

Reported to the Board of Trustees
November 13, 2014

University of Illinois Board of Trustees

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Presented by

Edward F. Ewald

University of Illinois Foundation Interim President

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 September 30, 2014)

	FY '15			FY '14		Avg. YTD '12-'14	
	Goal	YTD	% Goal	YTD	+ / -	YTD	+ / -
New Business							
Total University	\$285	\$51.9	18.2%	\$63.4	-18.2%	\$64.6	-19.7%
Urbana-Champaign	\$210	\$39.8	19.0%	\$42.2	-5.5%	\$45.0	-11.5%
Chicago	\$70	\$9.9	14.0%	\$20.3	-51.5%	\$18.5	-46.9%
Springfield	\$4.5	\$1.49	33.1%	\$0.564	+164.4%	\$0.544	+174.0%
Cash Flow							
Total University	\$240	\$58.1	24.2%	\$69.7	-16.6%	\$53.7	+8.2%
Urbana-Champaign	\$175	\$47.5	27.2%	\$57.0	-16.6%	\$39.5	+20.5%
Chicago	\$60	\$9.3	15.5%	\$11.9	-21.4%	\$13.2	-29.4%
Springfield	\$4.15	\$0.474	11.4%	\$0.371	+27.5%	\$0.462	+2.6%

* Dollars in millions.

Fundraising Progress and Production – FY'15

(As of September 30, 2014)

	FY '15			FY '14		Avg. YTD '12-'14	
	Goal	YTD	% Goal	YTD	+ / -	YTD	+ / -
Annual Giving							
Total University	\$33.1	\$4.89	14.8%	\$5.18	-5.7%	\$5.29	-7.6%
Urbana-Champaign	\$23.9	\$3.61	15.1%	\$3.88	-6.9%	\$4.10	-11.9%
Chicago	\$6.1	\$0.986	16.2%	\$1.01	-2.3%	\$0.931	+5.9%
Springfield	\$1.1	\$0.198	18.0%	\$0.205	-3.5%	\$0.168	+18.2%
Individual Donors							
Total University	79,650	15,587	19.6%	16,954	-8.1%	16,885	-7.7%
Urbana-Champaign	60,000	10,538	17.6%	12,239	-13.9%	12,203	-13.6%
Chicago	13,900	2,818	20.3%	2,902	-2.9%	3,055	-7.8%
Springfield	5,750	2,327	40.5%	1,916	+21.5%	1,711	+36.0%

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

Fundraising Progress and Production – FY'15

(As of September 30, 2014)

	FY '15			FY '14		Avg. YTD '12-'14	
	Goal	YTD	% Goal	YTD	+ / -	YTD	+ / -
Individual \$1K+ Donors							
Total University	8,650	1,204	13.9%	1,356	-11.2%	1,379	-12.7%
Urbana-Champaign	6,750	928	13.7%	1,062	-12.6%	1,102	-15.8%
Chicago	1,650	218	13.2%	243	-10.3%	237	-8.0%
Springfield	230	47	20.4%	46	+2.2%	34	+38.2%
Annual Alumni Donors							
Total University	42,000	7,614	18.1%	9,185	-17.1%	9,278	-17.9%
Urbana-Champaign	32,500	4,419	13.6%	5,941	-25.6%	6,064	-27.1%
Chicago	6,900	1,512	21.9%	1,508	+0.3%	1,509	+0.2%
Springfield	1,500	472	31.5%	434	+8.8%	427	+10.5%

* Includes individually directed gifts under \$25K.

Development Activities – FY '15

(As of September 30, 2014)

	FY '15			FY '14	
	Goal	YTD	% Goal	YTD	+ / -
Total Visits					
Total University	16,250	2,560	15.8%	3,885	-32.6%
Urbana-Champaign	12,000	2,067	17.2%	3,030	-26.6%
Chicago	3,500	394	11.3%	691	-43.0%
Springfield	450	47	10.4%	102	-53.9%
Major Gift Solicitations (\$25k+)					
Total University	1,750	262	15.0%	279	-6.1%
Urbana-Champaign	1,200	185	15.4%	164	+12.8%
Chicago	450	74	16.4%	108	-31.5%
Springfield	40	2	5.0%	2	0.0%