



Item: SP: I-1

STRATEGIC PLANNING COMMITTEE

Tuesday, October 17, 2006

SUBJECT: FAU UNIVERSITY ADVANCEMENT AND FOUNDATION UPDATE

PROPOSED COMMITTEE ACTION

Request: A report to the committee. No action required.

BACKGROUND INFORMATION

For 2005-06, the FAU Foundation raised in gifts and pledges \$20,836,343.

IMPLEMENTATION PLAN/DATE

Not applicable.

FISCAL IMPLICATIONS

Not applicable.

Supporting Documentation:

Title: FAU Foundation, Inc.

Report to Board of Trustees, October 2006

**Presented by: Lawrence F. Davenport, Ed.D, Executive Vice President
University Advancement and Executive Director of the
FAU Foundation**

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FLORIDA ATLANTIC UNIVERSITY FOUNDATION, INC.
Report to Board of Trustees

October 2006



Gifts to FAU Foundation: Total Fund Raising Activity



	2004-05	2005-06	2006-07 Goal
Cash Gifts	\$5,640,000	\$7,121,472	
Gifts-in-Kind	\$211,000	\$6,368,512	
State Matches	\$13,381,205		
Pledges	\$7,880,000	\$2,247,722	
State Matches Pledges	\$1,375,702	\$4,573,037	
Deferred Pledges		\$525,600	
Total	\$28,487,907	\$20,836,343	\$22,931,700

For the Fiscal Year Ended June 30

Benchmarking: Total Support 2004-05 (CAE*)



FLORIDA UNIVERSITIES	
	Grand Total
University of Florida	\$131,341,410
Florida State University	\$82,378,308
University of Central Florida	\$45,138,044
Florida Gulf Coast University	\$28,426,559
University of South Florida	\$22,733,927
Florida International University	\$14,483,986
University of North Florida	\$13,276,577
Florida Atlantic University	\$11,506,857
University of West Florida	\$2,007,793

* Note: Excludes all pledges and State matches

Benchmarking: Total Support 2004-05 (CAE*)



PEER INSTITUTIONS	
	Grand Total
University of Louisville	\$52,242,886
Virginia Commonwealth University	\$36,132,490
University of Nevada-Las Vegas	\$31,562,769
University of Akron	\$21,341,440
University of Wisconsin-Milwaukee	\$20,515,418
George Mason University	\$19,583,377
University of Memphis	\$18,329,898
University of North Florida	\$13,276,577
Portland State University	\$12,895,600
Florida Atlantic University	\$11,506,857
Georgia State University	\$11,499,724
Old Dominion University	\$10,400,462
University of Toledo	\$10,231,533
University of Texas at Arlington	\$4,995,372

* Note: Excludes all pledges and State matches

Gifts to FAU Foundation: Donors by Constituency



	2004-05	2005-06	2006-07 Goal
Alumni	1685	2312	2428
Parents	0	63	66
Faculty and Staff	378	333	350
Friends	1426	1451	1524
Foundations	95	113	119
Corporations	254	290	305
Other Organizations	138	231	243
State Match	2	1	1
Total	3978	4794	5034

Total Support by Key Constituents 2004-05 (CAE*)



FLORIDA UNIVERSITIES

	Alumni	Corporations	Foundations	Friends	Other Organizations	Parents
University of Florida	\$28,743,071	\$31,400,393	\$19,404,375	\$36,383,040	\$12,364,109	\$3,046,422
Florida State University	\$32,775,404	\$17,304,638	\$6,687,370	\$22,967,272	\$2,126,636	\$516,988
University of Central Florida	\$4,183,919	\$28,346,410	\$7,989,697	\$4,026,641	\$508,398	\$82,979
Florida Gulf Coast University	\$17,214	\$2,886,024	\$6,395,526	\$14,127,795	\$5,000,000	\$0
University of South Florida	\$4,561,246	\$6,278,803	\$2,813,169	\$8,293,749	\$656,629	\$130,331
Florida International University	\$408,373	\$5,520,990	\$5,308,883	\$2,630,072	\$605,237	\$10,431
University of North Florida	\$219,479	\$2,165,995	\$929,385	\$4,136,626	\$5,821,792	\$3,300
Florida Atlantic University	\$2,198,476	\$1,728,485	\$4,404,052	\$3,175,844	\$0	\$0
University of West Florida	\$322,695	\$522,154	\$95,105	\$449,508	\$618,331	\$0

* Note: Excludes all pledges and State matches

Total Support by Key Constituents 2004-05 (CAE*)



PEER INSTITUTIONS						
	Alumni	Corporations	Foundations	Friends	Other Organizations	Parents
University of Louisville	\$7,878,961	\$18,145,135	\$10,037,280	\$12,036,014	\$4,145,496	\$0
Virginia Commonwealth University	\$5,337,748	\$7,088,330	\$4,161,082	\$11,631,140	\$7,909,630	\$4,560
University of Nevada-Las Vegas	\$935,021	\$9,406,782	\$3,158,381	\$13,663,323	\$4,349,251	\$50,011
University of Akron	\$4,087,990	\$2,825,778	\$5,090,043	\$8,085,093	\$1,252,536	\$0
University of Wisconsin-Milwaukee	\$2,264,785	\$3,074,004	\$5,777,621	\$7,086,669	\$2,312,339	\$0
George Mason University	\$726,049	\$2,513,695	\$8,477,496	\$5,482,794	\$1,130,108	\$1,253,235
University of Memphis	\$1,114,961	\$9,115,085	\$2,753,444	\$4,300,194	\$1,018,114	\$28,100
University of North Florida	\$219,479	\$2,165,995	\$929,385	\$4,136,626	\$5,821,792	\$3,300
Portland State University	\$1,227,398	\$2,168,294	\$5,020,679	\$3,630,913	\$846,086	\$2,230
Florida Atlantic University	\$2,198,476	\$1,728,485	\$4,404,052	\$3,175,844	\$0	\$0
Georgia State University	\$3,850,654	\$2,657,688	\$3,113,442	\$1,085,177	\$792,763	\$0
Old Dominion University	\$1,154,364	\$1,097,425	\$1,092,870	\$6,783,033	\$227,056	\$45,714
University of Toledo	\$5,608,729	\$2,503,912	\$365,717	\$1,573,782	\$179,393	\$0
University of Texas at Arlington	\$646,272	\$1,365,506	\$835,836	\$1,883,069	\$259,806	\$4,883

* Note: Excludes all pledges and State matches

Gifts to FAU: Major Gifts and Annual Giving Comparisons



Major Gifts		
Gifts of \$100,000+	2004-05	2005-06
Number of Donors	14	17
State	1	1
Total Gifts	\$9,876,456	\$11,909,641
Total State Match	* \$14,756,907	\$4,573,037
Total	\$24,633,363	\$16,482,678

* 2004-05 State Match Total represents a backlog of State matches received during FY 2004-05

Annual Giving		
Gifts <\$25,000	2004-05	2005-06
Number of Donors	3735	4400
Total Gifts	\$1,978,000	\$2,389,784



FLORIDA UNIVERSITIES	
University of Florida	\$835,698,297
Florida State University	\$502,693,124
University of South Florida	\$298,240,527
Florida Atlantic University	\$145,326,000
University of Central Florida	\$78,836,569
Florida International University	\$73,821,000
University of North Florida	\$63,807,446
University of West Florida	\$53,392,791
Florida Gulf Coast University	\$25,784,577



PEER INSTITUTIONS	
University of Louisville	\$608,000,000
Virginia Commonwealth University	\$254,092,874
University of Akron	\$176,100,000
University of Memphis	\$175,755,358
Florida Atlantic University	\$145,326,000
Old Dominion University	\$138,861,016
University of Toledo	\$127,715,000
University of Nevada-Las Vegas	\$108,461,369
Georgia State University	\$77,088,547
University of North Florida	\$63,807,446
University of Texas at Arlington	\$45,635,385
George Mason University	\$41,185,212
University of Wisconsin-Milwaukee	\$35,167,000
Portland State University	\$27,737,671

Endowment Comparison 2004-05



FLORIDA UNIVERSITIES		
	Reported FTE	Endowment per FTE
University of Florida	33,064	\$25,275
Florida State University	30,719	\$16,364
University of South Florida	25,863	\$11,532
Florida Atlantic University	14,525	\$10,005
University of West Florida	5,693	\$9,379
University of North Florida	10,635	\$6,000
Florida Gulf Coast University	4,526	\$5,697
Florida International University	25,926	\$2,847
University of Central Florida	30,209	\$2,610

Endowment Comparison 2004-05



PEER INSTITUTIONS		
	Reported FTE	Endowment per FTE
University of Louisville	16,053	\$37,875
Virginia Commonwealth University	21,835	\$11,637
University of Memphis	16,128	\$10,898
University of Akron	17,122	\$10,285
Florida Atlantic University	14,525	\$10,005
Old Dominion University	14,473	\$9,594
University of Toledo	16,131	\$7,917
University of North Florida	10,635	\$6,000
University of Nevada-Las Vegas	20,914	\$5,186
Georgia State University	23,215	\$3,321
University of Texas at Arlington	23,528	\$1,940
George Mason University	21,950	\$1,876
Portland State University	15,778	\$1,758
University of Wisconsin-Milwaukee	21,964	\$1,601

Strategic Plan: Requested from FAUF for New Initiatives



Strategic Objective	2006-07 Request	2006-07 Anticipated to date	2007-08 Request	2007-08 Anticipated to date
Goal 1 - Objective 6	\$200,000	\$1,196,000	\$400,000	\$1,100,000
Goal 2 - Objective 9	\$500,000	\$500,000	\$500,000	\$500,000
Goal 3 - Objective 3	\$700,000	\$240,000	\$1,300,000	\$513,124
Goal 4 - Objective 3	\$3,000	\$3,000	\$3,000	\$3,000
Total	\$1,403,000	\$1,939,000	\$2,203,000	\$2,116,124

FAU Foundation Support of FAU Strategic Plan



Dollars Raised per Strategic Goal 2005-06

	Gifts Received	State Match	Total	Strategic Goal
Academic Programs & Research	\$9,682,437	\$1,053,037	\$10,735,474	3
Facilities	\$3,909,476	\$3,000,000	\$6,909,476	6
Scholarships	\$1,904,188	\$520,000	\$2,424,188	1,2
Community Initiatives	\$10,693		\$10,693	4
Other	\$756,512		\$756,512	
Subtotals	\$16,263,306	\$4,573,037	\$20,836,343	



- Improved FAU Foundation website
- Enhanced FAU Foundation branding
- FAU Foundation/Division hosted 51 on-campus events
- FAU Foundation/Division hosted 26 off-campus events
- Engaged former FAU Foundation members
- Began incremental budget increases
- Created four new positions



- Created Alumni Task Force
- Held plan retreats for boards of FAU Foundation and National Alumni Association
- Engaged in fundraising collaboration with University of Miami and Boca Raton Community Hospital
- Launched major program to increase high end current use gifts
- Implemented Blackbaud Analytics to identify and focus on those most likely to give
- Developing Strategic Plan for FAU Foundation and Division of University Advancement
- Completing External Audits of Operations



- Secure \$23,000,000 in new gifts and pledges
- Secure \$900,000 in unrestricted current use dollars
- Increase alumni participation rate from 2% to 2.5%
- Implement strategic planning for FAUF and Division
- Accelerate campaign planning and preparation
- Secure requested funds for FAU Strategic Plan initiatives

Requested Funds from FAUF for Strategic Plan Initiatives



- Graduate student stipends
- First Generation Student Scholarship Program
- Financial assistance to increase enrollment in critical workforce areas
- Regional Summit of Campus Community Councils