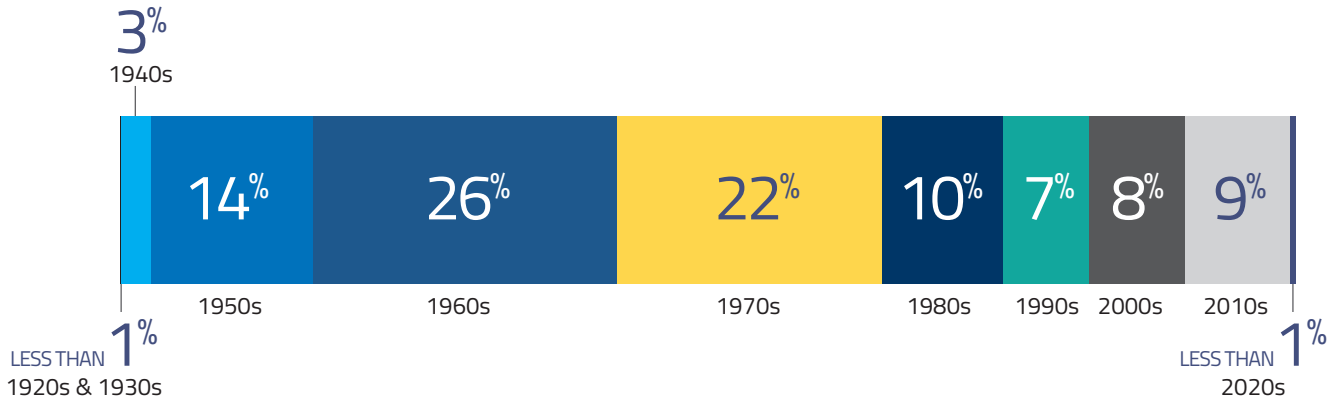
2,779

DONORS IN FY21

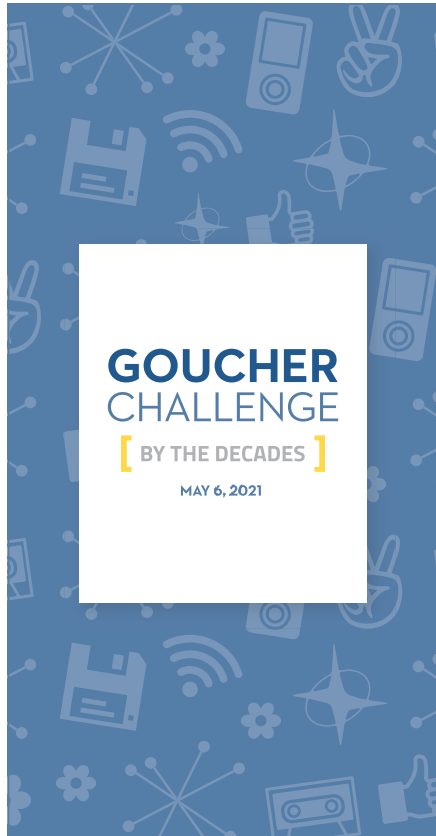
DONORS BY CONSTITUENCY



ALUMNAE/I PARTICIPATION BY DECADES



363 NUMBER OF ALUMNAE/I VOLUNTEERS



667

NUMBER OF DONORS TO THE #GOUCHERCHALLENGE

\$162,287

RAISED THROUGH THE #GOUCHERCHALLENGE

OUT OF THE \$162,287:

\$70,000

WAS FROM THE MATCHING DONORS

THE LARGE IMPACT OF SMALL GIFTS

4,580
TOTAL NUMBER OF GIFTS
IN FY 21



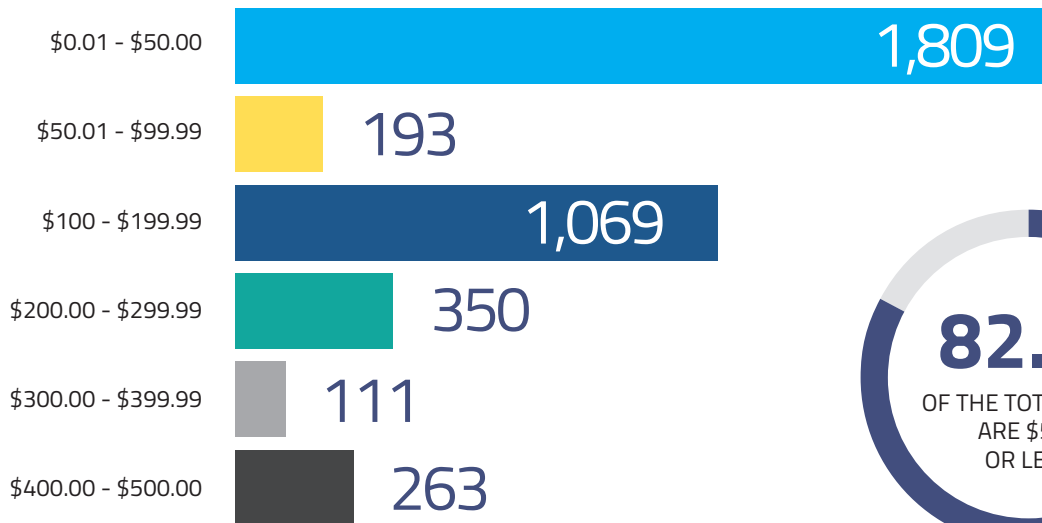
3,795
TOTAL NUMBER OF GIFTS
BETWEEN
\$00.01 AND \$500.00

3,463
TOTAL GGF GIFTS



1,960
GGF GIFTS OF
\$100 OR LESS

THE LARGE IMPACT OF GIFTS UNDER \$500



UNDAUNTED

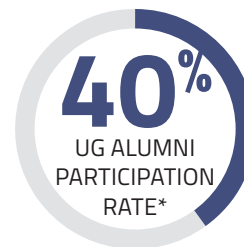
SAME SPIRIT.
NEW DETERMINATION.

\$70,388,439

AMOUNT RAISED FOR THE [UNDAUNTED] CAMPAIGN

\$10,040,540

AMOUNT RAISED
DURING FY21 FOR CAMPAIGN



1

NEW ENDOWED
PROFESSORSHIP

3

NEW ENDOWED
SCHOLARSHIPS

1

NEW ENDOWED
INTERNSHIP

1

NEW CURRENT-USE
INTERNSHIP



4

NEW NAMED SPACES IN THE
SCIENCE RESEARCH CENTER

CREATION OF THE
**INTERFAITH
PROGRAMMING FUND**

AN ANONYMOUS DONOR
**MATCHING ALL
GIFTS**
TO THE GGF IN SPRING 2021

FUNDING FOR
ESTABLISHING THE
LAUNCH NETWORK

MATCHING GIFT FROM
JESSIE BALL DUPONT FUND FOR
**SEASON OF GIVING
CAMPAIGN**
IN DECEMBER 2020

* Participation Rate is determined by the number of undergraduate alumni who have made at least one gift during the time of the campaign – 7/1/2014 to 6/30/2021

GIFTS AND PLEDGES BY CLASS FOR FY 2020-21

CLASS OF	# OF DONORS	# OF GOUCHER SOCIETY MEMBERS	GRAND TOTAL CLASS PARTICIPATION %	FY 2020-21 GREATER GOUCHER FUND TOTAL GIVEN	GRAND TOTAL CLASS AMOUNT IN FY 2020-21
1920	1	1	100.00%		\$13,872
1939	1	0	20.00%		\$500
1940	1	0	50.00%	\$101	\$101
1941	2	0	33.33%	\$1,250	\$1,275
1942	2	0	28.57%	\$275	\$1,275
1943	3	1	75.00%	\$2,000	\$10,780
1944	2	2	25.00%	\$2,002	\$26,981
1945	4	0	44.44%	\$550	\$575
1946	2	0	15.38%	\$100	\$300
1947	10	1	37.04%	\$5,489	\$6,739
1948	6	1	18.75%	\$2,485	\$2,485
1949	18	0	51.43%	\$4,375	\$21,900
1950	13	1	26.53%	\$22,630	\$22,880
1951	20	1	35.09%	\$4,630	\$1,697,067
1952	21	2	42.00%	\$2,675	\$28,602
1953	18	2	36.73%	\$67,500	\$67,600
1954	23	4	35.38%	\$23,535	\$24,535
1955	27	3	65.85%	\$9,856	\$108,944
1956	32	4	61.54%	\$15,420	\$18,470
1957	31	2	35.23%	\$34,571	\$40,827
1958	44	5	47.83%	\$28,383	\$117,628
1959	43	6	47.78%	\$21,344	\$23,129
1960	25	6	24.51%	\$15,683	\$29,035
1961	43	5	38.05%	\$27,356	\$29,886
1962	46	6	35.38%	\$44,475	\$48,180
1963	39	6	38.61%	\$31,357	\$357,204
1964	44	5	34.38%	\$23,137	\$48,995
1965	53	5	38.69%	\$15,277	\$45,953
1966	74	16	44.31%	\$109,908	\$306,791
1967	63	9	38.89%	\$55,059	\$957,007
1968	67	12	32.06%	\$62,250	\$89,960
1969	59	5	32.60%	\$33,531	\$957,361
1970	58	6	33.33%	\$47,150	\$60,853
1971	78	9	41.05%	\$84,963	\$233,073
1972	44	7	21.89%	\$85,133	\$147,088
1973	56	8	28.57%	\$507,164	\$571,027

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1974	52	9	24.76%	\$34,376	\$907,979
1975	24	2	13.87%	\$14,740	\$17,988
1976	45	2	22.73%	\$11,146	\$12,596
1977	30	0	18.87%	\$32,108	\$32,758
1978	35	5	20.47%	\$16,073	\$22,473
1979	24	4	13.79%	\$9,200	\$14,650
1980	24	1	16.11%	\$6,617	\$7,787
1981	37	3	18.41%	\$34,350	\$36,330
1982	27	2	13.50%	\$11,084	\$16,614
1983	30	2	16.67%	\$15,728	\$142,613
1984	19	2	12.34%	\$12,754	\$17,619
1985	14	0	8.00%	\$685	\$51,250
1986	16	2	7.96%	\$7,120	\$7,320
1987	13	0	5.56%	\$2,580	\$2,830
1988	13	1	10.24%	\$4,078	\$4,464
1989	10	0	5.41%	\$1,295	\$1,820
1990	11	0	5.85%	\$1,920	\$2,090
1991	22	2	8.49%	\$55,789	\$56,985
1992	8	1	4.26%	\$1,570	\$3,190
1993	14	1	7.49%	\$4,965	\$57,715
1994	12	5	9.84%	\$39,935	\$44,810
1995	22	1	12.72%	\$3,547	\$7,342
1996	22	1	11.89%	\$3,334	\$3,559
1997	15	1	7.94%	\$4,966	\$5,566
1998	12	0	7.06%	\$2,536	\$4,690
1999	8	0	4.10%	\$559	\$3,961
2000	12	0	5.15%	\$1,740	\$1,890
2001	20	1	7.72%	\$4,764	\$3,708
2002	21	1	10.94%	\$3,019	\$5,060
2003	19	2	8.44%	\$7,415	\$10,430
2004	19	0	7.31%	\$2,012	\$4,034
2005	16	1	6.23%	\$6,778	\$10,103
2006	19	1	7.36%	\$3,026	\$4,869
2007	9	0	3.44%	\$191	\$1,661
2008	17	0	5.45%	\$740	\$3,355
2009	8	0	2.97%	\$1,704	\$2,354
2010	20	0	5.78%	\$1,534	\$1,869
2011	19	0	5.74%	\$730	\$1,252

CLASS OF	# OF DONORS	# OF GOUCHER SOCIETY MEMBERS	GRAND TOTAL CLASS PARTICIPATION %	FY 2020-21 GREATER GOUCHER FUND TOTAL GIVEN	GRAND TOTAL CLASS AMOUNT IN FY 2020-21
2012	19	0	6.29%	\$530	\$1,185
2013	10	0	3.26%	\$1,075	\$1,140
2014	18	2	6.77%	\$1,185	\$6,822
2015	13	1	4.59%	\$2,931	\$4,188
2016	26	0	8.61%	\$874	\$1,998
2017	18	0	6.08%	\$390	\$935
2018	19	0	6.15%	\$1,206	\$1,813
2019	16	0	5.63%	\$303	\$1,095
2020	10	0	3.34%	\$436	\$911
Total	1,980	197	14.59%		\$7,676,544

GRADUATE PROGRAMS ALUMNI*	# OF DONORS	# OF GOUCHER SOCIETY MEMBERS	GRAND TOTAL CLASS PARTICIPATION	FY 2020-21 GREATER GOUCHER FUND TOTAL GIVEN	GRAND TOTAL CLASS AMOUNT IN FY 2020-21
	51	3	1.1%	\$1,851	\$8,536

* Graduate program alumni count only includes those that hold ONLY a graduate degree from Goucher; does not include those with dual degrees (UG and GR degrees). Dual degree alumni (UG and GR degrees) from Goucher are only included in the UG class listing.