

Reported to the Board of Trustees
May 7, 2015

University of Illinois Board of Trustees

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Submitted by:

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Interim President
University of Illinois Foundation

University Fundraising Goals – FY'15 Dashboard / Metrics

1. Fundraising Progress and Production
 - New Business
 - Cash Flow
 - Annual Giving
 - Total Individual Donors
 - Individual \$1K+ Donors
 - Alumni Donors

2. Portfolio Management
 - Number of Total Assignments (TBD)

3. Development Activities
 - Total Visits
 - Major Gift Solicitations (\$25K+)

* FY 2015 Goals collected in July-August 2014, finalized in September-October.

Fundraising Progress and Production – FY'15

(As of March 31, 2015)

	FY '15			FY '14		Avg. YTD '12-'14	
	Goal	YTD	% Goal	YTD	+ / -	YTD	+ / -
New Business							
Total University	\$285	\$224.1	78.6%	\$193.6	+15.7%	\$216.9	+3.3%
Urbana-Champaign	\$210	\$170.7	81.3%	\$140.1	+21.9%	\$142.8	+19.5%
Chicago	\$70	\$46.0	65.6%	\$43.1	+6.6%	\$67.1	-31.5%
Springfield	\$4.5	\$4.43	98.4%	\$5.04	-12.2%	\$3.49	+26.9%
Cash Flow							
Total University	\$240	\$188.8	78.7%	\$193.9	-2.6%	\$182.4	+3.5%
Urbana-Champaign	\$175	\$137.3	78.4%	\$141.3	-2.8%	\$128.7	+6.7%
Chicago	\$60	\$46.1	76.8%	\$45.0	+2.4%	\$47.9	-3.8%
Springfield	\$4.15	\$3.28	79.3%	\$2.05	+60.9%	\$2.28	+44.5%

* Dollars in millions.

Fundraising Progress and Production – FY'15

(As of March 31, 2015)

	FY '15			FY '14		Avg. YTD '12-'14	
	Goal	YTD	% Goal	YTD	+ / -	YTD	+ / -
Annual Giving							
Total University	\$33.1	\$26.6	80.4%	\$24.0	+10.8%	\$24.0	+11.0%
Urbana-Champaign	\$23.9	\$21.2	88.6%	\$18.5	+14.7%	\$18.8	+12.9%
Chicago	\$6.1	\$4.1	67.4%	\$4.4	-5.9%	\$4.1	+0.5%
Springfield	\$1.1	\$0.938	85.3%	\$0.817	+14.9%	\$0.794	+18.1%
Individual Donors							
Total University	79,650	63,601	79.9%	62,321	+2.1%	63,391	+0.3%
Urbana-Champaign	60,000	49,120	81.9%	48,598	+1.1%	49,463	-0.7%
Chicago	13,900	10,815	77.8%	10,432	+3.7%	10,701	+1.1%
Springfield	5,750	4,716	82.0%	4,501	+4.8%	4,452	+5.9%

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

Fundraising Progress and Production – FY'15

(As of March 31, 2015)

	FY '15			FY '14		Avg. YTD '12-'14	
	Goal	YTD	% Goal	YTD	+ / -	YTD	+ / -
Individual \$1K+ Donors							
Total University	8,650	6,449	74.6%	5,955	+8.3%	6,005	+7.4%
Urbana-Champaign	6,750	5,159	76.4%	4,707	+9.6%	4,791	+7.7%
Chicago	1,650	1,085	65.8%	1,067	+1.7%	1,042	+4.1%
Springfield	230	193	83.9%	173	+11.6%	161	+19.9%
Annual Alumni Donors							
Total University	42,000	35,495	84.5%	35,106	+1.1%	35,629	-0.4%
Urbana-Champaign	32,500	27,500	84.6%	27,302	+0.7%	27,682	-0.7%
Chicago	6,900	5,315	77.0%	5,324	-0.2%	5,474	-2.9%
Springfield	1,500	1,208	80.5%	1,193	+1.3%	1,180	+2.4%

* Includes individually directed gifts under \$25K.

Development Activities – FY '15

(As of March 31, 2015)

	FY '15			FY '14	
	Goal	YTD	% Goal	YTD	+ / -
Total Visits					
Total University	16,250	9,691	59.6%	11,708	-17.2%
Urbana-Champaign	12,000	7,641	63.7%	8,940	-14.5%
Chicago	3,500	1,605	45.9%	2,271	-29.3%
Springfield	450	160	35.6%	225	-28.9%
Major Gift Solicitations (\$25k+)					
Total University	1,750	1,100	62.9%	1,037	+6.1%
Urbana-Champaign	1,200	801	66.8%	720	+11.3%
Chicago	400	277	69.3%	280	-1.1%
Springfield	40	15	37.5%	25	-40.0%