

Reported to the Board of Trustees
January 15, 2015

University of Illinois Board of Trustees

January 5, 2015

Presented by
Edward F. Ewald

University of Illinois Foundation Interim President

University Fundraising Goals – FY'15 Dashboard / Metrics

1. Fundraising Progress and Production
 - New Business
 - Cash Flow
 - Annual Giving
 - Total Individual Donors
 - Individual \$1K+ Donors
 - Alumni Donors

2. Portfolio Management
 - Number of Total Assignments (TBD)

3. Development Activities
 - Total Visits
 - Major Gift Solicitations (\$25K+)

* FY 2015 Goals collected in July-August 2014, finalized in September-October.

Fundraising Progress and Production – FY'15

(As of November 30, 2014)

	FY '15			FY '14		Avg. YTD '12-'14	
	Goal	YTD	% Goal	YTD	+ / -	YTD	+ / -
New Business							
Total University	\$285	\$89.1	31.3%	\$95.4	-6.6%	\$104.0	-14.3%
Urbana-Champaign	\$210	\$65.8	31.3%	\$63.2	+4.1%	\$70.5	-6.6%
Chicago	\$70	\$20.4	29.2%	\$30.4	-33.0%	\$30.9	-34.0%
Springfield	\$4.5	\$1.89	42.1%	\$0.839	+125.7%	\$1.409	+34.5%
Cash Flow							
Total University	\$240	\$87.4	36.4%	\$103.4	-15.4%	\$87.8	-0.4%
Urbana-Champaign	\$175	\$66.9	38.2%	\$80.5	-17.0%	\$61.7	+8.4%
Chicago	\$60	\$18.5	30.9%	\$21.2	-12.7%	\$23.6	-21.6%
Springfield	\$4.15	\$0.964	23.2%	\$0.713	+35.2%	\$1.2	-17.2%

* Dollars in millions.

Fundraising Progress and Production – FY'15

(As of November 30, 2014)

	FY '15			FY '14		Avg. YTD '12-'14	
	Goal	YTD	% Goal	YTD	+ / -	YTD	+ / -
Annual Giving							
Total University	\$33.1	\$10.45	31.6%	\$10.98	-4.8%	\$10.72	-2.6%
Urbana-Champaign	\$23.9	\$7.98	33.4%	\$8.27	-3.5%	\$8.30	-3.9%
Chicago	\$6.1	\$1.91	31.3%	\$2.18	-12.5%	\$1.94	-1.3%
Springfield	\$1.1	\$0.401	36.5%	\$0.390	+3.0%	\$0.354	+13.3%
Individual Donors							
Total University	79,650	33,700	42.3%	34,411	-2.1%	35,705	-5.6%
Urbana-Champaign	60,000	25,411	42.4%	26,249	-3.2%	27,152	-6.4%
Chicago	13,900	5,578	40.1%	5,688	-1.9%	5,941	-6.1%
Springfield	5,750	3,017	52.5%	2,884	+4.6%	3,051	-1.1%

* Includes individually directed gifts under \$25K. Dollars in millions.

Fundraising Progress and Production – FY'15

(As of November 30, 2014)

	FY '15			FY '14		Avg. YTD '12-'14	
	Goal	YTD	% Goal	YTD	+ / -	YTD	+ / -
Individual \$1K+ Donors							
Total University	8,650	2,578	29.8%	2,697	-4.4%	2,651	-2.8%
Urbana-Champaign	6,750	2,000	29.6%	2,104	-4.9%	2,087	-4.2%
Chicago	1,650	479	29.0%	508	-5.7%	485	-1.2%
Springfield	230	86	37.4%	86	0.0%	75	+14.7%
Annual Alumni Donors							
Total University	42,000	18,745	44.6%	19,477	-3.8%	20,175	-7.1%
Urbana-Champaign	32,500	14,212	43.7%	14,941	-4.9%	15,466	-8.1%
Chicago	6,900	2,875	41.7%	2,903	-1.0%	3,042	-5.5%
Springfield	1,500	749	49.9%	769	-2.4%	681	+1.8%

* Includes individually directed gifts under \$25K.

Development Activities – FY '15

(As of November 30, 2014)

	FY '15			FY '14	
	Goal	YTD	% Goal	YTD	+ / -
Total Visits					
Total University	16,250	4,878	30.0%	7,058	-30.9%
Urbana-Champaign	12,000	3,877	32.3%	5,420	-28.5%
Chicago	3,500	827	23.6%	1,318	-37.3%
Springfield	450	81	18.0%	193	-58.0%
Major Gift Solicitations (\$25k+)					
Total University	1,750	472	27.0%	540	-12.6%
Urbana-Champaign	1,200	342	28.5%	348	-1.7%
Chicago	450	120	26.7%	178	-32.6%
Springfield	40	6	15.0%	7	-14.3%