

# ANNUAL REPORT ON OPERATIONS 2022-2023

THE ROTARY FOUNDATION  
OF ROTARY INTERNATIONAL



The  
**Rotary**  
Foundation



# THE ROTARY FOUNDATION

## ANNUAL REPORT ON OPERATIONS

### 2022-23

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## INTRODUCTION

The Rotary Foundation 2022-23 Annual Report on Operations offers a comprehensive look at what we've achieved in our mission of helping Rotary members advance world understanding, goodwill, and peace by improving health, providing quality education, protecting the environment, and alleviating poverty. The Foundation is also a recognized leader in efforts to eradicate polio and promote peace.

Rotary members and friends of Rotary support our work through voluntary contributions, which help fund both our local service projects and our global initiatives. Your club or district can apply for grants from the Foundation to invest in projects and provide scholarships. This report is a resource for those engaged at a high level in our Foundation's work.

## PHILANTHROPY

### PHILANTHROPY SUMMARY

Rotary's philanthropic activities provide the financial resources necessary to implement Foundation programs, which improve the lives of millions of people around the world.

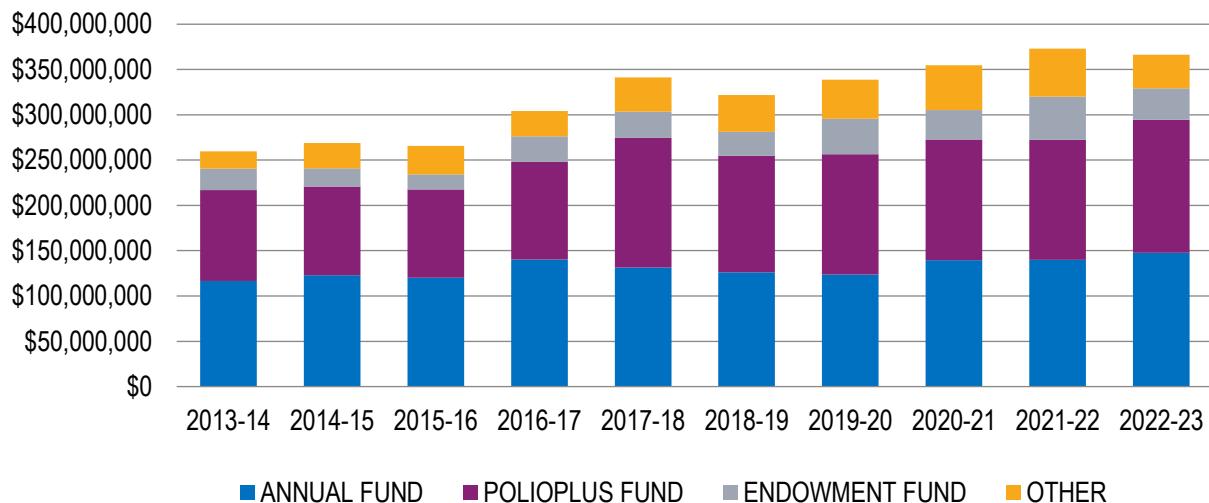
Contribution summary	2022-23 unaudited	2022-23 goal	Cumulative
Annual Fund	\$147.6 million	\$135.0 million	\$3.3 billion
Endowment Fund	\$34.6 million	\$40.0 million	\$529.2 million
PolioPlus Fund	\$147.1 million	\$135.0 million	\$2.2 billion
Other*	\$37.2 million	\$45.0 million	\$417.7 million
<b>Total outright contributions</b>	<b>\$366.5 million</b>	<b>\$355.0 million</b>	<b>\$6.5 billion</b>
Total new expectancies to the Endowment Fund	\$49.3 million	\$60.0 million	\$947 million
Polio transfers**	\$11.2 million	\$15.0 million	-
<b>Grand total</b>	<b>\$427.0 million</b>	<b>\$430.0 million</b>	<b>-</b>

Amounts have been rounded.

\*Includes global grant cash, directed gifts, and contributions to the donor advised fund.

\*\*District Designated Fund transfers and the resulting World Fund match, affinity card royalties, and donor advised fund transfers to PolioPlus. Does not include a \$0.9 million transfer from the World Fund.

## TOTAL OUTRIGHT CONTRIBUTIONS



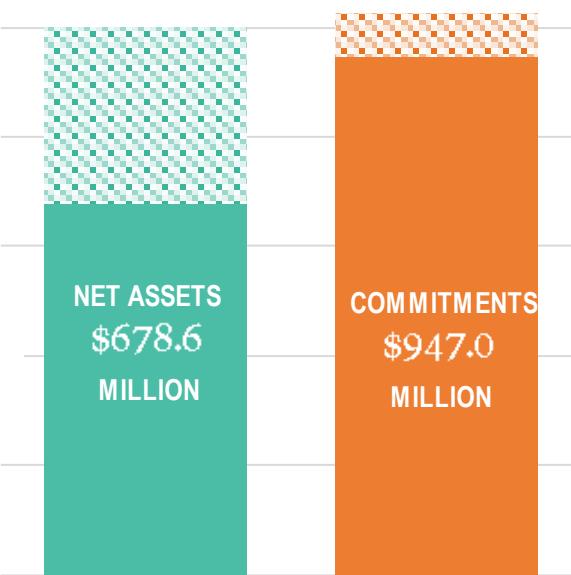
## BUILDING THE ROTARY FOUNDATION ENDOWMENT: 2025 BY 2025

The Foundation has a goal of reaching \$1.0 billion in net assets (invested funds) and \$1.025 billion in commitments for future gifts, totaling \$2.025 billion for the Endowment, by the year 2025. The goal consists of three objectives: raising awareness of Rotary's Endowment, soliciting new outright gifts and commitments, and stewarding existing donors.



COMBINED TOTAL = \$1.626 billion  
Remainder to goal = \$399 million

Goal \$1billion + \$1.025 billion =  
\$2.025 billion



## TOP 30 GIVING COUNTRIES

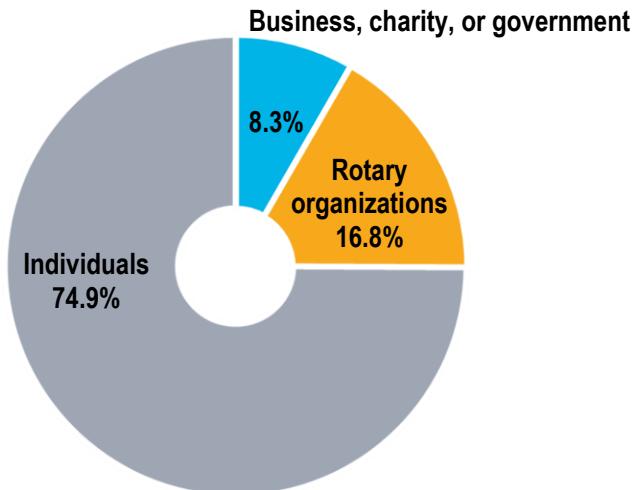
Rank	Country	Rotarians	% of All Members	Clubs	% of All Clubs	Annual Fund	PolioPlus Fund	Other Funds	Endowment Fund	Total Contributions	Annual Fund Per Capita
1	United States*	277,424	24%	7,355	20%	\$47,410,236	\$118,377,928	\$6,177,247	\$22,550,864	\$194,516,275	\$170.89
2	India	165,177	14%	4,476	12%	\$8,943,470	\$2,074,035	\$16,883,672	\$3,443,792	\$31,344,969	\$54.14
3	Korea	63,858	5%	1,692	5%	\$17,930,212	\$567,986	\$1,220,753	\$3,703,216	\$23,422,167	\$280.78
4	Taiwan	33,083	3%	938	3%	\$8,783,751	\$1,965,759	\$3,272,689	\$3,854,522	\$17,876,721	\$265.51
5	Japan	82,276	7%	2,214	6%	\$11,889,353	\$2,657,411	\$288,379	\$1,496,258	\$16,331,401	\$144.51
6	Philippines	26,338	2%	951	3%	\$4,087,680	\$870,731	\$817,391	\$1,173,308	\$6,949,110	\$155.20
7	Canada	19,172	2%	696	2%	\$3,804,717	\$1,224,393	\$897,936	\$818,367	\$6,745,413	\$198.45
8	Germany	57,423	5%	1,124	3%	\$4,387,462	\$1,622,131	\$258,586	\$26	\$6,268,205	\$76.41
9	Australia	23,652	2%	1,008	3%	\$3,009,564	\$886,453	\$684,515	\$459,836	\$5,040,368	\$127.24
10	Brazil	49,295	4%	2,351	6%	\$3,870,775	\$508,761	\$355,292	\$85,492	\$4,820,320	\$78.52
11	Italy	38,022	3%	933	3%	\$3,331,621	\$903,755	\$151,000	\$317,338	\$4,703,714	\$87.62
12	France	27,766	2%	1,087	3%	\$2,190,431	\$896,050	\$123,571	\$6,741	\$3,216,793	\$78.89
13	UK	34,937	3%	1,541	4%	\$1,991,076	\$816,327	\$178,482	\$86,242	\$3,072,127	\$56.99
14	Nigeria	14,800	1%	506	1%	\$1,360,208	\$528,696	\$111,288	\$239,358	\$2,239,550	\$91.91
15	Mexico	9,125	1%	585	2%	\$1,329,570	\$277,727	\$239,289	\$104,654	\$1,951,240	\$145.71
16	Switzerland	13,168	1%	221	1%	\$872,191	\$407,954	\$104,808	\$35,719	\$1,420,672	\$66.24
17	Thailand	7,428	1%	336	1%	\$972,188	\$60,399	\$103,996	\$128,750	\$1,265,333	\$130.88
18	Singapore	809	0%	23	0%	\$530,244	\$100,179	\$39,602	\$504,555	\$1,174,580	\$655.43
19	Belgium	9,322	1%	269	1%	\$702,452	\$295,476	\$63,554	\$1,020	\$1,062,502	\$75.35
20	Uganda	5,882	1%	167	0%	\$505,183	\$128,903	\$226,629	\$158,444	\$1,019,159	\$85.89
21	Austria	8,449	1%	164	0%	\$752,944	\$81,433	\$58,839	\$1,102	\$894,318	\$89.12
22	Netherlands	15,013	1%	481	1%	\$661,563	\$172,173	\$25,359	\$4,684	\$863,779	\$44.07
23	Hong Kong	2,083	0%	80	0%	\$613,542	\$106,985	\$70,590	\$64,260	\$855,377	\$294.55
24	Bangladesh	12,545	1%	489	1%	\$181,394	\$27,857	\$447,566	\$55,125	\$711,942	\$14.46
25	New Zealand	6,193	1%	217	1%	\$416,291	\$118,350	\$120,980	\$220	\$655,841	\$67.22
26	Nepal	5,762	0%	152	0%	\$228,657	\$28,046	\$200,196	\$116,175	\$573,074	\$39.68
27	Argentina	8,387	1%	556	2%	\$298,060	\$132,538	\$79,514	\$1,241	\$511,353	\$35.54
28	Sweden	16,602	1%	412	1%	\$215,278	\$225,647	\$56,127	\$8,977	\$506,029	\$12.97
29	Spain	4,509	0%	242	1%	\$275,537	\$138,274	\$82,007	\$5,439	\$501,257	\$61.11
30	Denmark	8,226	1%	241	1%	\$211,389	\$86,666	\$36,278	\$141,354	\$475,687	\$25.70
	<b>Total</b>	<b>1,046,726</b>	<b>90%</b>	<b>31,507</b>	<b>86%</b>	<b>\$131,757,039</b>	<b>\$136,289,023</b>	<b>\$33,376,135</b>	<b>\$39,567,079</b>	<b>\$340,989,276</b>	<b>\$125.88</b>

\*U.S. contributions include \$100 million from the Bill & Melinda Gates Foundation for PolioPlus.

## OUR DONOR BASE

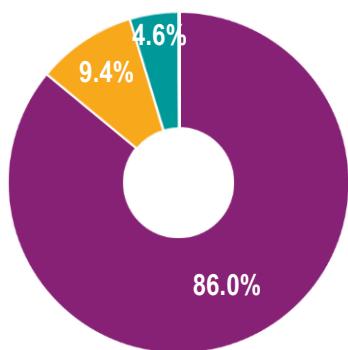
### 2022-23 PERCENTAGE OF TOTAL OUTRIGHT CONTRIBUTIONS BY SOURCE

Excludes contributions received from the Bill & Melinda Gates Foundation.

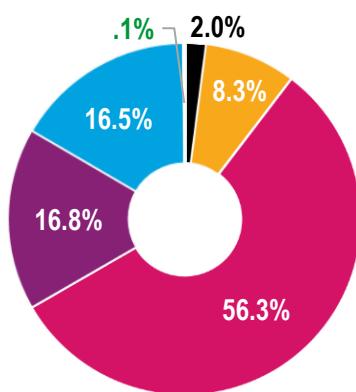


#### INDIVIDUALS

- Active Rotarian
- Former Rotarian
- Non-Rotary Member

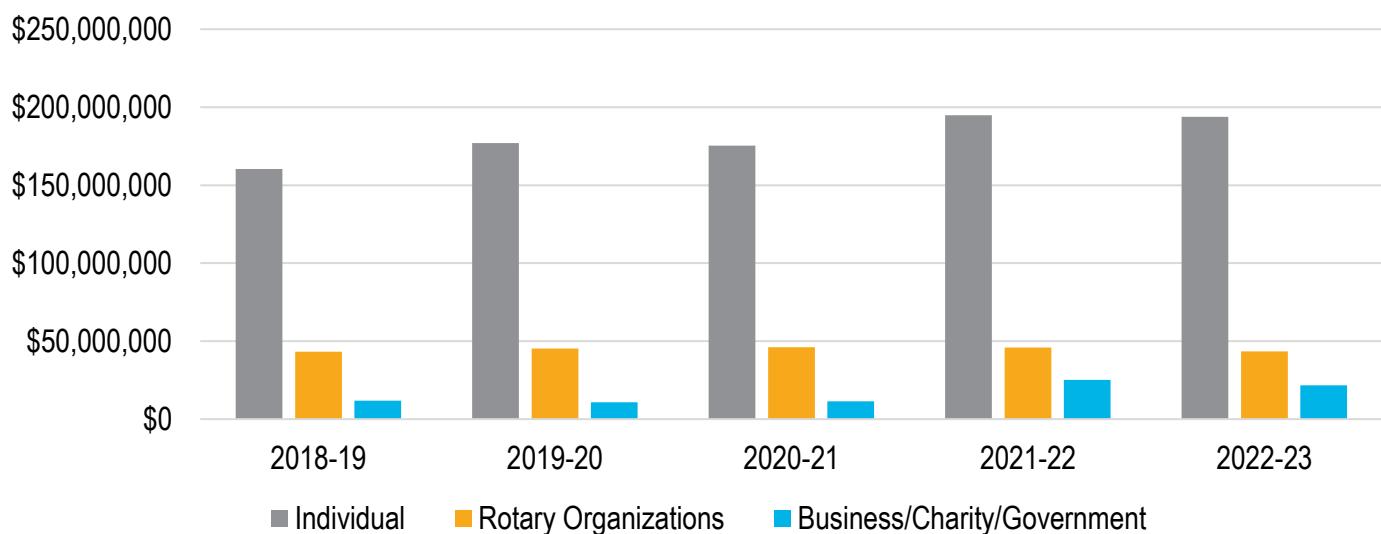


#### ORGANIZATIONS



#### CONTRIBUTIONS BY SOURCE

Excludes contributions received from the Bill & Melinda Gates Foundation and the RI Board.



## TOTAL YEARLY CONTRIBUTIONS BY AMOUNT

Contributions from individuals, corporations, and charities. Does not include contributions from club or district foundations, the RI Board, or the Bill & Melinda Gates Foundation.

Donor support by contribution level: 2019-20 to 2022-23									
Gift level	2019-20		2020-21		2021-22		2022-23		
	Donors	Contributions	Donors	Contributions	Donors	Contributions	Donors	Contributions	
\$1,000,000	6	\$12,255,267	6	\$6,838,331	8	\$18,823,641	6	\$11,575,170	
\$500,000	8	\$4,993,910	6	\$3,627,505	7	\$4,112,941	9	\$5,834,378	
\$250,000	36	\$10,043,683	30	\$8,665,687	31	\$9,264,845	44	\$13,567,876	
\$100,000	123	\$20,332,652	109	\$17,360,726	139	\$22,752,854	147	\$25,418,238	
\$50,000	114	\$7,231,291	115	\$7,541,197	148	\$9,447,054	138	\$8,923,923	
\$25,000	280	\$8,717,478	272	\$8,518,819	354	\$10,800,286	381	\$11,854,951	
\$10,000	1,105	\$13,663,092	1,291	\$16,257,655	1,443	\$18,166,309	1,314	\$16,540,788	
\$5,000	1,325	\$8,603,299	1,396	\$9,038,686	1,700	\$10,852,996	1,551	\$10,069,458	
\$1,000	38,892	\$49,969,320	42,134	\$55,138,374	45,315	\$60,219,603	45,290	\$59,213,325	
\$500	16,756	\$10,465,391	17,933	\$11,092,619	18,484	\$11,654,341	17,391	\$10,949,468	
\$100	233,861	\$35,659,803	240,457	\$37,244,320	235,958	\$37,280,888	231,705	\$36,037,796	
\$50	52,357	\$3,524,310	50,032	\$3,307,696	50,465	\$3,404,987	51,093	\$3,400,869	
\$25	54,530	\$1,653,221	62,919	\$1,866,684	62,666	\$1,870,848	67,927	\$2,016,702	
\$1	58,862	\$570,363	55,061	\$576,142	58,276	\$618,834	67,264	\$749,017	
<b>Total</b>	<b>458,255</b>	<b>\$187,683,079</b>	<b>471,761</b>	<b>\$187,074,441</b>	<b>474,994</b>	<b>\$219,270,427</b>	<b>484,260</b>	<b>\$216,151,959</b>	

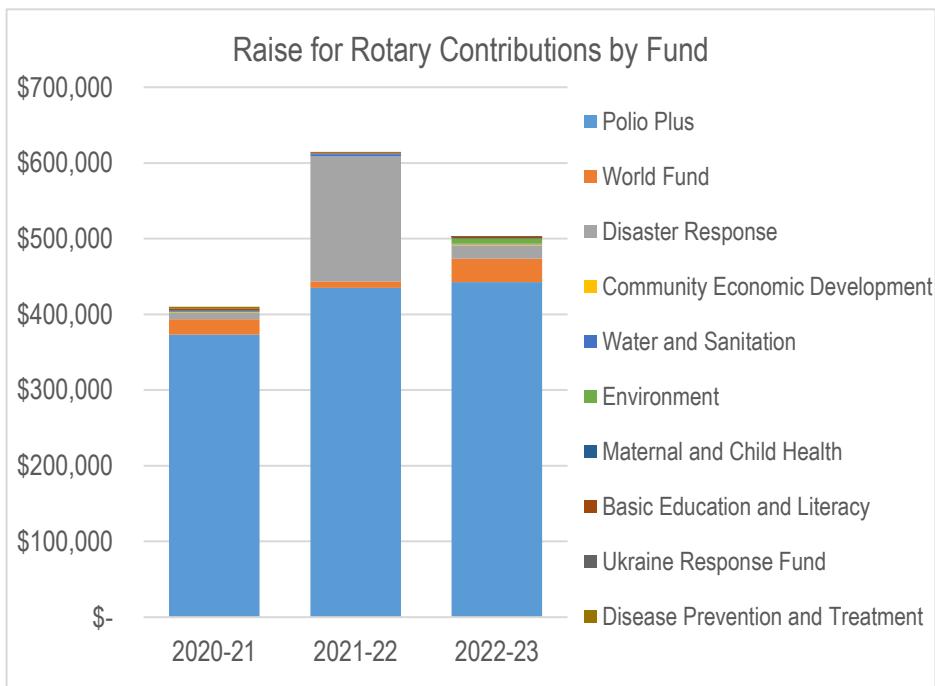
## DONOR ENGAGEMENT

The Donor Engagement team, established in 2017-18, creates worldwide philanthropic communications. As the team tests new initiatives and strategically segments our global donor base, we continue to increase fundraising and engagement.

During 2022-23, we completed 97 philanthropic communication campaigns. This includes 44 fundraising campaigns and 53 donor stewardship campaigns. These pieces feature variable content to target different donor groups based on their giving history, language, region, and membership. Our communications centered on themes such as Giving Tuesday, Give the Gift of Rotary, World Water Day, and the end of the Rotary year. This was a record-breaking year, and the communications created and distributed by the Donor Engagement team helped generate more than \$36 million — a nearly 3% increase from the previous year.

	Gifts made	Average gift	Total campaigns	Total campaigns including segments	Funds raised
2022-23	261,688	\$138	97	767	\$36,054,297
2021-22	216,586	\$162	74	1,037	\$35,063,637
2020-21	217,851	\$149	68	730	\$32,527,374
2019-20	167,327	\$127	60	492	\$21,306,131
2018-19	140,314	\$136	56	451	\$19,038,774

Our peer-to-peer platform Raise for Rotary, launched in 2020-21, has supported more than 2,050 fundraisers. These fundraisers attracted contributions from members and nonmembers, raising more than \$1.5 million from 12,175 donors in more than 120 countries.



## INDIVIDUAL AND CLUB PARTICIPATION IN FUNDS

### ALL FUNDS

Average giving includes all cash contributions to the Annual Fund, Endowment Fund, PolioPlus Fund, and other funds, but not gifts from the Bill & Melinda Gates Foundation or Rotary International.

### INDIVIDUAL PARTICIPATION IN ALL FUNDS

	Individual contributors	Rotarian contributors	Percentage of Rotarians contributing	Total giving per Rotarian*
2022-23	480,511	455,852	39.1%	\$217.39
2021-22	471,164	443,272	38.1%	\$231.24
2020-21	468,088	442,010	37.6%	\$208.55
2019-20	454,603	433,625	36.5%	\$196.99
2018-19	441,995	422,036	35.3%	\$192.30
<b>2013-23</b>	<b>1,297,223</b>	<b>1,180,524</b>	—	—

\*Total giving per Rotarian is calculated by the total amount contributed to each fund divided by Rotary membership as of 1 July 2022. Rotarian donors are those who were active members at the time of the contribution.

### CLUB PARTICIPATION IN ALL FUNDS

	Total clubs	Participating clubs	Percentage participating	100% participating districts*
2022-23	36,006	31,050	86.2%	142
2021-22	35,808	30,580	85.4%	131
2020-21	35,816	30,878	86.2%	142
2019-20	35,396	29,907	84.5%	120
2018-19	35,040	29,875	85.2%	138
<b>2013-23</b>	—	<b>40,554</b>	—	—

\*100% participating districts are districts in which every active Rotary club contributed to the corresponding fund.

## ANNUAL FUND

Annual Fund contributions can be further directed to SHARE, an area of focus, or the World Fund.

### ANNUAL FUND INDIVIDUAL PARTICIPATION

	Individual contributors	Rotarian contributors	Percentage of Rotarians contributing	Total giving per Rotarian*
2022-23	417,949	401,594	34.4%	\$114.68
2021-22	405,433	389,281	33.5%	\$113.59
2020-21	409,625	394,405	33.6%	\$112.17
2019-20	406,384	392,769	33.0%	\$103.60
2018-19	401,092	387,180	32.4%	\$105.95
<b>2013-23</b>	<b>1,173,203</b>	<b>1,104,168</b>	—	—

\*Total giving per Rotarian is calculated by the total amount contributed to the Annual Fund divided by Rotary membership as of 1 July 2022. Rotarian donors are those who were active members at the time of the contribution.

### ANNUAL FUND CLUB PARTICIPATION

	Total clubs	Participating clubs	Percentage participating	100% participating districts*
2022-23	36,006	29,255	81.3%	99
2021-22	35,808	28,481	79.5%	74
2020-21	35,816	29,186	81.5%	108
2019-20	35,396	27,873	78.8%	90
2018-19	35,040	28,001	79.9%	100
<b>2013-23</b>	—	<b>39,753</b>	—	—

\*100% participating districts are districts where every active club contributed to the Annual Fund.

## ENDOWMENT FUND

Endowment Fund contributions are invested, with the spendable earnings directed to the areas of focus, Rotary Peace Centers, SHARE, and the World Fund. The figures below do not include bequests and other revocable commitments.

### ENDOWMENT FUND INDIVIDUAL PARTICIPATION

	Individual contributors	Rotarian contributors	Percentage of Rotarians contributing	Average amount of yearly giving	Total giving per Rotarian*
2022-23	16,586	16,586	1.4%	\$2,167	\$34.36
2021-22	7,027	6,579	0.6%	\$6,769	\$43.53
2020-21	7,234	6,788	0.6%	\$4,403	\$28.75
2019-20	6,082	5,700	0.5%	\$6,425	\$31.10
2018-19	6,334	5,884	0.5%	\$4,242	\$22.86
<b>2013-23</b>	<b>45,410</b>	<b>41,916</b>	—	—	—

\*Total giving per Rotarian is calculated by the total amount contributed to the Endowment Fund divided by Rotary membership as of 1 July 2022. Rotarian donors are those who were active members at the time of the contribution.

### ENDOWMENT FUND CLUB PARTICIPATION

	Total clubs	Participating clubs	Percentage participating	100% participating districts*
2022-23	36,006	3,167	8.8%	0
2021-22	35,808	2,865	8.0%	0
2020-21	35,816	2,833	7.9%	0
2019-20	35,396	2,578	7.3%	0
2018-19	35,040	2,636	7.5%	0
<b>2013-23</b>	<b>—</b>	<b>10,134</b>	—	—

\*100% participating districts are districts where every active club contributed to the Endowment Fund.

## POLIOPLUS FUND

### POLIOPLUS FUND INDIVIDUAL PARTICIPATION

	Individual contributors	Rotarian contributors	Percentage of Rotarians contributing	Total giving per Rotarian*
2022-23	152,853	144,388	12.4%	\$32.64
2021-22	149,626	139,804	12.0%	\$28.11
2020-21	148,404	137,297	11.7%	\$28.29
2019-20	129,545	122,115	10.3%	\$27.95
2018-19	117,001	110,483	9.2%	\$29.96
<b>2013-23</b>	<b>483,691</b>	<b>435,465</b>	—	—

\*Total giving per Rotarian is calculated by the total amount contributed to the PolioPlus Fund divided by Rotary membership as of 1 July 2022. Rotarian donors are those who were active members at the time of the contribution.

### POLIOPLUS FUND CLUB PARTICIPATION

	Total clubs	Participating clubs	Percentage participating	100% participating districts*
2022-23	36,006	21,069	58.5%	30
2021-22	35,808	20,478	57.2%	27
2020-21	35,816	20,200	56.4%	29
2019-20	35,396	19,034	53.8%	30
2018-19	35,040	18,054	51.5%	33
<b>2013-23</b>	—	<b>34,705</b>	—	—

\*100% participating districts are districts where every active club contributed to the PolioPlus Fund.

## OTHER FUNDS

Other funds include cash contributions for global grants, directed gifts, the donor advised fund, Disaster Response Fund, and other approved programs.

### OTHER FUNDS INDIVIDUAL PARTICIPATION

	Individual contributors	Rotarian contributors	Percentage of Rotarians contributing	Total giving per Rotarian*
2022-23	27,623	25,923	2.2%	\$31.94
2021-22	44,556	40,617	3.5%	\$37.75
2020-21	16,822	15,480	1.3%	\$28.95
2019-20	19,412	18,236	1.5%	\$29.66
2018-19	9,262	8,835	0.7%	\$20.05
<b>2013-23</b>	<b>115,138</b>	<b>106,092</b>	—	—

\*Total giving per Rotarian is calculated by the total amount contributed to other funds divided by Rotary membership as of 1 July 2022. Rotarian donors are those who were active members at the time of the contribution.

### OTHER FUNDS CLUB PARTICIPATION

	Total clubs	Participating clubs	Percentage participating	100% participating districts
2022-23	36,006	6,821	18.9%	0
2021-22	35,808	10,055	28.1%	1
2020-21	35,816	4,942	13.8%	0
2019-20	35,396	4,327	12.2%	1
2018-19	35,040	3,584	10.2%	0
<b>2013-23</b>	—	<b>20,309</b>	—	—

## ONLINE CONTRIBUTIONS

	All donors / individuals	Percentage of individual donors	Total contributed online	Percentage of total contributions	Total outright contributions
2022-23	139,140 / 136,125	28.3%	\$32.4 million	8.8%	\$366.4 million
2021-22	135,284 / 132,281	28.1%	\$35.4 million	9.5%	\$373.0 million
2020-21	128,093 / 125,413	26.8%	\$31.9 million	9.0%	\$354.8 million
2019-20	113,719 / 111,505	24.5%	\$24.5 million	7.2%	\$338.8 million
2018-19	75,501 / 73,787	16.7%	\$18.5 million	5.7%	\$321.9 million
<b>2013-23</b>	<b>393,360 / 384,415</b>	<b>29.6%</b>	<b>\$204.0 million</b>	<b>—</b>	<b>—</b>

## ROTARY DIRECT

	Rotary Direct participants	Donors of \$1,000+	Average annual Rotary Direct contribution	Total Rotary Direct contributions	Change in total contributions from previous year
2022-23	25,486	5,522	\$465	\$11.8 million	5.4%
2021-22	24,201	4,769	\$461	\$11.2 million	7.7%
2020-21	22,870	4,774	\$455	\$10.4 million	8.4%
2019-20	21,683	4,265	\$443	\$9.6 million	2.2%
2018-19	20,935	4,360	\$449	\$9.4 million	6.2%
<b>2013-23</b>	<b>44,263</b>	<b>10,753</b>	<b>\$433</b>	<b>\$84.4 million</b>	<b>12.1%</b>

## PAUL HARRIS SOCIETY

	Paul Harris Society members	Outright contributions (Annual Fund only)	Percentage of total Annual Fund contributions	Outright contributions (PHS-eligible funds)	Percentage of PHS-eligible fund contributions (without the Gates Foundation or donor advised fund)
2022-23	31,813	\$29.8 million	20.2%	\$42.1 million	16.7%
2021-22	29,398	\$27.8 million	19.8%	\$41.4 million	19.1%
2020-21	27,269	\$24.8 million	17.8%	\$35.5 million	16.9%
2019-20	25,730	\$23.4 million	18.9%	\$33.7 million	17.4%
2018-19	23,344	\$22.3 million	17.7%	\$30.6 million	16.3%

## MAJOR GIFTS

A major gift is an irrevocable gift of \$10,000 or more. It can include: outright cash gifts, stock, donor advised fund grants, individual retirement accounts, realized estate gifts, full-face amount of new pledges, and full-face amount life income agreements. A major gift does not include pledge payments, revocable deferred gifts, or the Gates Foundation match.

	Major gifts	Percentage of gifts solicited*	Amount of major gifts	Amount of Gates Foundation gifts	Total amount
2022-23	2,054	20.7%	\$92.5 million	\$100.0 million	\$192.4 million
2021-22	2,131	20.7%	\$92.6 million	\$100.0 million	\$192.6 million
2020-21	1,876	26.1%	\$65.8 million	\$100.0 million	\$165.8 million
2019-20	1,770	26.2%	\$81.4 million	\$100.0 million	\$181.4 million
2018-19	1,501	24.8%	\$60.1 million	\$92.7 million	\$152.8 million
2017-18	1,587	23.4%	\$64.4 million	\$107.3 million	\$171.7 million
2016-17	1,572	27.2%	\$67.6 million	\$70.0 million	\$137.6 million
2015-16	1,128	19.6%	\$37.6 million	\$70.0 million	\$107.6 million
2014-15	1,057	22.9%	\$54.8 million	\$80.0 million	\$134.8 million
2013-14	985	24.0%	\$42.2 million	\$90.0 million	\$132.2 million

\*Solicited gifts are the result of a direct solicitation of the donor by a Rotary volunteer or Foundation gifts officer.

## MAJOR GIFTS BY DESIGNATION\*

	Designation	Number of gifts	Amount of major gifts	Total number of gifts	Total amount of major gifts
Annual Fund	Areas of focus	17	\$0.4 million	593	\$11.1 million
	SHARE	561	\$10.1 million		
	World Fund	15	\$0.6 million		
Endowment Fund	Global grants	77	\$4.7 million	534	\$31.5 million
	Rotary Peace Centers	46	\$5.5 million		
	SHARE	314	\$11.2 million		
	World Fund	76	\$6.3 million		
	Other	21	\$3.8 million		
PolioPlus Fund		133	\$9.7 million	133	\$9.7 million
Directed gifts	Global grants	72	\$3.0 million	81	\$4.0 million
	Rotary Peace Centers	3	\$0.1 million		
	Other	6	\$0.9 million		
Disaster Response Fund		21	\$0.3 million	21	\$0.3 million
Global grant cash		172	\$3.9 million	172	\$3.9 million
Undesignated pledges		133	\$18.1 million	133	\$18.1 million
Corporate Social Responsibility		176	\$7.2 million	176	\$7.2 million
Multiple purposes**		211	\$6.7 million	211	\$6.7 million
<b>Totals</b>			<b>2,054</b>		<b>\$92.5 million</b>

\*Includes the value of life income agreements and outside charitable trusts.

\*\*Includes donations from people who asked that their gifts be used for multiple purposes.

## 2022-23 MAJOR GIFTS BY COUNTRY

	New major gifts	Change from 2020-21	Amount of new major gifts	Change from 2021-22
USA	692	-12.4%	\$45.4 million	-6.4%
India	469	27.8%	\$19.7 million	39.7%
Taiwan	305	-2.2%	\$7.5 million	-10.7%
Korea (South)	139	-27.2%	\$4.2 million	-40.8%
Philippines	71	57.8%	\$3.7 million	208.3%
Japan	68	-34.6%	\$1.7 million	-29.2%
Canada	39	-35.0%	\$2.2 million	-42.1%
Nigeria	26	-29.7%	\$0.9 million	28.6%
Australia	22	-4.3%	\$1.1 million	37.5%
Brazil	21	16.7%	\$0.6 million	0.0%
Thailand	21	40.0%	\$0.2 million	-71.4%

\*Excludes \$100 million from the Bill & Melinda Gates Foundation match.

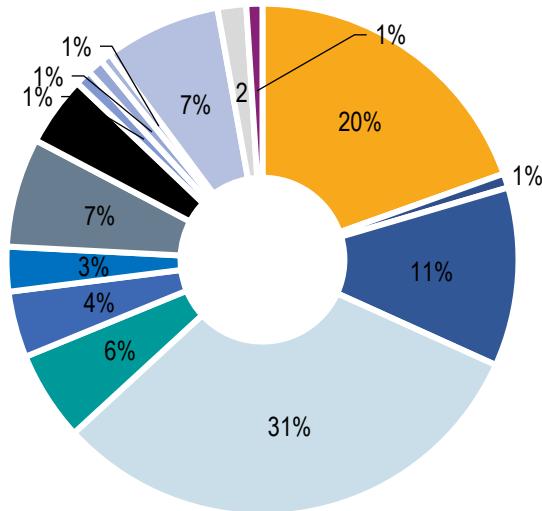
## 2022-23 MAJOR GIFT SOLICITATIONS

A solicitation is the proactive presentation of a proposal for a specific gift amount and designation. Solicitations may be made for outright gifts, major gift pledges, bequests, life income agreements, or donor advised fund accounts. Note that a gift solicited in one Rotary year might not be received in the same year.

Designation	Proposals	Proposal amount
Annual Fund — SHARE	173	\$6.8 million
Annual Fund — World Fund	8	\$0.8 million
Annual Fund — Areas of Focus	100	\$9.3 million
Endowment Fund — SHARE	278	\$32.0 million
Endowment Fund — World Fund	50	\$11.0 million
Endowment Fund — Global Grants	37	\$3.9 million
Endowment Fund — Other	25	\$0.6 million
PolioPlus Fund	61	\$8.8 million
Rotary Peace Centers	39	\$3.7 million
Global Grants Cash	9	\$0.4 million
Tracked Gifts	9	\$0.9 million
Disaster Response	6	\$0.1 million
Undesignated Pledges	65	\$8.2 million
Donor Advised Fund	16	\$1.2 million
No designation	9	\$0.7 million
<b>Total</b>	<b>885</b>	<b>\$88.4 million</b>

## SOLICITATIONS BY DOLLAR AMOUNT

- Annual Fund — SHARE
- Annual Fund — World Fund
- Endowment Fund — SHARE
- Endowment Fund — World Fund
- Endowment Fund — global grants
- Endowment Fund — other
- PolioPlus Fund
- Rotary Peace Centers
- Global grants cash
- Tracked gifts
- Disaster relief/recovery
- Undesignated pledges
- Donor advised fund



## REALIZED ESTATE GIFTS

Estate gifts can include diverse planned giving vehicles, including bequests, charitable gift annuities, charitable remainder and lead trusts, gifts of retirement plan assets, and life insurance. Many of these gifts go to the Endowment Fund. The following realized estate gifts were for planned and legacy gifts exceeding \$10,000 and were received after the donor's death.

	Major gifts from realized estates	Total amount of major gifts from realized estates
2022-23	105	\$13.7 million
2021-22	103	\$13.4 million
2020-21	106	\$10.7 million
2019-20	86	\$14.1 million
2018-19	82	\$7.9 million
2017-18	94	\$9.0 million
2016-17	93	\$15.2 million
2015-16	75	\$4.9 million
2014-15	68	\$5.0 million
2013-14	102	\$8.8 million

## NEW NAMED ENDOWED FUNDS BY COUNTRY AND SPENDING DESIGNATION

A total of 267 named endowed funds were established in 2022-23.

Country	New endowments	Total
United States	86	1,088
India	60	509
Korea	36	253
Philippines	26	62
Taiwan	20	261
Other	39	608

Designation	New endowments	Total
SHARE	192	1,669
World Fund	37	414
Global grants	26	363
Rotary Peace Centers	12	322
PolioPlus	0	10
Other	0	3

## LIFE INCOME AGREEMENTS

Rotarians and others establish life income agreements when they want to receive benefits during their lifetime and, in some cases, the lifetime of their survivors while still leaving a legacy with The Rotary Foundation. The donor receives a U.S. tax receipt for a portion of the face value of the gift and receives payments for a specified period. Generally, the residual amount is transferred to the Endowment Fund when the survivor beneficiary dies. A charitable remainder trust can be funded with cash, real estate, publicly traded stock, closely held stock, and certain other assets.

	Charitable remainder trusts*	Percentage of gifts solicited	Charitable remainder trusts (face value)	Charitable gift annuities	Percentage of gifts solicited	Charitable gift annuities (face value)
2022-23	12	100%	\$2.3 million	33	100%	\$4.0 million
2021-22	9	100%	\$1.4 million	15	100%	\$1.0 million
2020-21	10	90%	\$1.7 million	9	100%	\$1.6 million
2019-20	8	100%	\$3.1 million	25	92%	\$2.6 million
2018-19	5	100%	\$1.3 million	29	65.5%	\$3.6 million
2017-18	8	87.5%	\$0.9 million**	19	84.2%	\$1.2 million**
2016-17	9	66.7%	\$2.3 million	30	90.0%	\$2.4 million
2015-16	8	100.0%	\$1.6 million	13	84.6%	\$0.5 million
2014-15	8	75.0%	\$3.0 million	27	92.6%	\$1.5 million
2013-14	11	72.7%	\$1.7 million	35	71.4%	\$1.5 million

\*Includes charitable remainder trust additions. \*\*Face values for 2017-18 have been adjusted from an earlier report.

## REVOCABLE COMMITMENTS AND OUTSIDE LIFE INCOME AGREEMENTS BY LEVEL

Joint gift level	\$1,000,000+			\$10,000-\$999,999			Total (including \$1,000-\$9,999)		
	Donors	Amount	Average	Donors	Amount	Average	Donors	Amount	Average
2022-23	9	\$22.8 million	\$2.5 million	417	\$26.1 million	\$62,592	702	\$49.3 million	\$70,210
2021-22	12	\$26.0 million	\$2.2 million	402	\$27.1 million	\$67,573	603	\$53.7 million	\$89,003
2020-21	16	\$44.5 million	\$2.8 million	383	\$24.3 million	\$63,541	775	\$69.4 million	\$89,592
2019-20	13	\$28.2 million	\$2.2 million	412	\$25.0 million	\$60,727	537	\$53.5 million	\$99,540
2018-19	15	\$25.2 million	\$1.7 million	646	\$38.0 million	\$58,831	960	\$63.8 million	\$66,486
2017-18	12	\$24.5 million	\$2.0 million	615	\$32.1 million	\$52,325	954	\$57.1 million	\$59,876

## DONOR ADVISED FUND

Individual Rotarians and Rotary-affiliated groups can open an account with \$10,000 or more and recommend grants to their favorite U.S.-based, IRS-approved charities at their convenience.

	Accounts	Contributions	Grants and transfers	Fair market value
2022-23	376	\$4.4 million	\$8.4 million	\$36.7 million
2021-22	378	\$9.6 million	\$7.2 million**	\$37.8 million
2020-21	373	\$12.2 million	\$10.5 million	\$40.2 million
2019-20	365	\$5.6 million	\$13.7 million	\$32.1 million
2018-19	353	\$26.9 million	\$23.0 million	\$39.4 million
2017-18	334	\$15.9 million	\$13.2 million	\$34.1 million
2016-17	303	\$11.0 million	\$8.7 million	\$30.1 million
2015-16	279	\$14.7 million	\$7.9 million	\$26.7 million
2014-15	255	\$10.5 million	\$8.8 million	\$19.2 million
2013-14	234	\$6.2 million	\$3.2 million	\$17.6 million

Solicitations for new donor advised fund accounts began in 2013-14.

\*\*Adjusted for 2021-22

## DONOR RECOGNITION SUMMARY

	2022-23	Cumulative
Arch Klumph Society members	152	1,416
Major Donors	3,550	48,165
Legacy Society members	9	222
Bequest Society members	368	15,267
Benefactors	2,643	114,220
Paul Harris Fellows	44,878	1,900,491

# INVESTMENTS

## INVESTMENTS SUMMARY

The Rotary Foundation's investments total approximately \$1.4 billion. They are divided into portfolios based on the type of contribution. The earnings then support programs and fund operating expenses. The investment strategy for a portfolio depends on the investment and financial objectives and the appropriate level of risk. Investment returns for each portfolio will vary. Rotary's investments are generally managed by external firms selected by Rotary's office of investment to implement the policies established by The Rotary Foundation Trustees.

Fund/Portfolio	Investment objective	Market value*	Investment return 2022-23
Endowment Fund	Growth	\$642 million	+8.1%
Annual Fund and Operating Reserve	Income and capital preservation	\$519 million	+1.0%
Donor Advised Fund**	Varies based on donor intent	\$37 million	+7.5%
PolioPlus Fund***	Capital preservation	\$43 million	+3.7%
Charitable Remainder Trusts**	Growth and income	\$31 million	+11.5%
Charitable Gift Annuities**	Growth and income	\$30 million	+10.5%
Pooled Income Fund	Income	\$1 million	+5.2%

\*Investment balances may not tie to fund balances reported on financial statements due to the timing of fund transfers.

\*\* Represents the average return across all assets invested in the portfolios.

\*\*\*Excludes contributions received from the Bill & Melinda Gates Foundation.

# PROGRAM SPENDING

## GRANTS AWARD SUMMARY

This table shows the grants awarded by The Rotary Foundation by program and type.

	2021-22	2022-23	Cumulative**
<b>Corporate Social Responsibility</b>			
Grants approved	N/A	42	42
Program awards	N/A	\$2.0 million	\$12.0 million
<b>Disaster Response Grants</b>			
Grants approved	207	321	929
Program awards	\$7.8 million	\$14.8 million	\$34.2 million
<b>District grants**</b>			
Grants approved	478	473	4,868
Program awards	\$27.2 million	\$26.2 million	\$270.4 million
<b>Donor Advised Fund</b>			
Grants approved	1,126	1,049	9,941
Program awards	\$9.8 million	\$5.9 million	\$99.7 million
<b>Global grants**</b>			
Grants approved	1,199	1,098	12,802
Program awards	\$72.7 million	\$54.6 million	\$771.6 million
<b>Partnership grants***</b>			
Grants approved	5	3	89
Program awards	\$1.5 million	\$2.0 million	\$7.8 million
<b>PolioPlus</b>			
Grants approved	44	47	N/A
Program awards	\$150.5 million	\$156.5 million	\$2.5 billion
<b>Programs of Scale grants</b>			
Grants approved	1	1	3
Program awards	\$2.0 million	\$2.0 million	\$6.0 million
<b>Rotary Peace Centers</b>			
Fellows approved*	117	130	1,487
Program awards	\$3.9 million	\$4.9 million	\$89.8 million

\*These figures do not include fellows who relinquished or were withdrawn from the program.

\*\*The cumulative figures include only grants approved since the full launch of the current grant model in July 2013.

\*\*\*Partnership grants include packaged grants, the Rotary-IEP partnership, and the WASH in Schools Target Challenge.

Program awards include payments for grants, accruals for approved grants that haven't yet been paid, currency exchange gains and losses, and return of funds and write-offs for closed, canceled, or relinquished grants.

## POLIOPLUS

Polio eradication is Rotary's top philanthropic priority. Since 1988, when Rotary began working with our partners in the Global Polio Eradication Initiative to immunize nearly 3 billion children worldwide, the incidence of polio has decreased by 99.9%.

## POLIOPLUS GRANTS

This table shows the grants awarded by The Rotary Foundation to UNICEF, the World Health Organization, and other agencies for polio eradication activities.

Date	Country/Region	Beneficiary	Amount	Purpose
Oct 2022	African Region	WHO	\$3,180,575	Technical Assistance
Oct 2022	Afghanistan	UNICEF	\$2,523,417	Vaccine
Oct 2022	Afghanistan	UNICEF	\$2,589,506	Social mobilization
Oct 2022	Afghanistan	WHO	\$4,472,600	Operational support
Oct 2022	Pakistan	UNICEF	\$8,936,547	Operational support
Oct 2022	Pakistan	UNICEF	\$5,701,053	Social mobilization
Oct 2022	Pakistan	WHO	\$9,117,400	Operational support
Oct 2022	UNICEF HQ	UNICEF	\$7,726,787	Social mobilization
Oct 2022	WHO HQ	WHO	\$5,752,115	Operational support
Jan 2023	Nigeria	WHO	\$2,675,000	Surveillance
Jan 2023	Afghanistan	WHO	\$7,062,000	Operational support
Jan 2023	Pakistan	WHO	\$7,085,434	Operational support
Jan 2023	Polio Research Committee	WHO	\$250,577	Research
Jan 2023	WHO HQ	WHO	\$3,133,000	Operational support
Jan 2023	Afghanistan	UNICEF	\$2,030,246	Social mobilization
Jan 2023	Afghanistan	UNICEF	\$1,535,009	Technical assistance
Jan 2023	Pakistan	UNICEF	\$6,189,998	Operational support
Jan 2023	Pakistan	UNICEF	\$599,200	Social mobilization
Jan 2023	Pakistan	UNICEF	\$1,279,076	Technical assistance
Jan 2023	UNICEF HQ	UNICEF	\$15,000,000	Vaccine
Jan 2023	UNICEF HQ	UNICEF	\$3,160,460	Social mobilization
Jun 2023	Nigeria	WHO	\$2,675,028	Surveillance
Jun 2023	Pakistan	WHO	\$11,235,000	Operational support
Jun 2023	Polio Research Committee	WHO	\$585,500	Research
Jun 2023	Polio Research Committee	WHO	\$95,765	Research
Jun 2023	WHO HQ	WHO	\$7,207,340	Operational support
Jun 2023	WHO HQ	WHO	\$2,180,660	Operational support
Jun 2023	Afghanistan	UNICEF	\$2,911,190	Social mobilization
Jun 2023	Afghanistan	UNICEF	\$1,249,992	Social mobilization
Jun 2023	Pakistan	UNICEF	\$3,280,064	Social mobilization
Jun 2023	Pakistan	UNICEF	\$1,250,000	Social mobilization
Jun 2023	UNICEF HQ	UNICEF	\$15,600,000	Vaccine
Jun 2023	UNICEF HQ	UNICEF	\$4,229,453	Social mobilization
Jun 2023	UNICEF HQ	UNICEF	\$2,500,008	Social mobilization
			<b>\$155,000,000</b>	

## POLIOPLUS PARTNERS GRANTS

PolioPlus Partners grants provide funding for member-led social mobilization and surveillance activities in countries where wild poliovirus remains endemic, in countries where outbreaks of polio are occurring, or in countries at high risk. In 2022-23, a total of 16 PolioPlus partners grants were approved.

Project number	Project name	Project total	Date
1	2022-23 Nigeria Immunization Days	\$204,658	July 2022
2	2022-23 Zimbabwe Outbreak Response Project	\$26,410	July 2022
3	2022-23 Benin Social Mobilization Project	\$27,934	August 2022
4	2022-23 Pakistan Immunization Days	\$297,502	September 2022
5	2022-23 Lebanon Social Mobilization Project	\$21,668	September 2022
6	2022-23 Cameroon Social Mobilization Project	\$21,000	October 2022
7	2022-23 Ghana Social Mobilization Project	\$38,146	October 2022
8	2022-23 Indonesia Social Mobilization Project	\$16,442	October 2022
9	2022-23 Zambia Outbreak Response Project	\$56,234	October 2022
10	2022-23 Nigeria Immunization Days	\$200,517	January 2023
11	2022-23 Pakistan Immunization Days	\$222,515	January 2023
12	2022-23 Mali Social Mobilization Project	\$62,902	January 2023
13	2022-23 Pakistan Immunization Days	\$9,865	March 2023
14	2022-23 Democratic Republic of Congo Social Mobilization Project	\$75,000	March 2023
15	2022-23 Afghanistan Immunization Days	\$98,870	April 2023
16	2022-23 Democratic Republic of Congo Social Mobilization Project	\$150,000	June 2023
<b>Total</b>		<b>\$1,529,663</b>	

## ROTARY PEACE CENTERS

Through academic training, practice, and global networking opportunities, the Rotary Peace Centers program develops the capacity of peace and development professionals or practitioners to become experienced and effective catalysts for peace. Each year, The Rotary Foundation awards up to 130 fellowships for master's degrees or certificate studies in disciplines related to peace and development at premier universities.

Master's programs:

- Duke University and University of North Carolina at Chapel Hill, USA
- International Christian University, Tokyo, Japan
- University of Bradford, Bradford, England
- University of Queensland, Brisbane, Australia
- Uppsala University, Uppsala, Sweden

Certificate program:

- Makerere University, Kampala, Uganda

Fellowships awarded in 2022-23	92
Number of home countries among the fellows	42
Average age of fellows in the master's program	31
Average age of fellows in the certificate program	36

## DISTRICT GRANTS

District grants fund small-scale, short-term activities that address needs in the local community or communities abroad. Each district chooses activities to fund with these grants, provided that the activities align with the mission of The Rotary Foundation.

Grants approved in 2022-23	473
Program awards*	\$ 26.2 million
Total funding**	\$27.9 million
Average grant amount	\$58,937

\*Program awards include payments for grants, accruals for approved grants that have not yet been paid, currency exchange gains and losses, and return of funds and write-offs for closed, canceled, or relinquished grants.

\*\*Total funding includes District Designated Fund awards for district grants approved during the program year.

### TOP 10 RECIPIENT COUNTRIES

#### BY NUMBER OF GRANTS

(BASED ON THE LOCATION OF THE DISTRICT RECEIVING THE GRANT)

Country	Grants
United States	140
Japan	34
Brazil	31
India	23
England	20
Korea	19
France	18
Australia	16
Germany	15
Italy	14

### TOP 10 RECIPIENT COUNTRIES

#### BY GRANT AMOUNT

(BASED ON THE LOCATION OF THE DISTRICT RECEIVING THE GRANT)

Country	Amount
United States	\$10,237,863
Korea	\$3,752,891
Japan	\$3,222,991
Taiwan	\$1,611,204
Germany	\$1,075,161
Philippines	\$868,403
Canada	\$806,639
India	\$763,660
Italy	\$665,892
Australia	\$626,885

## GLOBAL GRANTS

Global grants support large international activities with sustainable, measurable outcomes in Rotary's areas of focus. Grant sponsors form international partnerships to respond to community needs.

Grants approved in 2022-23	1,098
Program awards*	\$54.6 million
Total funding**	\$68.7 million
Average grant amount	\$62,551

\*Program awards include payments for grants, accruals for approved grants that have not yet been paid, currency exchange gains and losses, and return of funds and write-offs for closed, canceled, or relinquished grants.

\*\*Total funding includes cash contributions, DDF contributions, endowed gifts, directed gifts, and the World Fund match for grants approved during the program year.

## GRANTS BY PRIMARY AREA OF FOCUS

Area of focus	Number	Total funding
Basic education and literacy	101	\$5,815,147
Community economic development	129	\$7,027,661
Disease prevention and treatment	481	\$31,582,055
Environment	57	\$3,306,435
Maternal and child health	102	\$5,600,366
Peacebuilding and conflict prevention	65	\$2,924,865
Water, sanitation, and hygiene	163	\$12,424,899

## GRANTS BY ACTIVITY TYPE

Activity type	Number	Total funding
Humanitarian	899	\$59,789,608
Humanitarian/vocational training team	7	\$699,292
Scholar	174	\$7,019,013
Vocational training team	18	\$1,173,515

## TOP 10 RECIPIENT COUNTRIES BY NUMBER OF GRANTS (BASED ON PROJECT LOCATION)

Country	Grants
India	219
England	75
Philippines	73
Korea	68
Taiwan	54
Thailand	54
United States	37
Brazil	34
Mexico	29
Turkey	25

## TOP 10 RECIPIENT COUNTRIES BY GRANT AMOUNT (BASED ON PROJECT LOCATION)

Country	Amount
India	\$14,298,686
Philippines	\$3,621,480
Taiwan	\$3,460,841
Korea	\$3,185,067
England	\$3,047,214
Thailand	\$2,997,389
Uganda	\$2,386,679
Guatemala	\$2,110,936
Mexico	\$1,877,846
United States	\$1,850,853

## DISASTER RESPONSE GRANTS

Rotary disaster response grants support relief and recovery efforts in areas that have been affected by natural disasters within the past six months. The grants are supported by Rotary's Disaster Response Fund and the grant funds can be used to provide basic items such as water, food, medicine, and clothing. During 2022-23, disaster response grants were also used to help people affected by the war in Ukraine.

The Rotary Foundation also received funds from USAID to support health, education, and economic development projects in Italy related to the COVID-19 pandemic. These funds were awarded through disaster response grants in 2022-23.

Grants approved in 2022-23	321
Program awards*	\$14.8 million

\*Program awards include payments for grants, accruals for approved grants that have not yet been paid, currency exchange gains and losses, and return of funds and write-offs for closed, canceled, or relinquished grants.

## PROGRAMS OF SCALE GRANTS

Rotary's Programs of Scale grants build on the scope, impact, and sustainability of successful Rotary projects in our areas of focus that can support more ambitious and longer-term endeavors. They empower Rotary members to work with experienced partners to implement large-scale, high-impact programs. The grant provides \$2 million each year to a member-led, evidence-based program that uses clear measurements of success to improve the lives of more people.

United to End Cervical Cancer in Egypt received the 2023 Programs of Scale award. The program, supported by Rotary members across Egypt, aims to ultimately reduce the number of cervical cancer cases in Egypt by implementing a four-year campaign to increase awareness about cervical cancer and how to prevent it. The program will encourage the use of the HPV vaccine and promote screenings among women and girls in the greater Cairo region. The implementation experience and data collected through this program will inform an evidence-based national strategy by the Egyptian government toward eliminating cervical cancer.

The 2022 award recipient, Together for Healthy Families in Nigeria, kicked off in January 2023. Since that time, the program has trained over 220 health care professionals in emergency obstetric and newborn care, collaborated with traditional leaders to facilitate community dialogues on quality care for pregnant women and newborns, and worked with state health officials to improve the compliance rate for data entered into the maternal death surveillance and response system. Rotary leaders and members throughout Nigeria, led by the Rotary Action Group for Reproductive, Maternal, and Child Health (RMCH), continue to engage with the Nigerian federal and state health ministries to share what they're learning and to advocate for continued funding for what is working to reduce the maternal and neonatal mortality rates.

Partners for a Malaria-Free Zambia, the first Programs of Scale award in 2021, is in its third and final year of implementation. All 2,500 community health workers throughout the 10 target districts have been trained, and are supported with tests and treatment to continue to bring healthcare to the community level. As learning to inform the broader TRF portfolio is an objective of Programs of Scale, The Rotary Foundation hired an external evaluation firm to evaluate the effectiveness of the program, the role of Rotary members in the program, and the elements of the program and partnership that are critical to success and scale up.