

University of Illinois at Springfield

Performance Metrics

FINANCIAL INDICATORS AND ADVANCEMENT UPDATES BY:
UNIVERSITY OFFICE FOR PLANNING AND BUDGETING
FEBRUARY 6, 2019

REPORTED BY:
CHANCELLOR SUSAN J. KOCH
MARCH 14, 2019

Reported to the Board of Trustees
March 14, 2019

Peer Groups



University of Illinois at Springfield

Clarion University of Pennsylvania

Emporia State University

Framingham State University

Georgia College and State University

Rutgers University-Camden

University of Baltimore

University of Michigan-Flint

University of Nebraska at Kearney

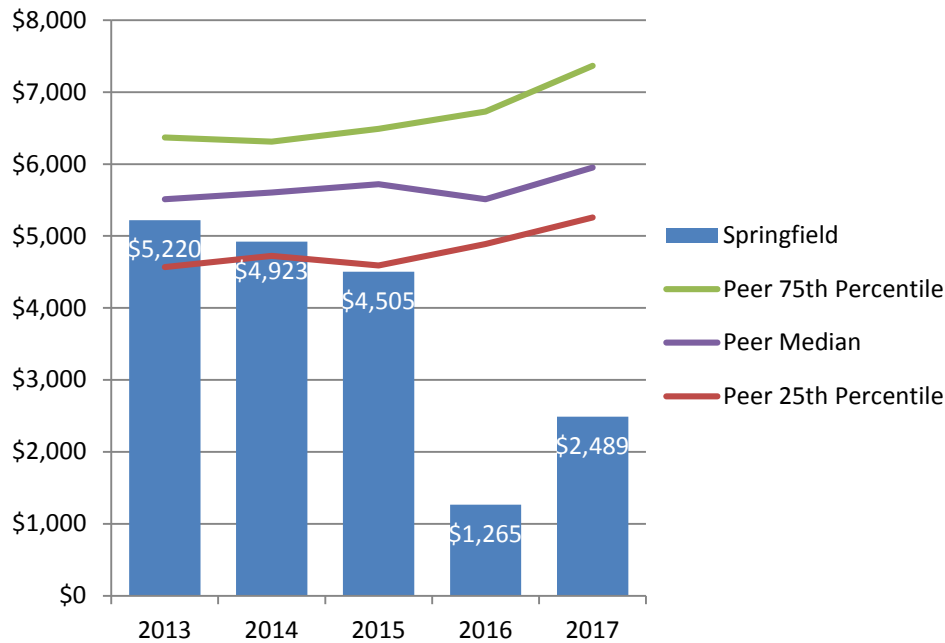
University of Southern Maine

University of Texas at Tyler

Financial Indicators



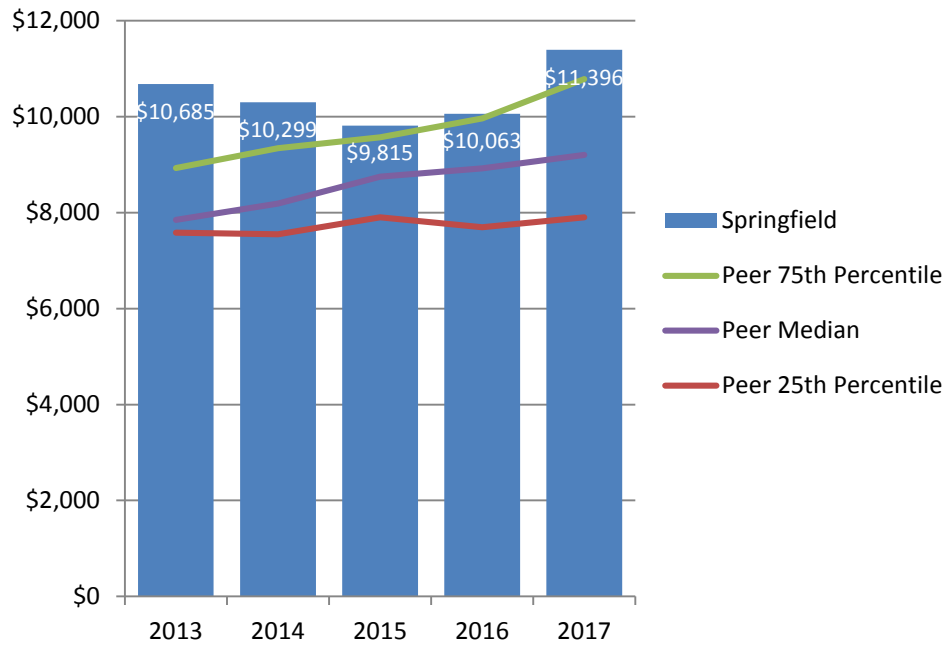
State Appropriations per FTE Enrollment FY 2013 – FY 2017



University of Illinois at Springfield receives less state support per student than the median of its peers.

Note: Does not include any allocation of University Administration expenses. Because of the timing of appropriations, the second allocation for FY 2017 was not recognized until FY 2018.

Instructional Expenses per FTE Enrollment FY 2013 – FY 2017



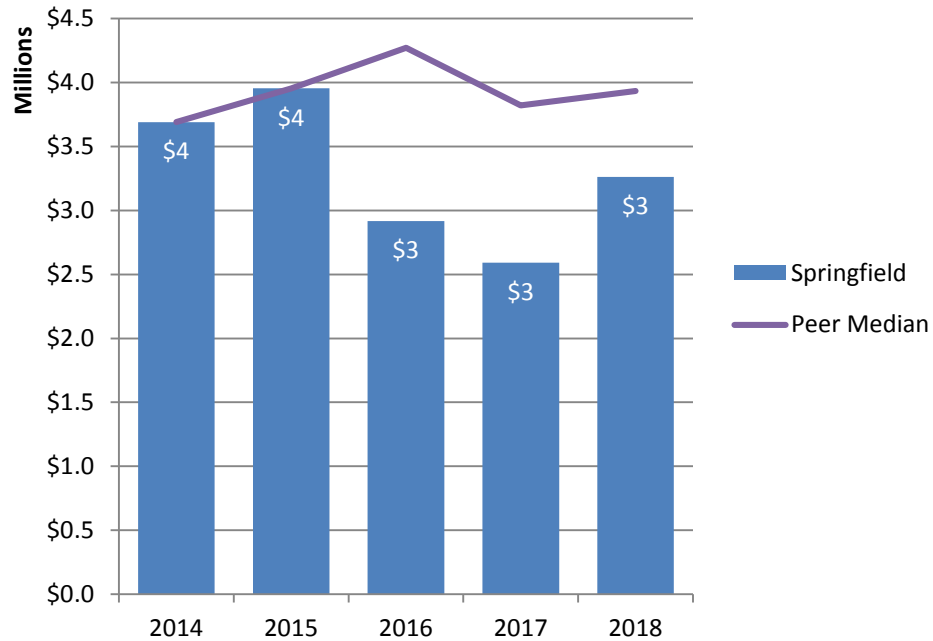
Instructional expenses per student at the University of Illinois at Springfield are higher than its peer median.

Note: Does not include any allocation of University Administration expenses.

Advancement



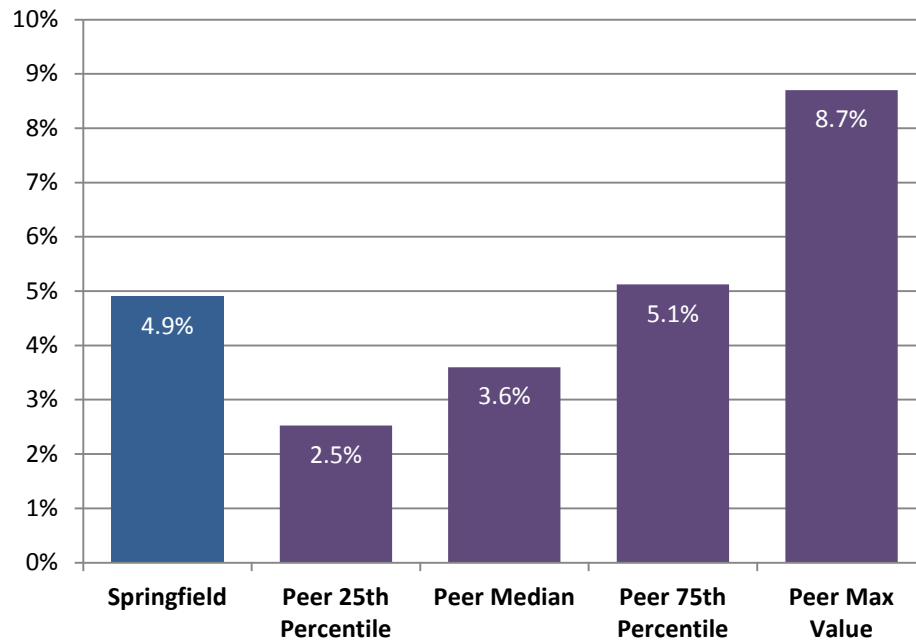
Cash Gifts Received FY 2014 – FY 2018



Gift income at the University of Illinois at Springfield was on par with the peer median from FY 2014 and FY 2015. Since FY 2016, several of the peer institutions received significant increases in gift income.

Note: Exclude Emporia State University, Framingham State University, Rutgers University-Camden, University of Michigan-Flint, and University of Nebraska at Kearney due to lack of available data.

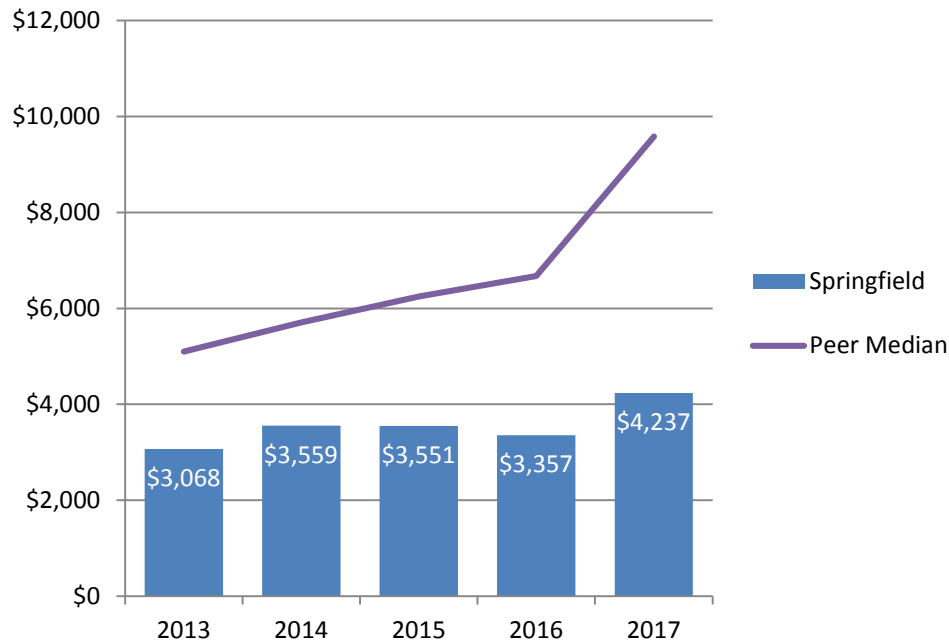
Annual Giving Rate AY 2015-16 and AY 2016-17



The percentage of alumni donating money at the University of Illinois at Springfield is higher than the peer median.

Note: Peer data from U.S. News & World Report, 2019 Edition. Annual giving rate is a two year average. Exclude University of Texas at Tyler due to lack of available data.

Endowment Assets per FTE Enrollment FY 2013 – FY 2017



University of Illinois at Springfield has a smaller endowment per student than its peer median.

Note: University of Nebraska at Kearney has large increases since FY 2015 due to a change in endowment reporting in IPEDS from the Central Administration System Offices to the individual campuses.

University of Illinois at Springfield

Performance Metrics Analysis

FINANCIAL INDICATORS, ADVANCEMENT UPDATES

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Areas Meeting or Exceeding Expectations

- UIS' *Reaching Stellar* Campaign and FY19 New Business and Cash progress
- UIS Faculty and Staff Campaign participation/personal giving
- Quality of stewardship/cultivation events
- Execution of donor relations strategies

Accomplishments

- Alignment of fundraising activities with University priorities
- Progress of UIS' *Reaching Stellar* Campaign: to date, more than 64% of the \$40-million goal has been raised
- Participation in UIS' faculty and staff campaign continues to be strong: 50% of faculty and staff made gifts in FY18 for the second year in a row
- Participation in cultivation/stewardship events remains high
- Rollout of *UIS Today* print magazine, increasing alumni circulation from 1,300 to 12,500—three times annually

Areas Needing Improvement

- Dean/unit head involvement in the fundraising process
- Continue work to enhance volunteer engagement in the fundraising process
- Outreach/contact with alumni and donor constituencies to promote philanthropy

Strategy to improve **Dean/unit head involvement**

- Actions:
 - Work with academic leadership to help educate/train Deans and unit heads regarding external relations
 - Increase expectations of Deans and unit heads for engagement in development activities
 - Provide development training for Deans and unit heads

Strategy to improve **alumni outreach**

- Actions:
 - Formally roll out programs associated with the new UIS Alumni Association
 - Continue to capitalize on opportunities to increase and enhance institutional visibility
 - Increase engagement with and involvement by UIS alums
 - Develop and execute strategies to engage online and international alumni and friends

Strategy to improve **volunteer engagement**

- Actions:
 - Continue engagement of the campaign planning committee
 - Directly involve alumni and friends in the cultivation and solicitation of large gifts
 - Further engage UIS alumni board and faculty in outreach with alumni and potential donors

Areas we are watching

- Enrollment
- Enrollment/instructional cost ratios
- Fundraising return on investment