

DELAWARE **FIRST**

THE CAMPAIGN FOR THE UNIVERSITY OF DELAWARE



Development &
Alumni Relations

A photograph of classical architectural columns with Corinthian capitals, rendered in a light blue monochrome style. The columns are arranged in a perspective that recedes into the distance.

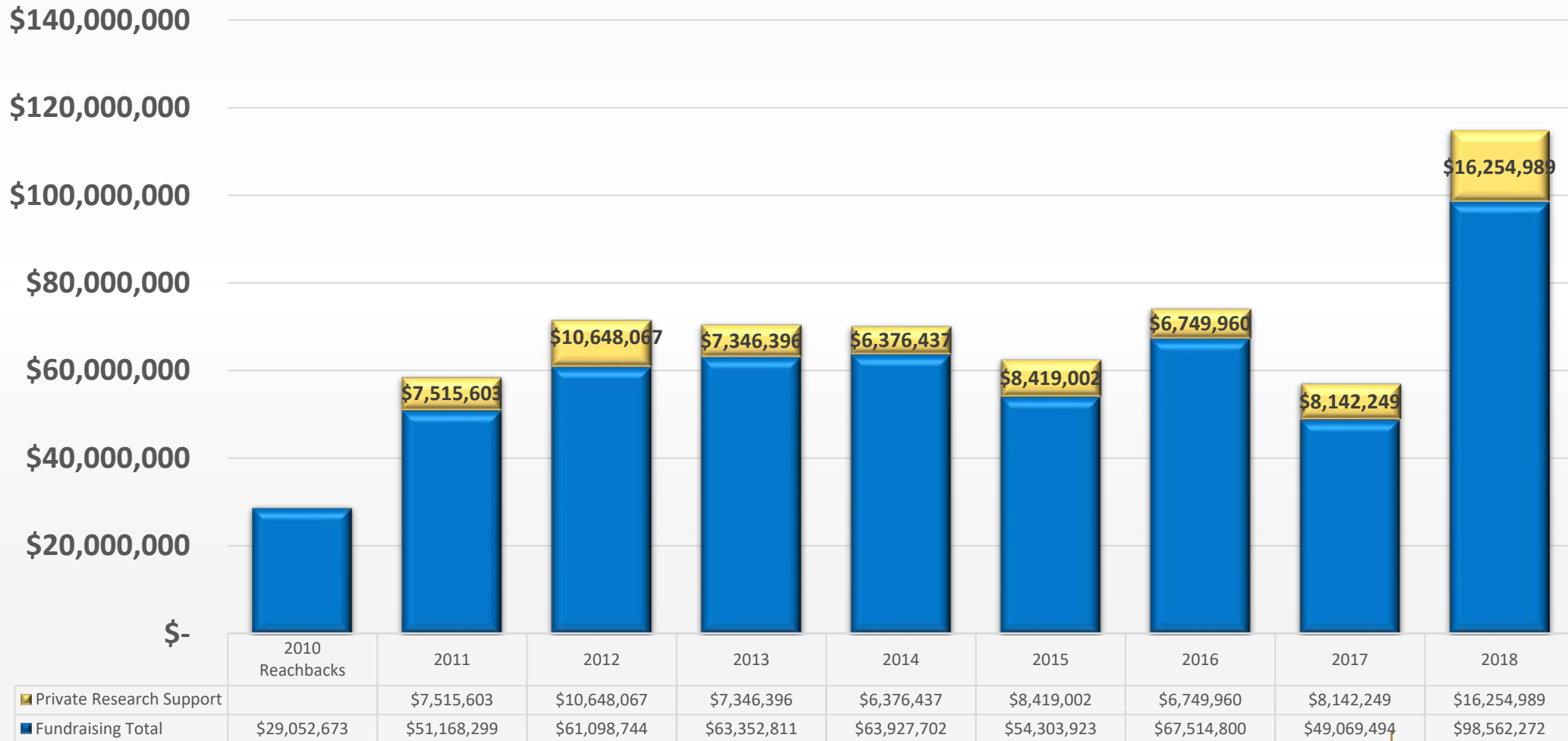
Board of Trustees Retreat Campaign Update

Jim Dicker, Vice President
Development & Alumni Relations



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CAMPAIGN DOLLARS RAISED \$635,008,502



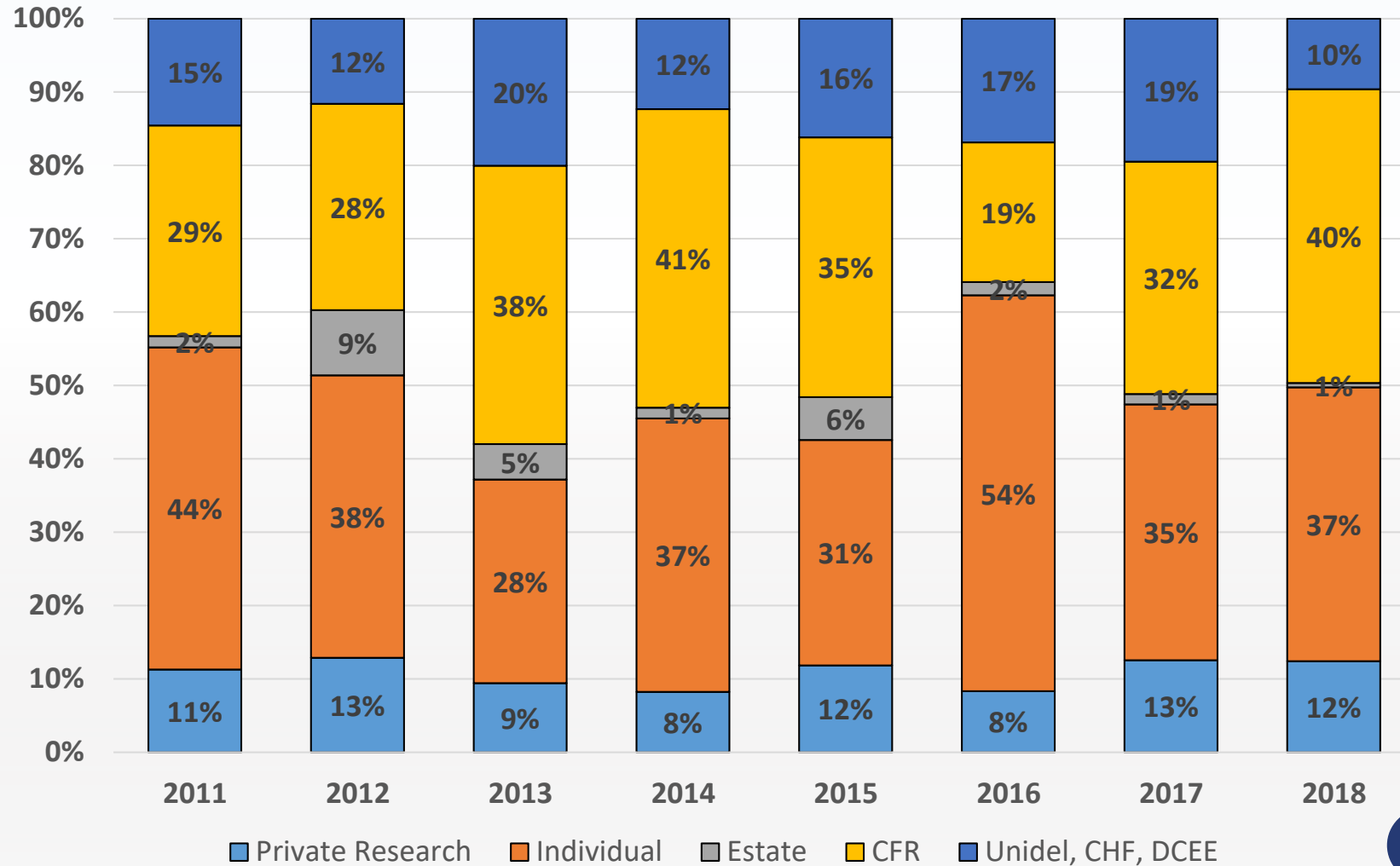
*NEW PLEDGES & NEW CASH



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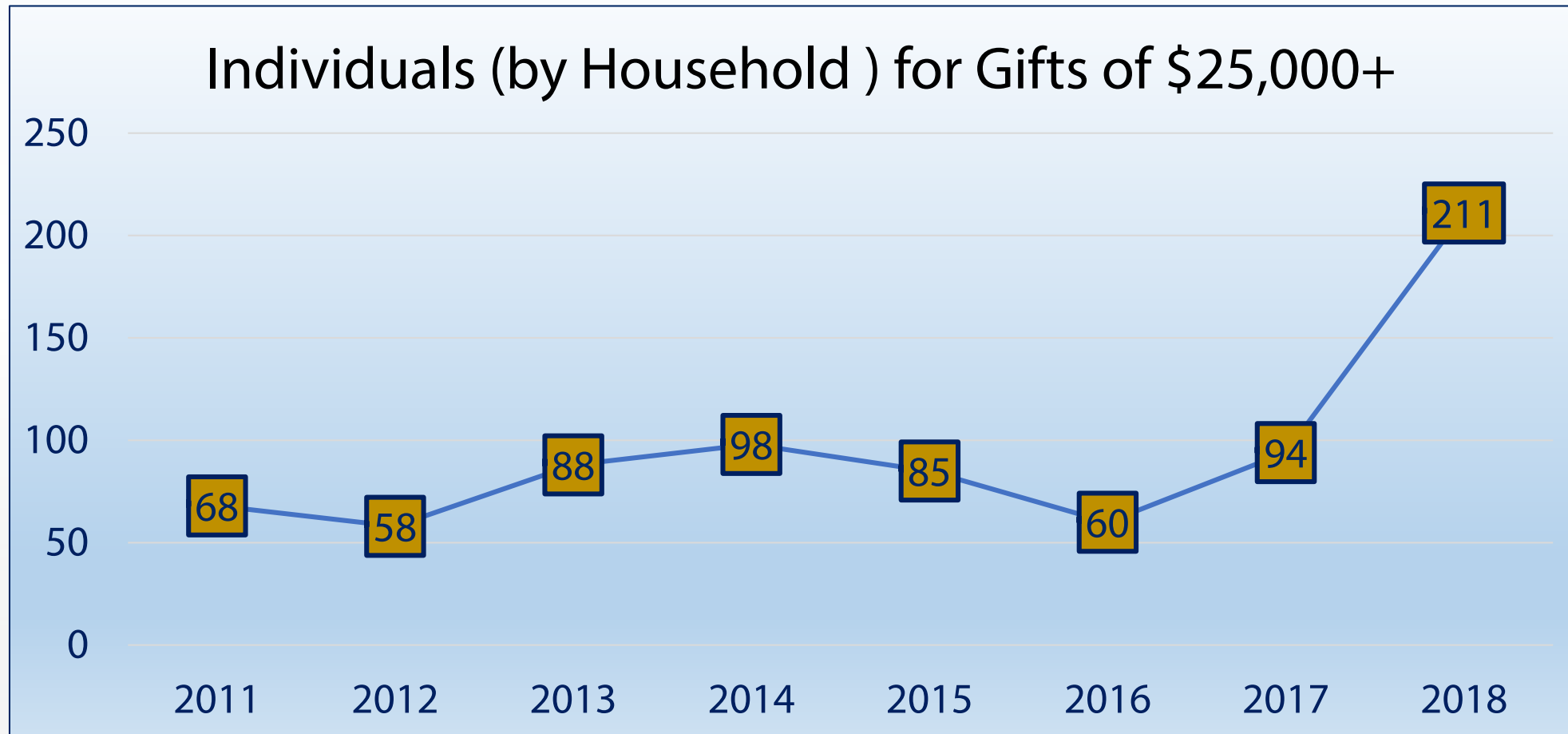
FUNDRAISING COMPARISON BY GIFT TYPE

2011-2018



FUNDRAISING DONOR TRENDS

2011-2018



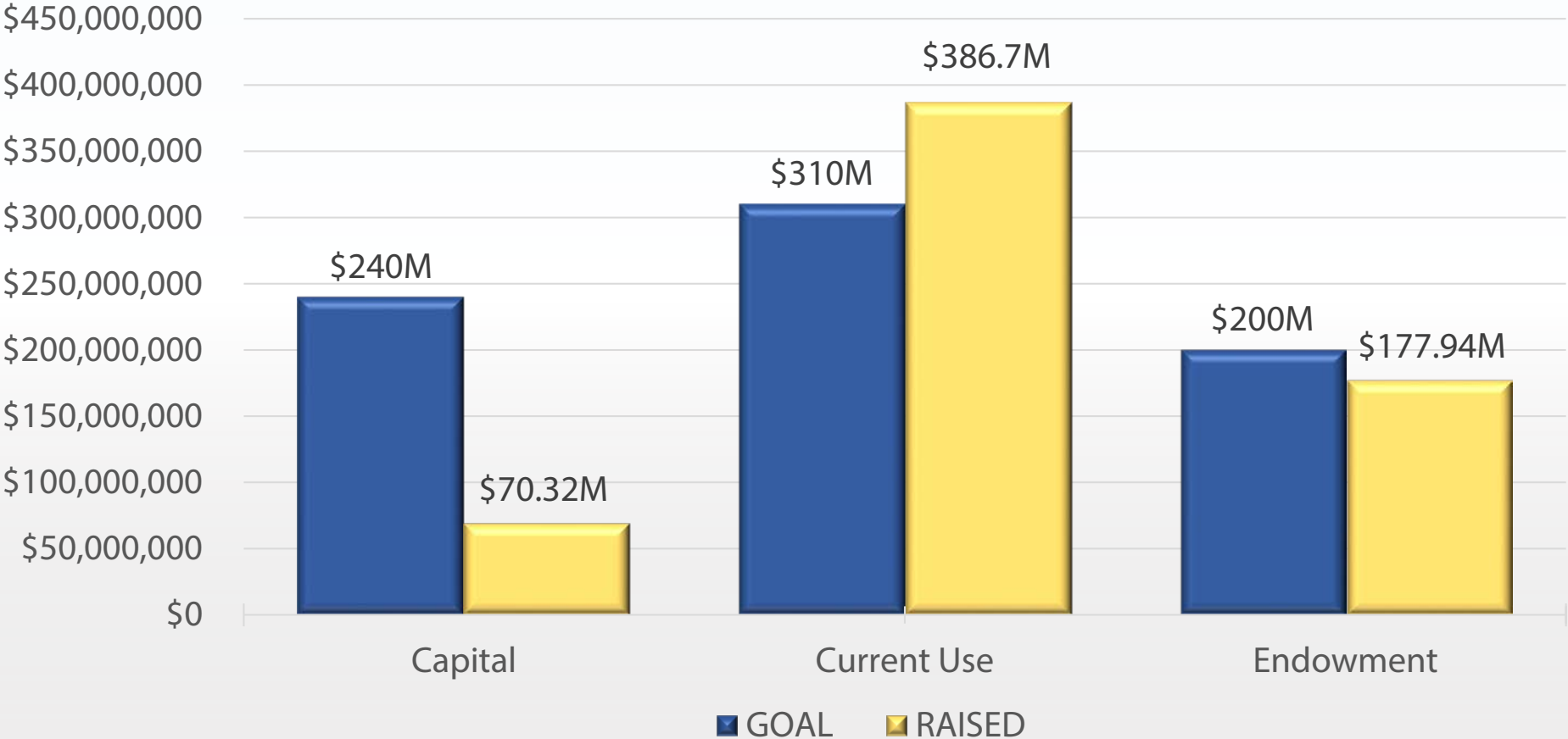
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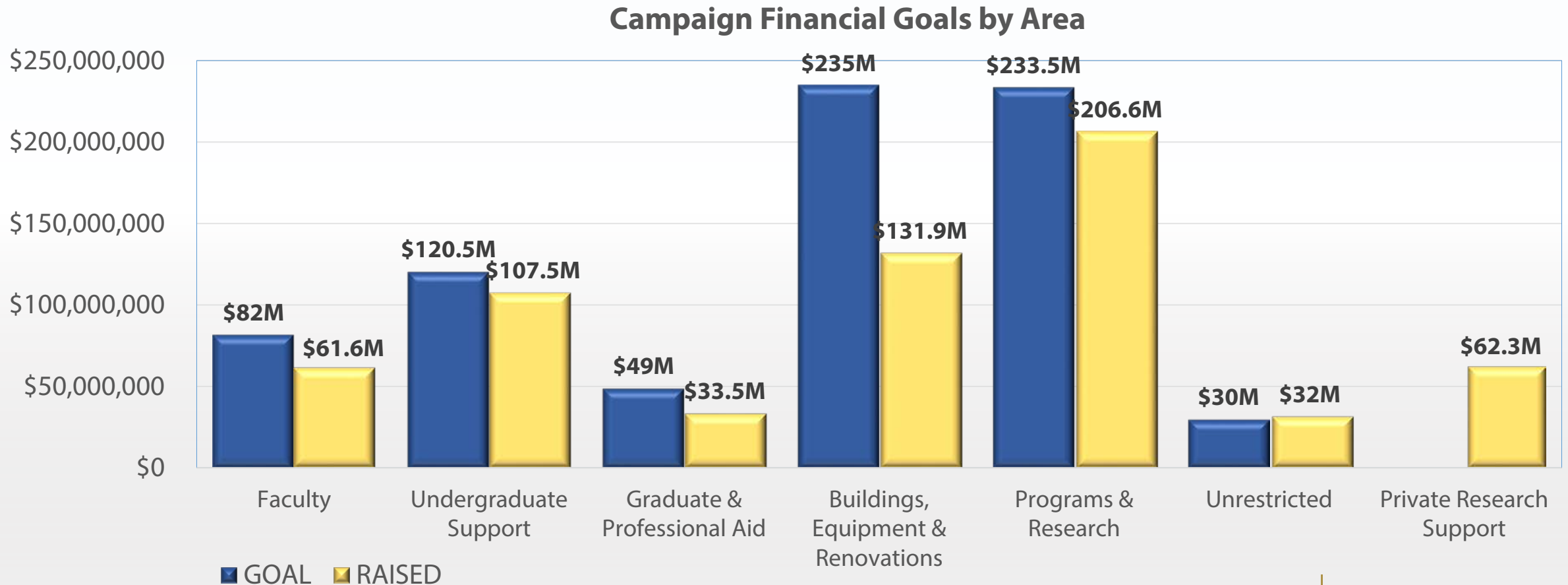
CAMPAIGN FINANCIAL GOALS BY PURPOSE

PROGRESS TO DATE as of 9/24/18



CAMPAIGN FINANCIAL GOALS BY AREA

PROGRESS TO DATE as of 9/24/18



CAMPAIGN CENTRAL PRIORITIES

PROGRESS TO DATE as of 9/24/18

CENTRAL PRIORITIES		GOAL	PROGRESS	% TO GOAL	TO GO
Athletics: Building Our Home		\$35,000,000	\$26,478,878*	76%	\$8,521,122*
Biden Institute		\$20,000,000	\$502,495	3%	\$19,497,505
Graduate Education		\$25,000,000	\$2,500,000	10%	\$22,500,000
Innovation & Entrepreneurship		\$50,000,000	\$24,000,000	48%	\$26,000,000
	TOTAL	\$130,000,000	\$53,481,373	41%	\$76,518,627

* \$32 million with verbal commitments/\$3 million to go



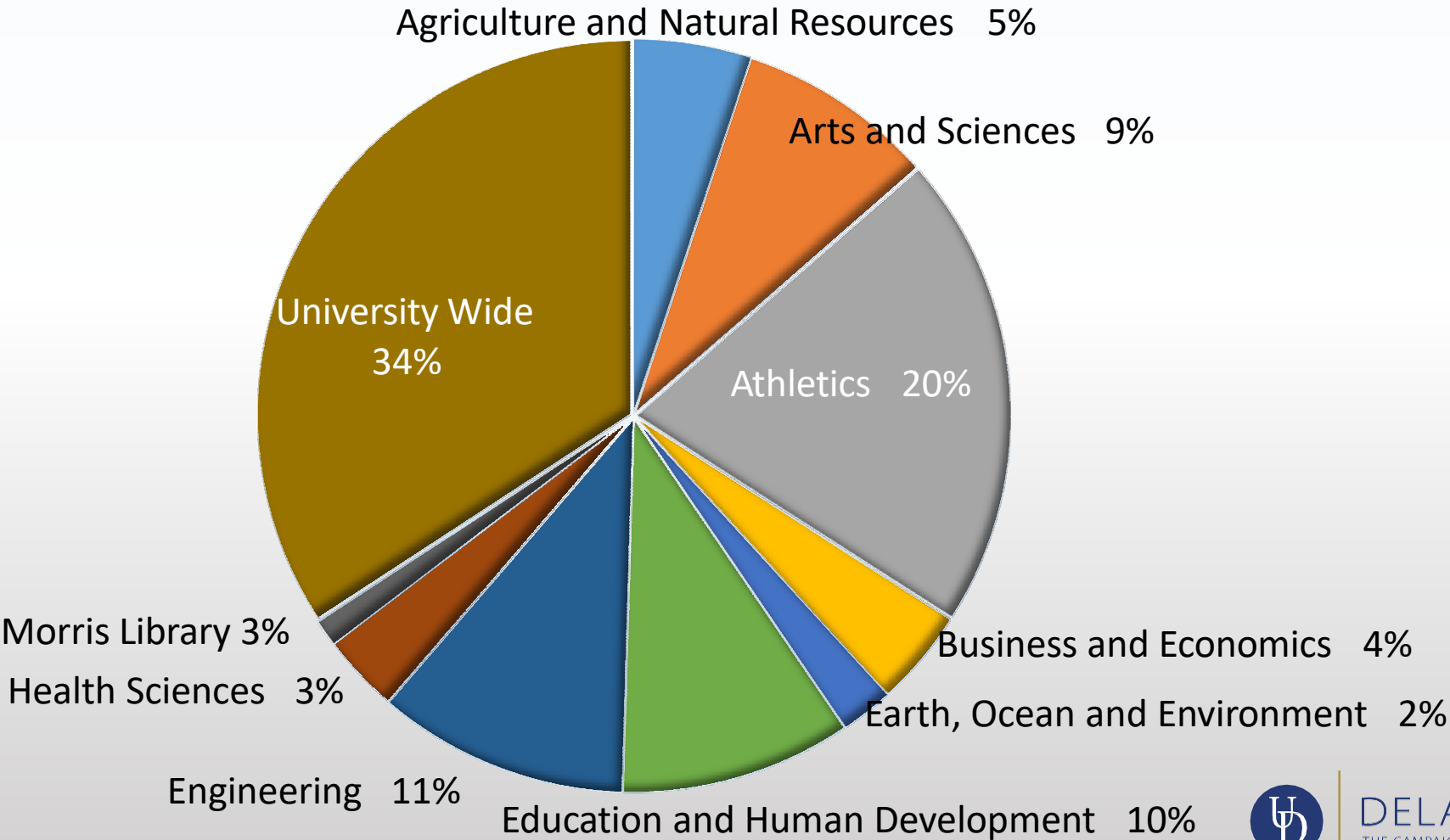
COLLEGE/UNIT PRIORITIES

PROGRESS TO DATE as of 9/24/18

COLLEGE/UNIT PRIORITIES	Goal	Total Raised	% to Goal	To Go
Agriculture and Natural Resources	\$40,000,000	\$47,127,302	117.82%	
Arts and Sciences	\$100,000,000	\$98,633,170	98.63%	\$1,366,830
Athletics non-facility	\$20,000,000	\$18,927,671	94.64%	\$1,072,329
Business and Economics	\$70,000,000	\$52,228,700	74.61%	\$17,771,300
Earth, Ocean and Environment	\$20,000,000	\$26,107,068	130.54%	
Education and Human Development	\$25,000,000	\$25,734,587	102.94%	
Engineering	\$100,000,000	\$100,357,087	100.36%	
Health Sciences	\$25,000,000	\$24,512,748	98.05%	\$487,252
University Wide	\$220,000,000	\$184,877,164	84.04%	\$35,122,836



FISCAL YEAR-END 2018 FUNDRAISING* BY COLLEGES & PROGRAMS



*NEW PLEDGES AND NEW CASH



Campaign Engagement Goals

Engagement Goal	Goal	Progress
Number of New Unique Volunteers (during last 3 years of campaign)	1,000	765
Number of Delaware Diamonds Society Members (in FY20)	5,500	4,134
Number of Donors (during all 10 years of campaign)	100,000	81,745
Number of New Carillon Circle Members (added during the campaign)	300	275



Donor numbers 2011-2018

All Donors	2011	2012	2013	2014	2015	2016	2017	2018
Donors	28,000	27,450	27,108	27,165	26,481	27,280	26,680	29,048
Fundraising	\$59,182,470	\$71,999,364	\$70,705,680	\$71,219,928	\$62,678,072	\$74,340,222	\$56,753,068	\$114,770,544
Undergraduate Alumni	2011	2012	2013	2014	2015	2016	2017	2018
Donors	12,394	12,338	11,557	11,476	11,241	10,873	10,525	13,773
Fundraising	\$8,494,997	\$24,705,132	\$8,852,839	\$15,283,109	\$6,378,783	\$10,692,556	\$12,377,764	\$21,834,860



What's next?

Capital Project Completion

Worrilow, Athletics, Biopharm

Lead gift for Biden building

President's Scholarship Challenge

1:1 match up to \$5 million

18 closed

\$1.53M in matching funds used/10 agreements totaling \$1,193,000 are pending

\$3.47M in matching funds remaining

Regional Fundraising

1,700 prospects at \$100,000.00 and above are rated and unassigned

8,100 prospects at \$50,000.00-\$99,000.00 are rated and unassigned

Goal is to be at \$100 million run rate

Post Campaign planning





THANK YOU

Questions?



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