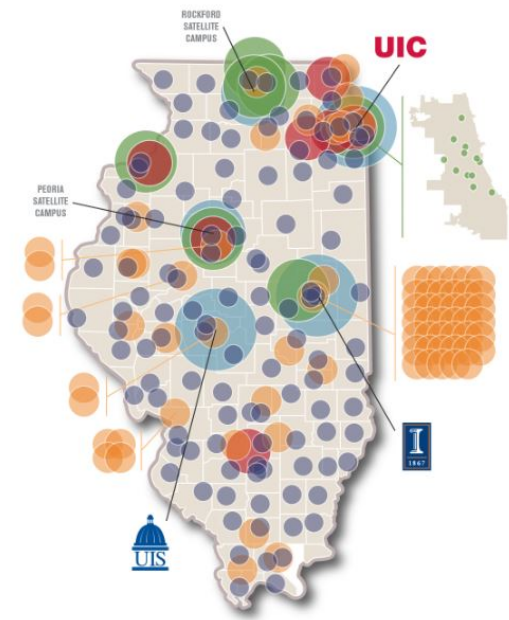


Development Program Report

Submitted by:

James H. Moore, Jr.

President/CEO



Development/Fundraising

FY 2015-16 Fundraising Progress

	# Transactions			# Donors			\$\$ Amount		
	2016	2015	% Ch.	2016	2015	% Ch.	2016	2015	% Ch.
Cash Flow									
Total University	44,472	41,567	7.0%	34,970	30,673	14.0%	\$64,079,269	\$75,292,128	-14.9%
Urbana-Champaign	32,081	28,131	14.0%	26,064	21,404	21.8%	\$45,180,377	\$57,849,830	-21.9%
Chicago	5,633	6,320	-10.9%	4,999	5,223	-4.3%	\$16,964,196	\$15,977,899	6.2%
Springfield	4,849	5,108	-5.1%	2,589	2,756	-6.1%	\$984,677	\$601,973	63.6%
New Business									
Total University	44,145	41,509	6.4%	25,103	24,150	3.9%	\$68,165,585	\$95,866,632	-28.9%
Urbana-Champaign	31,857	27,972	13.9%	18,545	16,724	10.9%	\$49,365,018	\$71,593,963	-31.0%
Chicago	5,586	6,477	-13.8%	3,758	4,340	-13.4%	\$16,542,965	\$21,774,220	-24.0%
Springfield	4,818	5,091	-5.4%	1,778	2,042	-12.9%	\$677,726	\$1,680,403	-59.7%