

University of Illinois Board of Trustees

September 12, 2013

Presented by

Thomas J. Farrell

University of Illinois Foundation President

University Fundraising Progress – FY'14

(As of August 31, 2013)

<u>New Business</u>	August – FY '14	August – FY '13	+/-
Total University	\$ 35.9 m	\$ 33.6 m	+ 6.7%
Urbana-Champaign	\$ 20.0 m	\$ 22.8 m	- 12.4%
Chicago	\$ 15.2 m	\$ 10.2 m	+ 49.1%
Springfield	\$ 430 k	\$ 366 k	+ 17.6%
<u>Cash Flow</u>	August – FY '14	August – FY '13	+/-
Total University	\$ 50.1 m	\$ 29.4 m	+ 70.1%
Urbana-Champaign	\$ 42.3 m	\$ 17.8 m	+137.0%
Chicago	\$ 7.3 m	\$ 11.0 m	- 33.7%
Springfield	\$ 289 k	\$ 377 k	- 23.3%

Dashboard/Metrics

		<u>University</u>	<u>UIUC</u>	<u>UIC</u>	<u>UIS</u>
A.	<u>Production:</u> Cash Goal:	\$245M	\$164	70	4.15
	New Business Goal:	\$300M	\$201	90	4.3
	Annual Fund:	\$	\$ 1K Donors:	Total Donors:	
		<u>University</u>	<u>UIUC</u>	<u>UIC</u>	<u>UIS</u>
B.	<u>Activity:</u> Individual Visits Goal:	14,000	10,000	3,500	450
	Major Gift Solicitations Goal:	1,400	1,000	380	32
	Events:				

Dashboard/Metrics

C. Pipeline:

Total Prospects

Managed

FY 14 Pipeline

\$ 25K +

\$ 100K +

\$ 1M +

\$ 5M +