UI FOUNDATION & UNIVERSITY OF ILLINOIS DEVELOPMENT PROGRAM

UNIVERSITY OF ILLINOIS BOARD OF TRUSTEES MEETING
NOVEMBER 10, 2016
FY17 Q1 REPORT

FISCAL YEAR 2017
JULY 1, 2016–JUNE 30, 2017
FY17 PRIORITIES & HORIZON ISSUES

• Board Member Recruitment
• Good Governance: Organizational Culture and Structure
• Increase fundraising results
• Campaign Next – Planning
• Strategic Planning: Road Map revisited
UIF BOARD ELECTION

JOHN A. GIULIANI
President and CEO, Conversant, Inc.
‘83 BUS, University of Illinois at Urbana-Champaign
Las Vegas, NV
THREE-YEAR TERM

STUART L. LEVENICK
Retired Group President, Caterpillar, Inc.
‘76 ACES, University of Illinois at Urbana-Champaign
Peoria, IL
THREE-YEAR TERM

JEAN M. MANNING
Emeritus Chief Counsel for Employment, United States Senate
‘72 LAS, MBA ’78, JD ’83, University of Illinois at Urbana-Champaign
Great Falls, VA
THREE-YEAR TERM

RICHARD C. OSBORNE
Senior Managing Director, Madison Industries
MBA ’73, University of Illinois Springfield
Chicago, IL
THREE-YEAR TERM

PAUL T. TUCKER
Retired Corporate Vice President, Computer Sciences Corporation
‘70, MS ’71, PhD ’75 ENG, University of Illinois at Urbana-Champaign
Champaign, IL
THREE-YEAR TERM
CAMPAIGN PLANNING IMPERATIVES
PRIVATE SUPPORT

• Results through the first quarter of FY 2017:
  – $50 million raised in New Business
  – $63 million raised in cash
  – Pipeline/campaign
NEW BUSINESS
Fiscal Year to Date (Year over Year)

Dollars

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>55,240,350</td>
</tr>
<tr>
<td>2017</td>
<td>50,115,141</td>
</tr>
</tbody>
</table>

Donors

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>25,131</td>
</tr>
<tr>
<td>2017</td>
<td>24,003</td>
</tr>
</tbody>
</table>
CASH FLOW
Fiscal Year to Date (Year over Year)

Dollars

2016: $50,560,186
2017: $63,019,599

Donors

2016: 25,419
2017: 24,295

Fiscal Year (July 1 to September 30)
DONOR IMPACT
PRIVATE SUPPORT

- More than 100,000 alumni and friends made the University of Illinois a philanthropic priority in FY 2016.
- The tenth consecutive year that new business has surpassed the $250 million mark.
- The fourth consecutive year that total cash flow surpassed the $220 million mark.
DONORS
FY 2012–2016

New Business

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>117,554</td>
</tr>
<tr>
<td>2013</td>
<td>115,502</td>
</tr>
<tr>
<td>2014</td>
<td>115,724</td>
</tr>
<tr>
<td>2015</td>
<td>115,057</td>
</tr>
<tr>
<td>2016</td>
<td>103,007</td>
</tr>
</tbody>
</table>

Cash

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>118,406</td>
</tr>
<tr>
<td>2013</td>
<td>116,412</td>
</tr>
<tr>
<td>2014</td>
<td>116,397</td>
</tr>
<tr>
<td>2015</td>
<td>115,792</td>
</tr>
<tr>
<td>2016</td>
<td>103,634</td>
</tr>
</tbody>
</table>
NEW BUSINESS
FY 2012–2016

Fiscal Year (July 1 to June 30)

$ Millions

2012: $310.9
2013: $434.9
2014: $262.4
2015: $295.5
2016: $286.2
Alumni $87.4 M
Friends $34.4 M
Foundations $39.6 M
Corporations $90.2 M
Other $34.6 M

TOTAL 286.2 M
CASH FLOW BY SOURCE
FY 2016

- Corporations $61.3 M
- Alumni $50.1 M
- Friends $24.7 M
- Foundations $52.6 M
- Other $36 M

TOTAL 224.7 M
# Cash Flow Allocation FY16 vs. FY15

<table>
<thead>
<tr>
<th>Purpose Designated by Donor</th>
<th>2016 $ in millions</th>
<th>2015 $ in millions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Research</td>
<td>$61.6</td>
<td>$66.2</td>
</tr>
<tr>
<td>Academic Programs</td>
<td>$32.4</td>
<td>$44.7</td>
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<tr>
<td>Student Support</td>
<td>$29.2</td>
<td>$33.0</td>
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<tr>
<td>Facilities</td>
<td>$19.9</td>
<td>$23.2</td>
</tr>
<tr>
<td>Public Service</td>
<td>$12.2</td>
<td>$14.0</td>
</tr>
<tr>
<td>Faculty Support</td>
<td>$5.2</td>
<td>$8.8</td>
</tr>
<tr>
<td>Other</td>
<td>$4.6</td>
<td>$3.8</td>
</tr>
<tr>
<td>Unrestricted</td>
<td>$59.6</td>
<td>$57.8</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$224.7</strong></td>
<td><strong>$251.5</strong></td>
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</tbody>
</table>
CASH FLOW GIFT FUND TYPES
FY 2016

- Current Use $170.4 M (75.9%)
- Endowed $50.5 M (22.4%)
- Annuity/Life Income $3.8 M (1.7%)

TOTAL $224.7 M