Staffing Breakdown...

- **19 STAFF**
  - 1 Vice President
  - 5 Fundraisers
  - 5 Advancement Services Professionals
  - 1 Budget Support Staff
  - 4 Administrative Assistants
  - 1 Event Assistant
  - 1 Alumni Engagement Staff

- **5 STUDENT ASSISTANTS**
MISSION STATEMENT
University Advancement secures philanthropic support, engages alumni, and fosters public/private partnerships to serve students, advance the University’s mission and encourage its strategic priorities.
UA Strategic Plan

VISION
We are a champion for the University’s Vision as a source for achieving student success and educational excellence through innovative practices, being a trusted steward of resources, inspiring philanthropy, and building strong community relationships.
UA Strategic Plan

GOALS

1. Develop a culture of philanthropy to increase overall giving annually.
2. Foster engagement with a diverse cross section of stakeholders.
3. Create and steward strong partnerships.
4. Create a sustainable infrastructure that supports the Division’s needs, leverages opportunities, ensures excellent stewardship and maximizes efficiencies.
UA Budget 15/16
Permanent State Side Funding

New Funds 15/16 - UA was awarded $63,000 in permanent funding to support an existing position.

**Staffing** - $1,620,457 (salaries & benefits)

**Supplies / Operations** - $153,632

Total Permanent Stateside Allocation - $1,774,089
Revenue Compared to State Side Allocation

Advancement Fundraising Trends

- FY 11-12
- FY 12-13
- FY 13-14
- FY 14-15

Income
Expenses
## Revenue Compared to State Side Allocation

<table>
<thead>
<tr>
<th></th>
<th>11-12</th>
<th>12-13</th>
<th>13-14</th>
<th>14-15</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Unrestricted</strong></td>
<td>349,448</td>
<td>707,415</td>
<td>1,413,846</td>
<td>1,460,170</td>
</tr>
<tr>
<td><strong>Unrestricted Planned Giving</strong></td>
<td></td>
<td></td>
<td>3,650,000</td>
<td>874,000</td>
</tr>
<tr>
<td><strong>Academic Affairs</strong></td>
<td>1,262,910</td>
<td>390,504</td>
<td>606,638</td>
<td>948,535</td>
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<tr>
<td><strong>Academic Affairs Planned Giving</strong></td>
<td></td>
<td></td>
<td>220,000</td>
<td>150,000</td>
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<tr>
<td><strong>Student Scholarships</strong></td>
<td>214,634</td>
<td>35,252</td>
<td>156,746</td>
<td>202,377</td>
</tr>
<tr>
<td><strong>Student Scholarships Planned Giving</strong></td>
<td></td>
<td></td>
<td></td>
<td>2,285,000</td>
</tr>
<tr>
<td><strong>Capital Projects</strong></td>
<td>255,000</td>
<td>(18,246)</td>
<td>4,999</td>
<td>20,500</td>
</tr>
<tr>
<td><strong>Endowments</strong></td>
<td>21,317</td>
<td>811,957</td>
<td>1,565</td>
<td>(30,625)</td>
</tr>
<tr>
<td><strong>Other Restricted</strong></td>
<td>204,700</td>
<td>451,938</td>
<td>502,916</td>
<td>296,934</td>
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<tr>
<td><strong>Research</strong></td>
<td>40,240</td>
<td>22,520</td>
<td>100</td>
<td>116,840</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>2,348,249</strong></td>
<td><strong>2,401,340</strong></td>
<td><strong>6,556,810</strong></td>
<td><strong>6,323,731</strong></td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Salaries</strong></td>
<td>1,204,151</td>
<td>1,180,095.00</td>
<td>1,271,782.00</td>
<td>1,863,316.00</td>
</tr>
<tr>
<td><strong>Supplies</strong></td>
<td>146,580</td>
<td>151,534.00</td>
<td>204,696.00</td>
<td>134,115.00</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>1,350,731</strong></td>
<td><strong>1,331,629</strong></td>
<td><strong>1,476,478</strong></td>
<td><strong>1,997,431</strong></td>
</tr>
</tbody>
</table>
Revenue Compared to Stateside Investment Highlights

- In 13/14 Advancement’s Budget Increased 11% (we hired more support staff) and revenue grew by $173%!

- That is a $28.68 return for every dollar invested!
Revenue Allocations
FY 11/12 through FY 13/14

Support Trends for Selected Programs

- Unrestricted: 15%
- Academic Affairs: 54%
- Student Scholarships: 9%
- Capital Projects: 11%
- Other Restricted: 1%
- Endowments: 1%
- Research: 9%
Questions?

Happiness... consists in giving, and in serving others.

Henry Drummond

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