

# University of Illinois Board of Trustees

July 25, 2013

Presented by

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University of Illinois Foundation President

## University Fundraising Progress – FY'13

*(Preliminary as of July 16, 2013)*

<u>New Business</u>	YTD – FY '13	YTD – FY '12	+/-
Total University	\$428 m	\$293 m	+46.0%
Urbana-Champaign	\$342 m	\$180 m	+89.5%
Chicago	\$ 79 m	\$103 m	-23.7%
Springfield	\$ 2.4 m	\$ 4.3 m	-44.2%
<u>CASH FLOW</u>	YTD – FY '13	YTD – FY '12	+/-
Total University	\$235 m	\$211 m	+11.1%
Urbana-Champaign	\$172 m	\$143 m	+20.2%
Chicago	\$ 56 m	\$ 59 m	- 6.3%
Springfield	\$ 2.6 m	\$ 3.1 m	- 1.2%

# Dashboard

## Production:

1. Cash
2. New Business
  - pledges
  - irrevocable estate commitments
  - revocable estate commitments

## Activity:

1. Visits – qualification, cultivation, solicitation, stewardship
  - major gift prospects/other
2. Solicitations
  - major
  - principal
  - annual
3. Event activity
  - large medium, small

## Activity (continued):

4. Contacts
5. Volunteer engagement
  - # of volunteers
  - # of peer to peer contacts
  - Board/committee

## Pipeline:

# of prospects scheduled/solicited/in negotiation/closed

Total prospects:

Prospects under management:

- \$100K +
- \$1 m +
- \$5 m +