

# VICE CHANCELLOR'S REPORT



Mr. Kenneth E. Sigmon Jr.  
Vice Chancellor for University Advancement  
Board of Trustees AEA Committee  
April 22, 2022

## Gifts and New Commitments - Source and Type

*July 1, 2021 - March 31, 2022*

CONSTITUENT	PLEDGES	OUTRIGHT GIFTS	GIFTS IN KIND	REALIZED PLANNED GIFTS	DEFERRED PLANNED GIFTS	TOTAL
ALUMNI	\$424,757	\$2,611,137	\$0	\$40,800	\$250,000	\$3,326,694
CORPORATE	\$8,863,943	\$3,994,690	\$0	\$0	\$0	\$12,858,633
FOUNDATION	\$3,620,000	\$1,477,219	\$0	\$0	\$0	\$5,097,219
NON-ALUMNI	\$581,199	\$452,984	\$0	\$0	\$1,525,000	\$2,559,182
OTHER ORGS	\$100,000	\$381,387	\$0	\$0	\$0	\$481,387
<b>TOTAL</b>	<b>\$13,589,899</b>	<b>\$8,917,416</b>	<b>\$0</b>	<b>\$40,800</b>	<b>\$1,775,000</b>	<b>\$24,323,115</b>

*July 1, 2020 - March 31, 2021*

CONSTITUENT	PLEDGES	OUTRIGHT GIFTS	GIFTS IN KIND	REALIZED PLANNED GIFTS	DEFERRED PLANNED GIFTS	TOTAL
ALUMNI	\$4,628,218	\$1,913,783	\$5,000	\$4,370	\$162,000	\$6,713,371
CORPORATE	\$26,011,880	\$1,846,818	\$1,180,245	\$0	\$0	\$29,038,943
FOUNDATION	\$3,442,416	\$1,634,504	\$0	\$0	\$0	\$5,076,920
NON-ALUMNI	\$570,613	\$45,613,682	\$68	\$16,000	\$1,112,000	\$47,312,363
OTHER ORGS	\$0	\$317,679	\$6,000	\$0	\$0	\$323,679
<b>TOTAL</b>	<b>\$33,521,434</b>	<b>\$51,326,466</b>	<b>\$1,191,313</b>	<b>\$20,370</b>	<b>\$1,274,000</b>	<b>\$88,465,275</b>

# **BIG PICTURE ADVANCEMENT PRIORITIES POST-CAMPAIGN**

- Maintain momentum gained through **The Power of DO!**
- Add capacity in Corporate and Foundation Engagement Office
- Donor Relations and Stewardship
  - > Endowments
  - > Impact Reporting
- Advancement's role in R1 Carnegie Classification
- Philanthropic Foundation

- **Endowment Fee**

- One percent of the fair market value of endowments invested back into University Advancement
- Has grown along with overall endowment to over \$1.5MM
- To be used solely for people, programs, and platforms
- Allowed us to build up for the campaign, but is now allowing us to look beyond and build for the future

- **Investments in People**

- Major/Constituency Giving
  - One Development Officer for each College
- Corporate and Foundation Relations
- Donor Relations and Stewardship
- Advancement Operations (Gift Processing)
- Alumni Communications
- Salary Parity with Other Institutions
- Assisting Athletics



- **Most Recent Investments in Platforms**
  - Raiser's Edge NXT
  - EAB
  - Guided Fundraising – Blackbaud
  - Give Campus
  - Blackbaud Merchant Services
- **Investments in Programs**
  - Working through Advisory Council on Alumni Relations to identify additional alumni programs
  - Fill gaps in connections, constituencies, and services



# Questions?