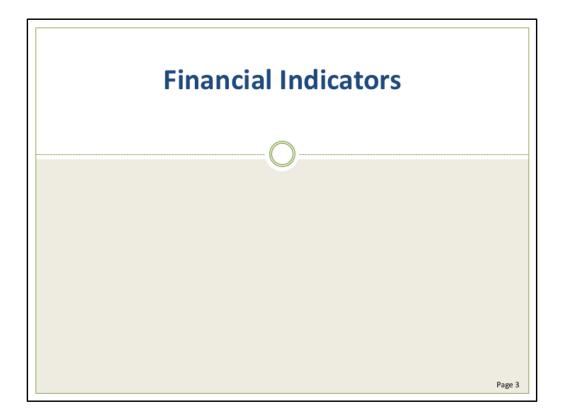
University of Illinois at Urbana-Champaign

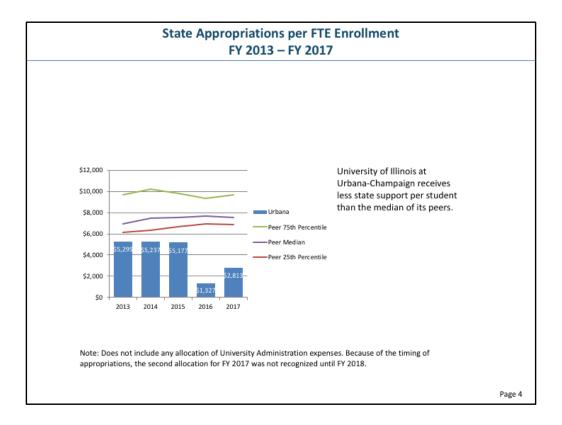
Performance Metrics

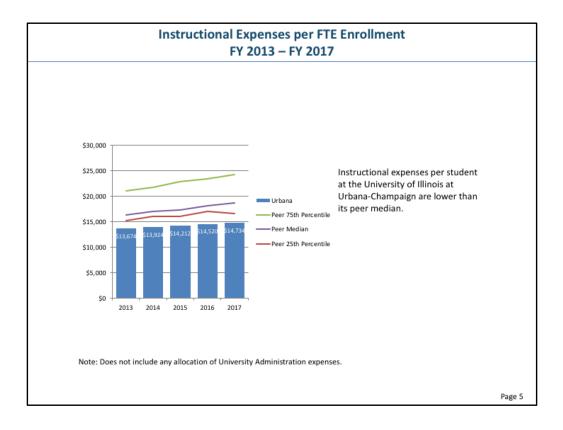
FINANCIAL INDICATORS AND ADVANCEMENT UPDATES BY: UNIVERSITY OFFICE FOR PLANNING AND BUDGETING FEBRUARY 6, 2019

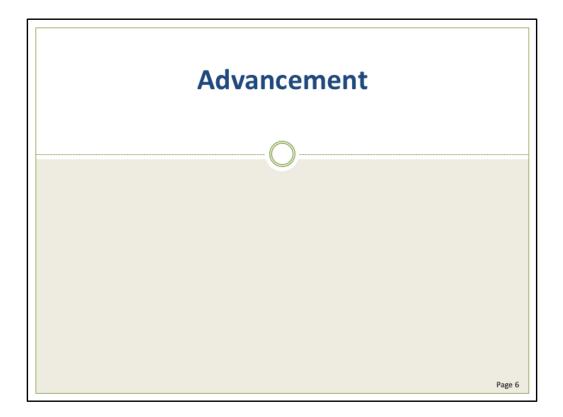
> REPORTED BY: CHANCELLOR ROBERT J. JONES MARCH 14, 2019

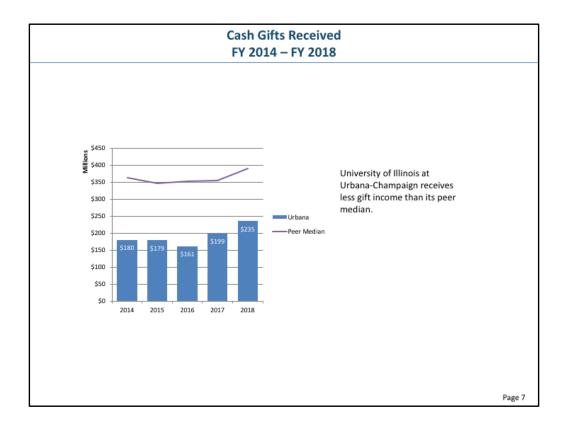




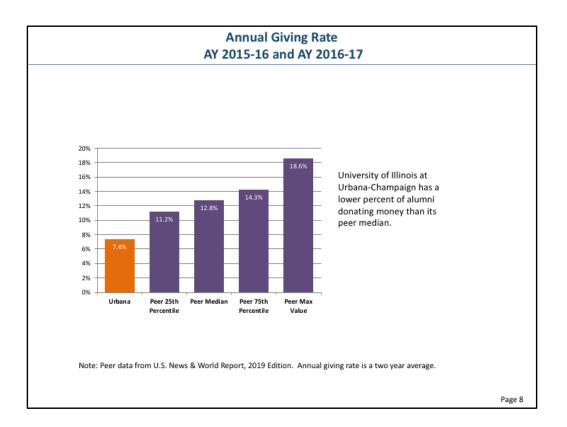








New business (gifts + commitments) totals for FY2018 set an all time record equaling \$417MM.



UIUC subscribes to a pipeline (vs. acquisition) strategy. As such, revenue generation and providing future major gift prospects takes precedence over gross alumni participation. The numbers below illustrate the success of our annual giving program:

-- Second highest annual giving revenue in FY18 from alumni donors in the Big 10, behind Michigan.

-- Highest revenue per alumni donor in the Big 10/12 at \$988. UIUC is in top 10% nationally among all public and privates. The media in the Big 10 is \$544.

-- Highest first time alumni gift among **all institutions both public and private** at \$301. The median for the Big 10 is \$162.

-- Highest average gift per alumni donor in the Big 10/12 at \$499. The median for the Big 10 is \$322.

-- Smallest staff size in the Big 10/12.

