

Reported to the Board of Trustees
March 15, 2017

University of Illinois at Springfield

Dashboard Indicators

**FINANCIAL INDICATORS AND ADVANCEMENT UPDATES BY:
UNIVERSITY OFFICE FOR PLANNING AND BUDGETING
FEBRUARY 23, 2017**

**REPORTED BY:
CHANCELLOR SUSAN J. KOCH
MARCH 15, 2017**

Peer Group



University of Illinois at Springfield

Auburn University - Montgomery

Clark University*

College of Charleston

Georgia College and State University

Iona College*

Lake Superior State University

Marist College*

Northern Michigan University

Shippensburg University of Pennsylvania

State University of New York at Brockport

Trinity University (San Antonio, TX)*

Union College (Schenectady, NY)*

University of South Dakota

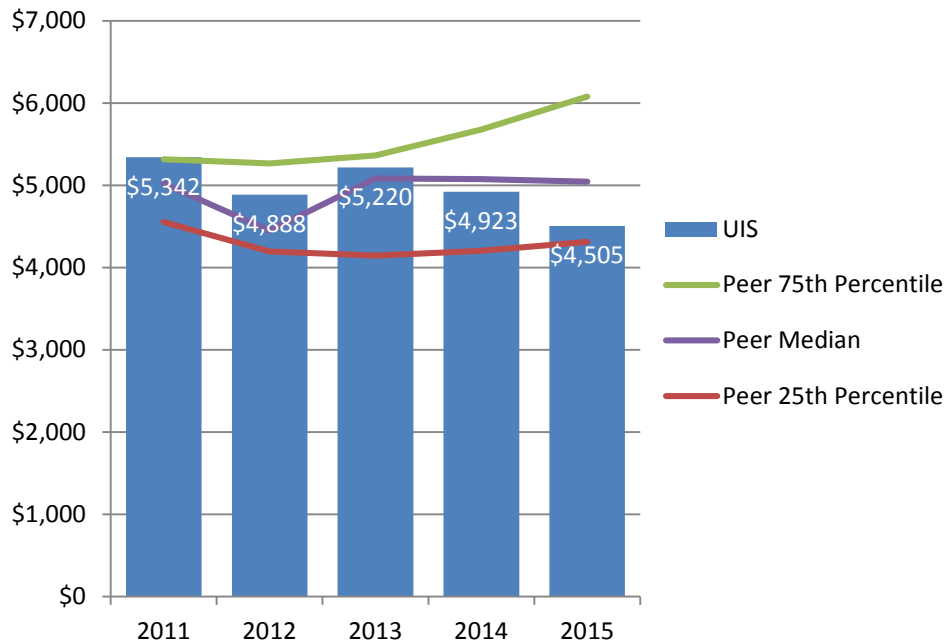
University of Wisconsin - Green Bay

* Private Institution

Financial Indicators



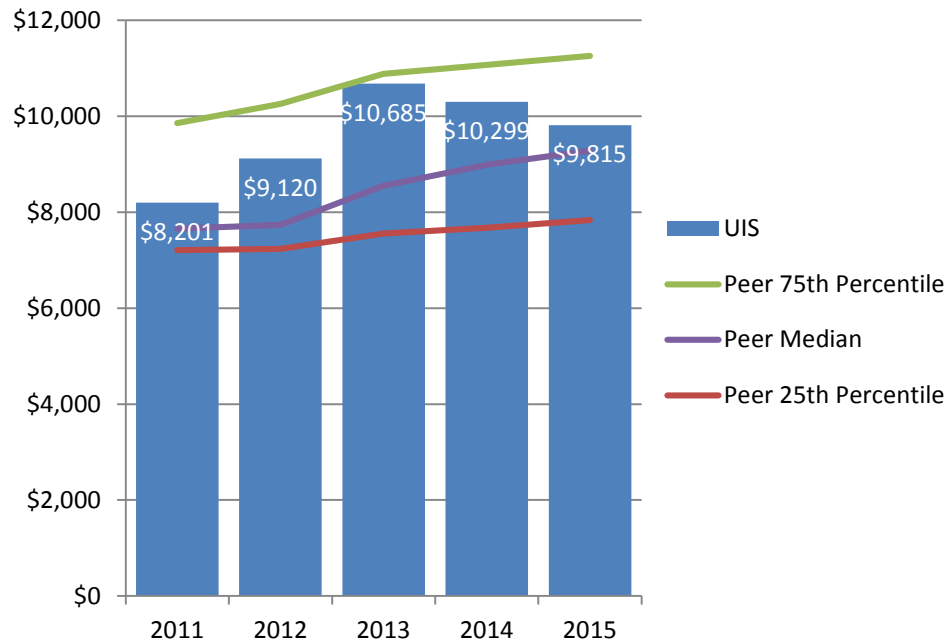
State Appropriations per FTE Enrollment FY 2011 – FY 2015



Since FY 2014, University of Illinois at Springfield receives less state support per student than the median of its public university peers.

Note: Does not include any allocation of University Administration expenses. Excludes Clark University, Iona College, Marist College, Trinity University, and Union College due to lack of available data.

Instructional Expenses per FTE Enrollment FY 2011 – FY 2015



Instructional expenses per student at the University of Illinois at Springfield is higher than its peer median.

Note: Does not include any allocation of University Administration expenses.

Advancement Peer Group



University of Illinois at Springfield

Georgia College and State University

Northern Michigan University

Shippensburg University of Pennsylvania

State University of New York at Brockport

Truman State University

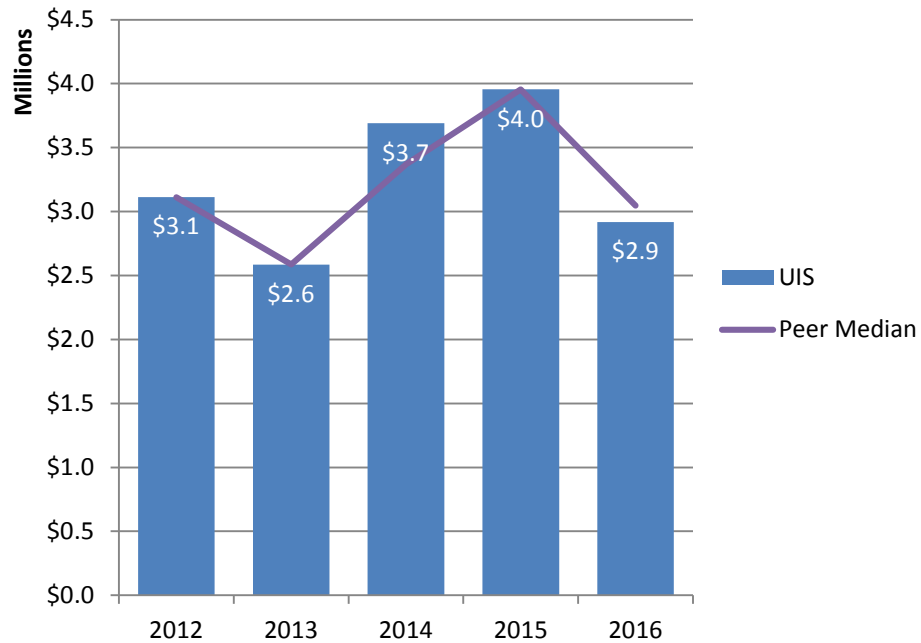
University of Nebraska at Kearney

University of Wisconsin-Stevens Point

Advancement



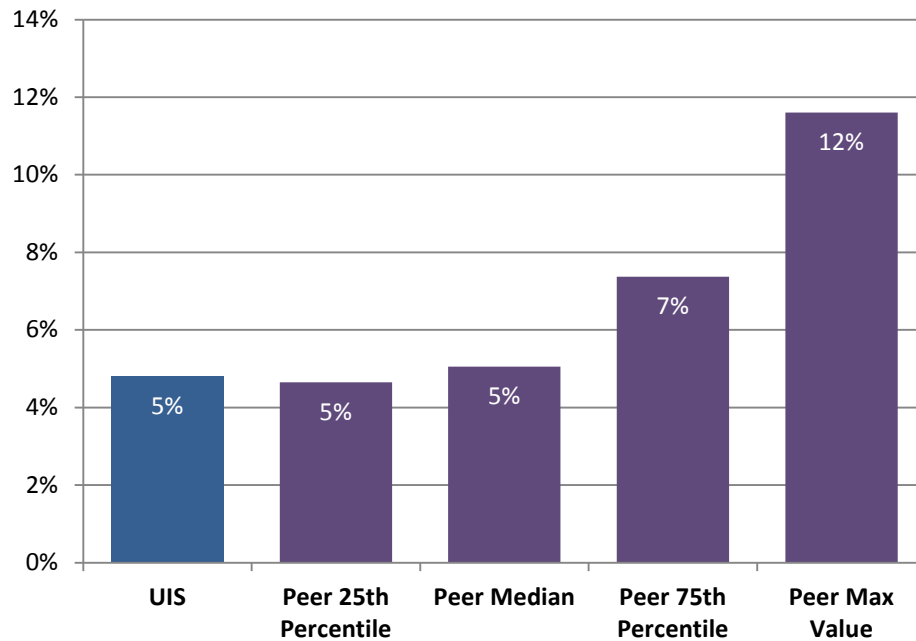
Cash Gifts Received FY 2012 – FY 2016



Gift income at the University of Illinois at Springfield is on par with the peer median.

Note: UIS Advancement Peer Group. Excludes Northern Michigan University-Marquette, University of Nebraska at Kearney, and University of Wisconsin-Stevens Point due to lack of available data.

Annual Giving Rate AY 2013-14 and AY 2014-15

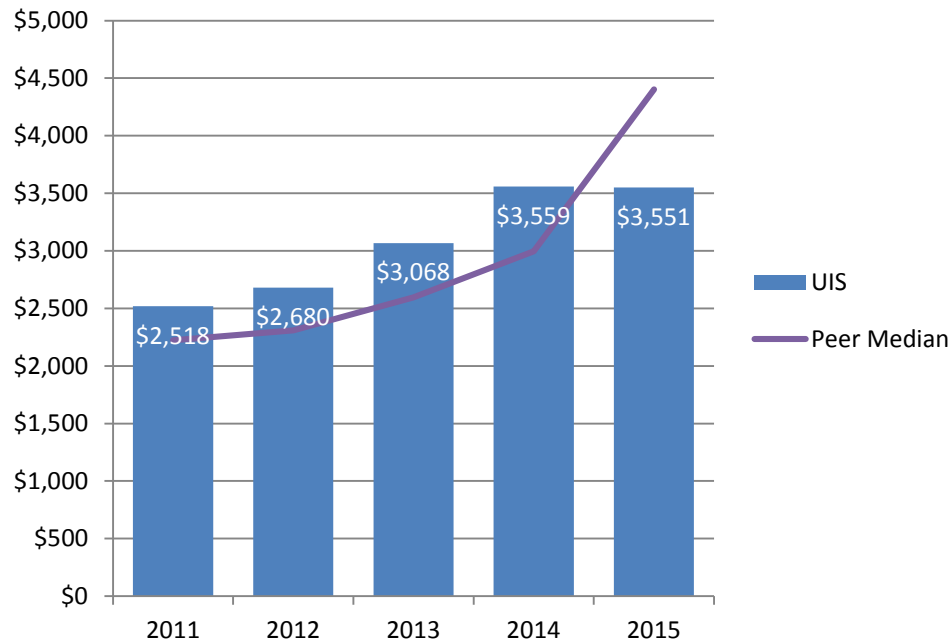


The percentage of alumni donating money at the University of Illinois at Springfield is on par with its peer median.

Note: Peer data from U.S. News & World Report, 2017 Edition. Annual giving rate is a two year average.

Endowment Assets per FTE Enrollment

FY 2011 – FY 2015



With the exception of FY 2015, University of Illinois at Springfield has a higher endowment per student than its peer median.

Notes: Peer median is based on the UIS Advancement Peer Group. The large increase in the 2015 peer group value is due to a change in endowment reporting in IPEDS from the Central Administration System Offices to the individual campuses at the University of Nebraska at Kearney.

University of Illinois at Springfield

Analysis of Dashboard Indicators

FINANCIAL INDICATORS, ADVANCEMENT UPDATES

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Areas Meeting or Exceeding Expectations

- Faculty and Staff Campaign participation/personal giving
- Stewardship/cultivation events
- Average annual cash gifts and new business have increased FY13 through FY16

Accomplishments

- Employee participation in the faculty and staff campaign continues to be strong
- Student Union fundraising campaign at more than 70% of goal
- Strong engagement from individuals with UIS graduate degrees
- Attendance at cultivation/stewardship events remains high

Areas Needing Improvement

- Dean/unit head involvement in the fundraising process
- Outreach/contact with alumni and donor constituencies to promote philanthropy
- Enhance volunteer engagement in fundraising process

Strategy to improve **Dean/unit head involvement**

- **Actions:**
 - Increase expectations of Deans and unit heads
 - Continue to provide development training for Deans and unit heads
 - Further engage academic leadership in campaign planning

Strategy to improve **alumni outreach**

- Actions:
 - Develop strategies to engage online and international alums and friends
 - Increase engagement with and involvement by UIS alums
 - Continue to capitalize on opportunities to increase and enhance institutional visibility

Strategy to improve **volunteer engagement**

- Actions:
 - Further engage campaign planning committee
 - Directly involve alumni and friends in cultivation and solicitation of large gifts
 - Further engage UIS alumni board in outreach with other alumni and potential donors

Areas we are watching

- Enrollment
- Enrollment/instructional cost ratios
- Aligning fundraising programs and activities with University priorities