

Reported to the Board of Trustees
July 24, 2014

University of Illinois Board of Trustees

July 14, 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 June 30, 2014)

	FY '14			FY '13		Avg. YTD '09-'13	
	Goal	Final	% Goal	Final	+ / -	Final	+ / -
New Business							
Total University	\$300	\$260	87%	\$327	-20.4%	\$290	-10.2%
Urbana-Champaign	\$201	\$191	95%	\$238	-19.6%	\$188	+1.6%
Chicago	\$90	\$56	63%	\$83	-31.9%	\$95	-40.3%
Springfield	\$4.3	\$6	139%	\$2.40	+149.3%	\$2.96	+102.7%
Cash Flow							
Total University	\$245	\$275	112%	\$243	+12.9%	\$230	+19.4%
Urbana-Champaign	\$164	\$197	120%	\$181	+9.0%	\$158	+24.9%
Chicago	\$70	\$67	96%	\$57	+17.4%	\$67	+0.5%
Springfield	\$4.15	\$4.35	105%	\$2.59	+67.6%	\$2.6	+67.6%

* Dollars in millions. New Business 2013 and Avg. '09-'13 exclude \$100M Grainger commitment.

Fundraising Progress and Production – FY'14

(As of June 30, 2014)

	FY '14			FY '13		Avg. YTD '09-'13	
	Goal	Final	% Goal	Final	+ / -	Final	+ / -
Annual Giving							
Total University	\$30.5	\$32.64	107%	\$31.00	+5.3%	\$29.97	+8.9%
Urbana-Champaign	\$24.2	\$25.76	106%	\$24.65	+4.5%	\$23.83	+8.1%
Chicago	\$4.9	\$5.36	109%	\$4.97	+7.8%	\$4.76	+12.4%
Springfield	\$900K	\$1.1	123%	\$1.04	+6.4%	\$977K	+12.9%

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

Fundraising Progress and Production – FY'14

(As of June 30, 2014)

	FY '14			FY '13		Avg. YTD '09-'13	
	Goal	Final	% Goal	Final	+ / -	Final	+ / -
Individual \$1K+ Donors							
Total University	7,600	7,873	104%	7,570	+4.0%	7,481	+5.2%
Urbana-Champaign	6,075	6,312	104%	6,088	+3.7%	6,020	+4.9%
Chicago	1,175	1,343	114%	1,277	+5.2%	1,247	+7.7%
Springfield	175	220	126%	214	+2.8%	194	13.6%
Annual Alumni Donors							
Total University	42,500	41,083	97%	41,164	-0.2%	42,387	-3.1%
Urbana-Champaign	33,000	32,031	97%	31,837	+0.6%	33,070	-3.1%
Chicago	6,500	6,156	95%	6,462	-4.7%	6,412	-4.0%
Springfield	1,500	1,452	97%	1,443	+0.6%	1,459	-0.5%

Development Activities – FY '14

(As of June 30, 2014)

	FY '14		
	Goal	Final	% Goal
Total Visits			
Total University	14,000	14,746	105%
Urbana-Champaign	10,000	11,309	113%
Chicago	3,500	2,753	79%
Springfield	450	349	78%
Major Gift Solicitations (\$25k+)			
Total University	1,400	1,390	99%
Urbana-Champaign	1,000	993	99%
Chicago	380	354	93%
Springfield	32	26	81%