

University of Illinois Board of Trustees

January 22–23, 2014

Presented by
Thomas J. Farrell
University of Illinois Foundation President

University Fundraising Goals—FY '14 Dashboard / Metrics

1. Fundraising Progress and Production
 - New Business
 - Cash Flow
 - Annual Giving
 - Individual \$1K+ Donors
 - Alumni Donors

2. Development Activities
 - Total Visits
 - Major Gift Solicitations (\$25K+)

3. Portfolio Management (TBD)
 - Finalizing examination of current policies/procedures

Fundraising Progress and Production—FY '14

(As of December 31, 2013)

	FY '14			FY '13		Avg. YTD '09–'13	
	Goal	YTD	% Goal	YTD	+ / -	YTD	+ / -
New Business							
Total University	\$300	\$129	43%	\$155	-16.8%	\$141	-8.6%
Urbana-Champaign	\$201	\$92	46%	\$104	-11.4%	\$95	-3.1%
Chicago	\$90	\$31	34%	\$48	-35.9%	\$41	-25.7%
Springfield	\$4.3	\$1.5	34%	\$1.6	-7.8%	\$1.8	-21.2%
Cash Flow							
Total University	\$245	\$143	58%	\$119	+19.6%	\$118	+21.1%
Urbana-Champaign	\$164	\$107	65%	\$83	+29.3%	\$81	+32.7%
Chicago	\$70	\$29	42%	\$33	-11.4%	\$33	-11.0%
Springfield	\$4.15	\$1.3	32%	\$1.6	-14.4%	\$1.5	-9.6%

* Dollars in millions.

Fundraising Progress and Production—FY '14

(As of December 31, 2013)

	FY '14			FY '13		Avg. YTD '09–'13	
	Goal	YTD	% Goal	YTD	+ / -	YTD	+ / -
Annual Giving							
Total University	\$30.5	\$18.65	61%	\$18.29	+2.0%	\$17.85	+4.5%
Urbana-Champaign	\$24.2	\$14.47	60%	\$14.41	+0.4%	\$14.06	+2.9%
Chicago	\$4.9	\$3.36	69%	\$3.12	+7.9%	\$3.03	+10.9%
Springfield	\$900K	\$570K	63%	\$554K	+2.9%	\$546K	+4.4%

* Includes individually directed gifts under \$25K. Dollars in millions except as indicated.

Fundraising Progress and Production—FY '14

(As of December 31, 2013)

	FY '14			FY '13		Avg. YTD '09–'13	
	Goal	YTD	% Goal	YTD	+ / -	YTD	+ / -
Individual \$1K+ Donors							
Total University	7,600	5,456	72%	5,316	+2.6%	5,269	+3.6%
Urbana-Champaign	6,075	4,337	71%	4,165	+4.1%	4,170	+4.0%
Chicago	1,175	916	78%	929	-1.4%	911	+0.5%
Springfield	175	138	79%	144	-4.2%	123	+12.0%
Annual Alumni Donors							
Total University	42,500	29,268	69%	30,065	-2.7%	30,562	-4.2%
Urbana-Champaign	33,000	23,019	70%	23,373	-1.5%	23,939	-3.8%
Chicago	6,500	4,230	65%	4,569	-7.4%	4,502	-6.0%
Springfield	1,500	987	66%	1,064	-7.2%	1,044	-5.5%

Development Activities—FY '14

(As of December 31, 2013)

	FY '14		
	Goal	YTD	% Goal
Total Visits			
Total University	14,000	7,476	53%
Urbana-Champaign	10,000	5,697	57%
Chicago	3,500	1,377	39%
Springfield	450	210	47%
Major Gift Solicitations (\$25k+)			
Total University	1,400	456	33%
Urbana-Champaign	1,000	275	28%
Chicago	380	173	46%
Springfield	32	7	22%