

BURFC Alumni Endowment Fund (2025)

The BURFC Alumni Endowment Fund was created by alumni of the Bishops Gaiters Men's Rugby team to raise and invest funds for the long-term health and sustainability of both the Men's and Women's rugby teams.



TIMELINE

Q1 2025

- **Q1 Status:** The endowment fund is currently in its infancy but with every phone call more interest and excitement was generated. Initially, the focus was on fund awareness, with the beginning of fund-raising
- A goal of \$100K by the end of the year was set
- Roger Hardy and the Hardy Family Foundation generously offered to match every donation up to \$100K.

Q2 2025

- **Q2 Status:** New donations in the quarter totalled \$6,061
- Additional pledges total \$18,500
- Alumnus, Shaun Pais, organized a game against Val Cartier in Montreal where we had a good turnout of alumni on the field but also to watch.
- We also launched our official Instagram handle called @bishopsalumnirfc where we keep everyone up to date on all things BU Rugby as well as our new email bishopsalumnirfc@gmail.com.

Q3 2025

- **Q3 Status:** New donations totalled \$108,087
- Additional pledges total \$10,000
- In Ottawa on August 1st, Omar Tareen organized a pregame reception drawing a crowd of over 30 people from as far as Singapore. Barb Gillie shared her experiences as a Gaiter and Sophia Mrak a current women's player described the expectations of being a Gaiter as well as some highlights of the upcoming season. Over \$5,500.00 for the endowment was raised at this event

Q4 2025

- **Q4 Status:** New donations of \$22,775
- **New goals:** Our short-term goal has now been changed to align with the 2028 reunion where we're hoping to have raised \$300K. An initial donation to the program of \$15K would be made that weekend from the endowment. In the mid/longer term the goal is to have the endowment reach \$750K by 2035.
- Looking ahead, we aim to continue growing the endowment fund to further amplify our support for the club's long-term financial success.

Balance: \$1,432

Balance: \$7,493

Balance: \$115,580

Balance: \$138,355

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GROWING THE FUND

5 donors are making donations between \$25 and \$150 a month, in addition to the one-time donations from alumni. There are also 7 or 8 alumni who have agreed to contribute annually in amounts of \$1-5K.

The alumni group has organized events for alumni of both the men's and the women's team which have raised as much as \$5,500.00 per event. Events are scheduled around rugby things; i.e. RC games or alumni games. These tend to trigger a lot of people to come out and helps get the word out. We typically don't pass the hat around; however we always bring up the 2 options to support the program monetarily through the direct fund with the university and through the CRF alumni fund. We've created an annual schedule where we always do an Ottawa meet up for Super Saturday, Vancouver 7s, and a minimum of 1 alumni game late summer or into the fall during the University schedule.

The fund has also benefitted from the Canadian Rugby Foundation's matching contributions which reached the maximum \$20,000, and from Roger Hardy's and the Hardy Foundation's matching pledge which was generously topped up and contributed the full \$100,000 pledged.

RESULTS

In one of the fastest growing new funds at the Foundation, the BU RFC Alumni Endowment Fund has grown from a zero start to over \$135,000 (surpassing the original \$100,000 goal for the inaugural year) since its beginning in February 2025 through December 2025.



LESSONS LEARNED

1. Start by building awareness for the new fund among alumni, current players, parents, and others from the university community
2. If not already planned, consider a joint Men's and Women's University Fund
3. Encourage monthly donations - even as small as \$20/month - which have shown to account for larger donations over time. And longer-lasting commitments to the fund.
4. Build the fund as quickly as possible to \$20K to start earning the Foundation's matching grants
5. Encourage major gifts such as the Hardy pledge, and bequests in wills and estate planning to accelerate fund growth
6. Keep adjusting goals (upwards) as interim goals are achieved
7. **Personally contacting people has produced the best results. Newsletters are great to introduce the endowment but a personal call yields the best donation results.**