

Reported to the Board of Trustees
March 15, 2018

University of Illinois at Springfield

Performance Metrics

FINANCIAL INDICATORS AND ADVANCEMENT UPDATES BY:
UNIVERSITY OFFICE FOR PLANNING AND BUDGETING
FEBRUARY 5, 2018

REPORTED BY:
CHANCELLOR SUSAN J. KOCH
MARCH 15, 2018

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

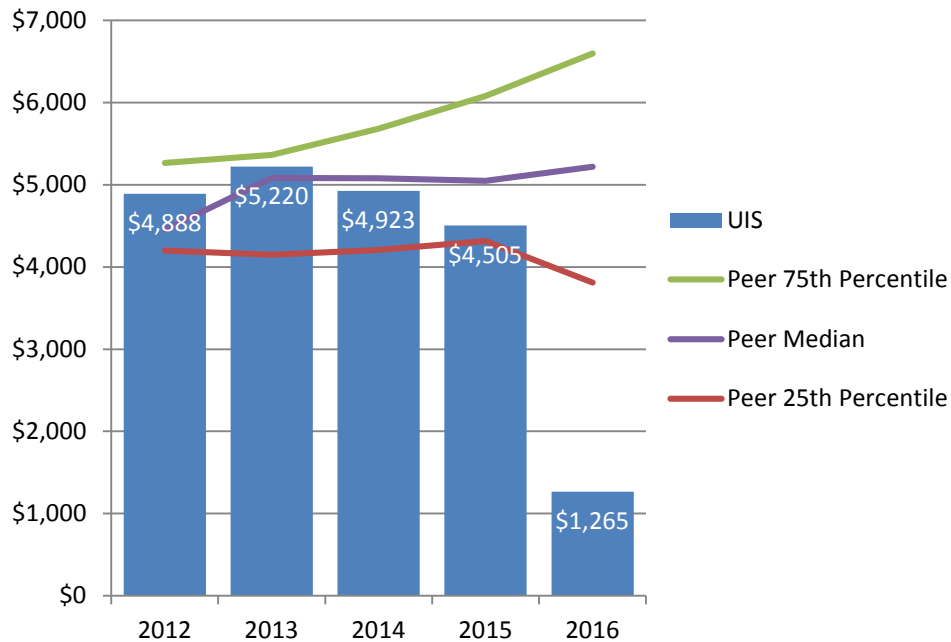
University of Wisconsin - Green Bay

* Private Institution

Financial Indicators



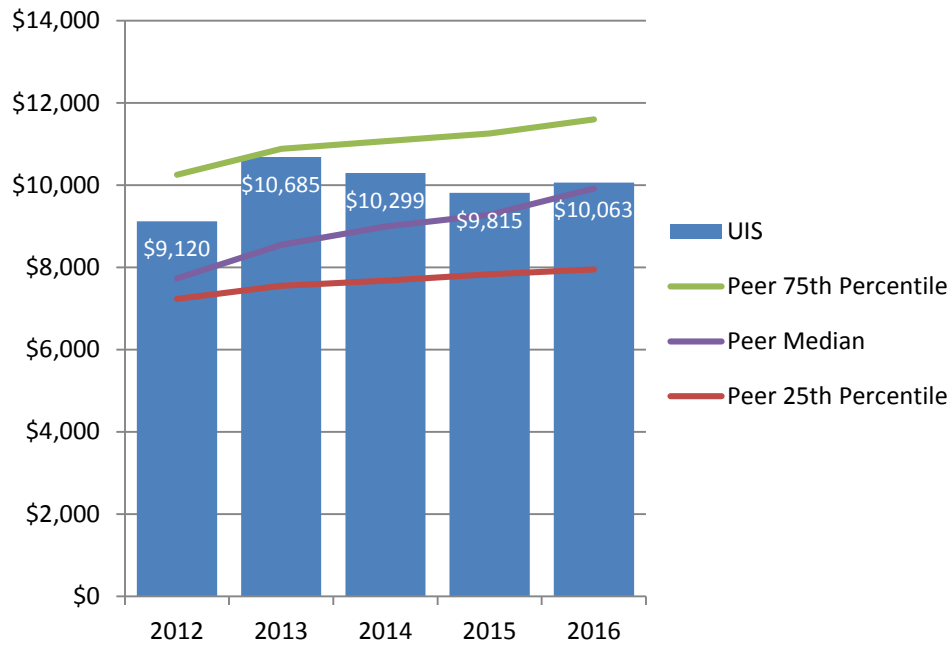
State Appropriations per FTE Enrollment FY 2012 – FY 2016



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 System Offices 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 2012 – FY 2016



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

Note: Does not include any allocation of System Offices expenses.

Advancement Peer Group



University of Illinois at Springfield

Georgia College and State University

Northern Michigan University - Marquette

Shippensburg University of Pennsylvania

State University of New York at Brockport

Truman State University

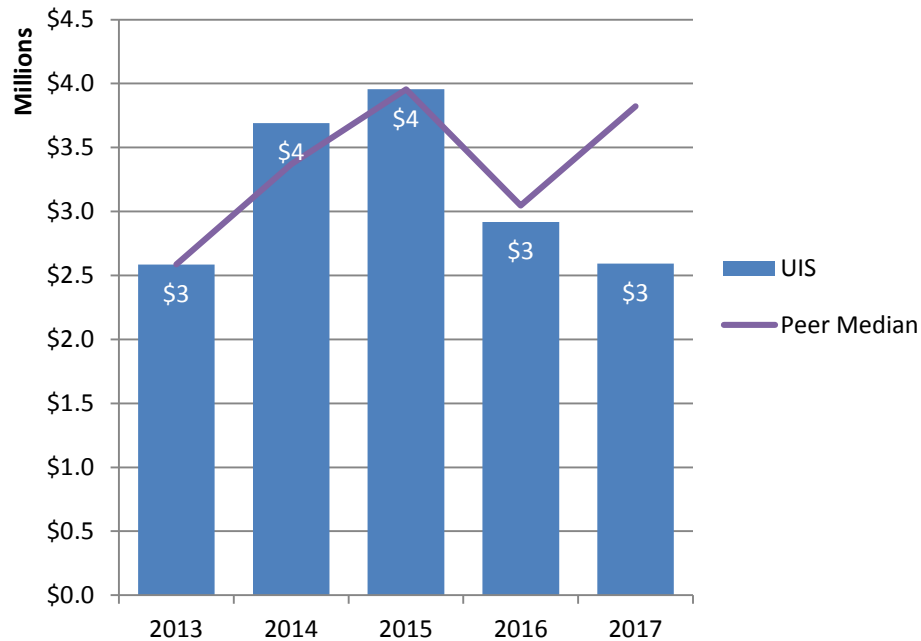
University of Nebraska at Kearney

University of Wisconsin-Stevens Point

Advancement



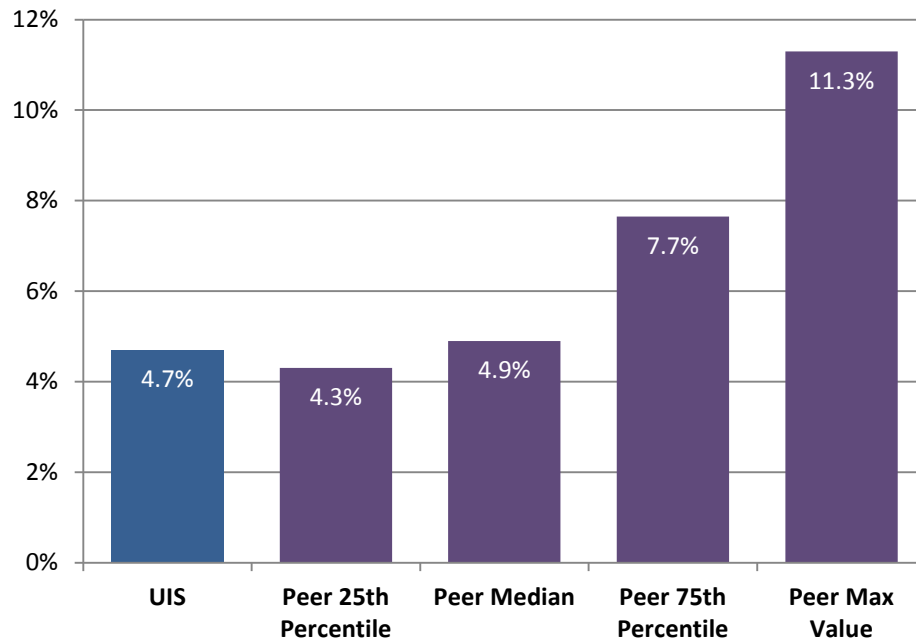
Cash Gifts Received FY 2013 – FY 2017



Through FY 2016, gift income at the University of Illinois at Springfield was on par with the peer median. In FY 2017, two of the peer institutions received significant increases in gift income.

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.

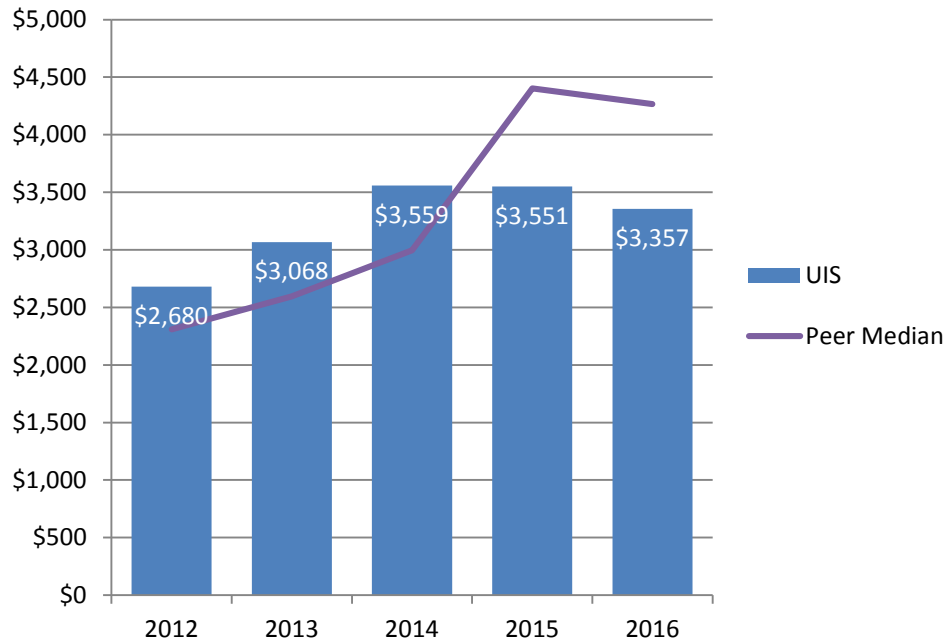
Annual Giving Rate AY 2014-15 and AY 2015-16



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, 2018 Edition. Annual giving rate is a two year average.

Endowment Assets per FTE Enrollment FY 2012 – FY 2016



Since FY 2015, University of Illinois at Springfield has a lower 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

Performance Metrics Analysis

FINANCIAL INDICATORS, ADVANCEMENT UPDATES

REPORTED BY:

CHANCELLOR SUSAN J. KOCH

March 15, 2018

Areas Meeting or Exceeding Expectations

- UIS' *Reaching Stellar* Campaign and FY18 New Business progress
- UIS Faculty and Staff Campaign participation/personal giving
- Quality of stewardship/cultivation events
- Execution of donor relations strategies

Accomplishments

- Alignment of fundraising activities with University priorities
- Public kick-off of UIS' *Reaching Stellar* Campaign—to date, more than 50% of the \$40-million goal has been raised
- More than 80% of the \$8-million goal for private gifts supporting the Student Union project has been secured
- Participation in UIS' faculty and staff campaign continues to be strong; more than 50% of faculty and staff made gifts in FY17—a UIS record
- Participation in cultivation/stewardship events remains high

Areas Needing Improvement

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

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

- Actions:
 - Work with new academic leadership to help educate/train Deans and unit heads regarding external relations
 - Increase expectations of Deans and unit heads for engagement in development activities
 - Continue to provide development training for Deans and unit heads

Strategy to improve **alumni outreach**

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

Strategy to improve **volunteer engagement**

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

Areas we are watching

- Enrollment
- Enrollment/instructional cost ratios
- Fundraising return on investment