

University of Illinois Board of Trustees

March 6, 2014

Presented by

Thomas J. Farrell

University of Illinois Foundation President

Fundraising Progress and Production – FY'14

(As of February 28, 2014)

	FY '14			FY '13		Avg. YTD '09-'13	
	Goal	YTD	% Goal	YTD	+ / -	YTD	+ / -
New Business							
Total University	\$300	\$167	56%	\$280	-40.1%	\$201	-16.6%
Urbana-Champaign	\$201	\$124	62%	\$221	-43.6%	\$140	-10.9%
Chicago	\$90	\$36	40%	\$55	-34.4%	\$56	-35.4%
Springfield	\$4.3	\$1.89	44%	\$1.88	0.4%	\$2.06	-8.2%
Cash Flow							
Total University	\$245	\$172	70%	\$170	1.1%	\$152	13.3%
Urbana-Champaign	\$164	\$128	78%	\$124	3.1%	\$104	23.7%
Chicago	\$70	\$37	52%	\$41	-11.7%	\$43	-15.2%
Springfield	\$4.15	\$1.80	43%	\$1.88	-4.1%	\$1.71	5.2%

* Dollars in millions.

Fundraising Progress and Production – FY'14

(As of February 28, 2014)

	FY '14			FY '13		Avg. YTD '09-'13	
	Goal	YTD	% Goal	YTD	+ / -	YTD	+ / -
Annual Giving							
Total University	\$30.5	\$21.64	71%	\$20.80	+4.0%	\$20.39	+6.1%
Urbana-Champaign	\$24.2	\$16.68	69%	\$16.28	+2.5%	\$15.98	+4.4%
Chicago	\$4.9	\$3.91	80%	\$3.55	+10.0%	\$3.47	+12.4%
Springfield	\$900K	\$732K	81%	\$707K	+3.4%	\$657K	+11.4%

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

Fundraising Progress and Production – FY'14

(As of February 28, 2014)

	FY '14			FY '13		Avg. YTD '09-'13	
	Goal	YTD	% Goal	YTD	+ / -	YTD	+ / -
Individual \$1K+ Donors							
Total University	7,600	5,413	71%	5,220	+3.7%	5,219	+3.7%
Urbana-Champaign	6,075	4,258	70%	4,131	+3.1%	4,127	+3.2%
Chicago	1,175	987	84%	935	+5.6%	936	+5.5%
Springfield	175	155	89%	154	+0.6%	134	+15.7%
Annual Alumni Donors							
Total University	42,500	32,748	77%	33,024	-0.8%	33,690	-2.8%
Urbana-Champaign	33,000	25,550	77%	25,505	+0.2%	26,310	-2.9%
Chicago	6,500	4,905	75%	5,186	-5.4%	5,056	-3.0%
Springfield	1,500	1,160	77%	1,178	-1.5%	1,155	+0.4%

Development Activities – FY '14

(As of February 28, 2014)

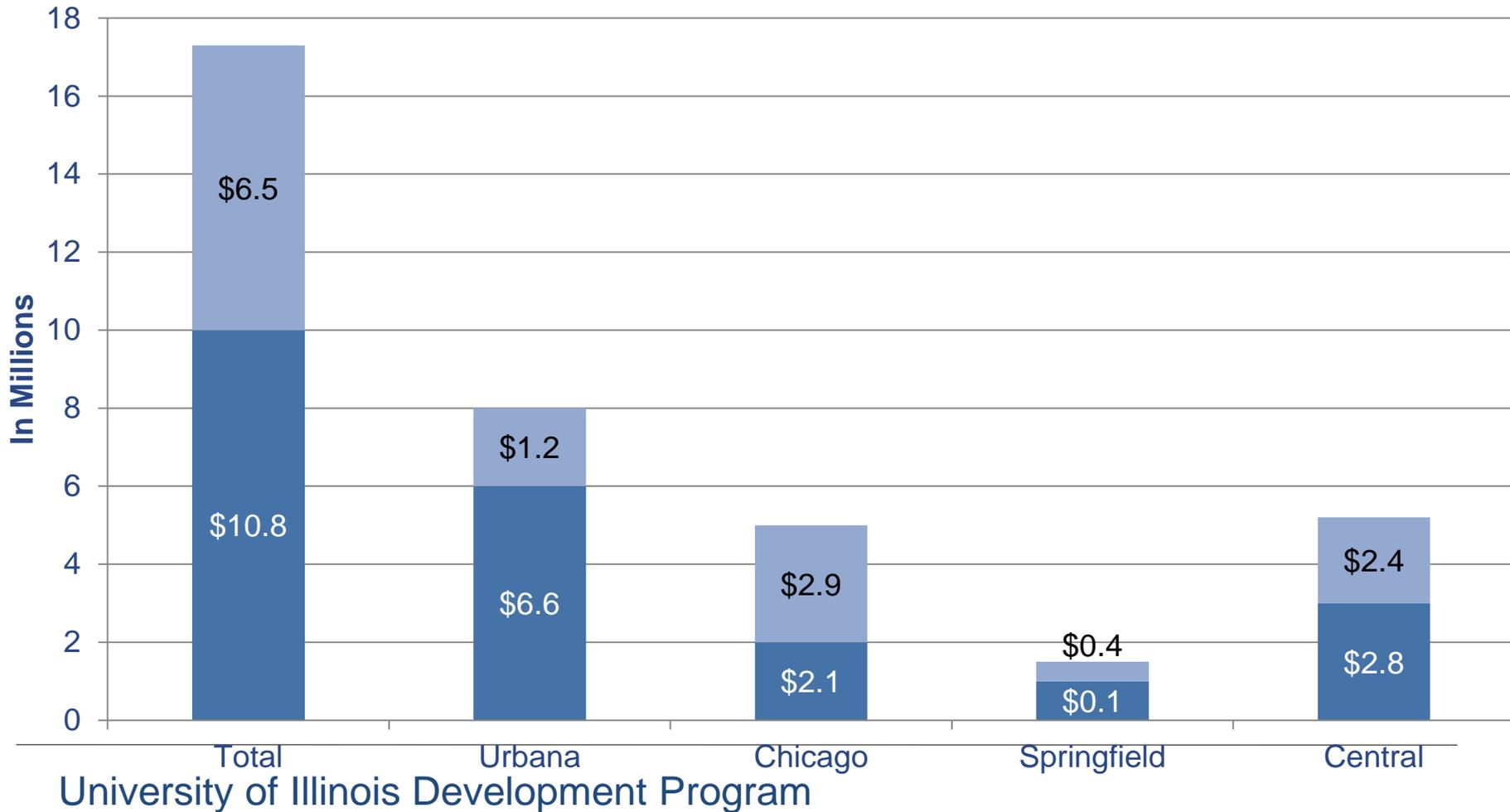
	FY '14			FY '13	
	Goal	YTD	% Goal	YTD	+/-
Total Visits					
Total University	14,000	9,622	69%	10,432	-810
Urbana-Champaign	10,000	7,316	73%	7,545	-229
Chicago	3,500	1,798	51%	2,317	-519
Springfield	450	268	60%	282	-14
Major Gift Solicitations (\$25k+)					
Total University	1,400	640	46%	468	+172
Urbana-Champaign	1,000	412	41%	246	+166
Chicago	380	213	56%	216	-3
Springfield	32	14	44%	5	+9

The Plan

1. Add Resources
2. Campus Based Strategy
3. Coordinate and Communicate
4. Plan, Goals, Accountability
5. Campaign

Total Investments Chart

■ Authorized ■ Requested

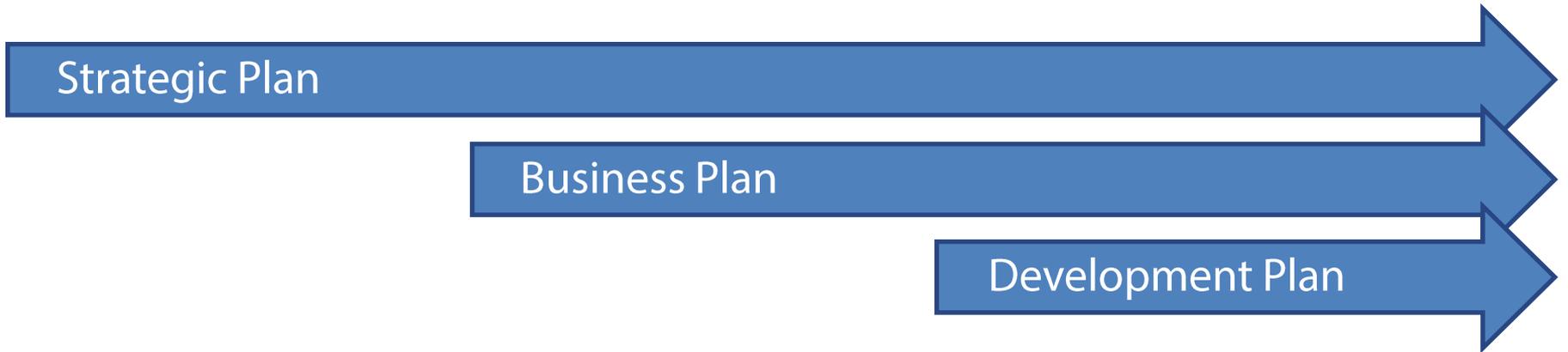
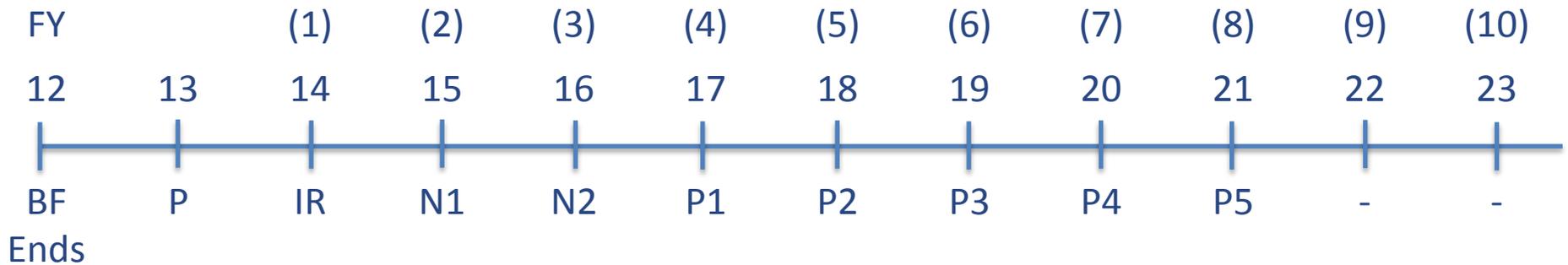


UNIVERSITY OF ILLINOIS



DEVELOPMENT PROGRAM

Potential Campaign Timeline



Campaign Phases

