University of Illinois at Urbana-Champaign

Dashboard Indicators

FINANCIAL INDICATORS AND ADVANCEMENT UPDATES BY:
UNIVERSITY OFFICE FOR PLANNING AND BUDGETING
FEBRUARY 10, 2015

PRESENTED BY:
CHANCELLOR PHYLLIS WISE
MARCH 12, 2015
University of Illinois at Urbana-Champaign*
University of California - Berkeley*
University of California - Los Angeles
University of California - San Diego
University of Michigan - Ann Arbor
University of North Carolina - Chapel Hill**
University of Texas - Austin***
University of Washington
University of Wisconsin - Madison
University of Virginia

* No medical center.
** Medical center affiliated with the university, but owned by the state.
*** An affiliated medical center is under construction and will begin operations in 2017.
Financial Indicators
University of Illinois at Urbana-Champaign receives less state support per student than the median of its public peers.

Note: Does not include any allocation of University Administration expenses.
Instructional Expenses per FTE Enrollment
FY 2009 – FY 2013

Note: Does not include any allocation of University Administration expenses.
University of Illinois at Urbana-Champaign receives less gift income than its peer median.

Note: Excludes University of Michigan-Ann Arbor, University of Virginia, and University of Washington-Seattle due to lack of available data. Includes cash equivalent gifts (i.e., irrevocable life income gifts) reported at face value.
University of Illinois at Urbana-Champaign has a lower percent of alumni donating money than its peer median.

University of Illinois at Urbana-Champaign has a smaller endowment per student than its peer median.
Areas of Strength/Accomplishments

1. Global reputation for excellence

2. Vision and strategic plan for advancement, with metrics, guiding all key decisions

3. Major gift prospect pool is on par with peers

4. Early alignment between units and OVCIA around development fundamentals and key metrics

5. Road Map based investments should address staffing deficiencies

6. Conversion to Blackbaud CRM will assist fund raising through better relationship management
Area for Improvement

1. Branding and marketing aimed at key audiences

2. Sustained effort around major gift prospect management, including increased numbers of prospects under management

3. Accelerate hiring of gift officers
1. Invest significantly in strategic marketing outreach efforts

2. Rigorous leadership of development management by OVCIA in concert with Deans and unit heads, including comprehensive training for gift officers

3. Campaign as accelerator of fund raising progress, both as to production and as to securing mission-critical support

4. Proactive recruitment of fund raisers: hire a recruiter, early campus visits for prospective candidates, evaluate compensation levels
Areas to Watch

1. Campus’ reputation, especially absent a sustained marketing effort
2. Budget impact on faculty and administrative retention and recruitment
3. Blackbaud conversion -- cost and timeline
4. Hiring and management of gift officers
Questions?