



# Community Engagement

## Report to the FAU Board of Trustees

**April 10, 2014**



## Presentation Overview

- 1. Fundraising/Development**
- 2. Alumni Relations**
- 3. University Relations**
- 4. FAU Foundation**



**FAU Fundraising Update** **Fundraising / Development**

**FY2014  
 Fundraising Goal:**

**\$20 million (New)**

**\$14 million (CAE)**

CAE was the first organization in the US to regularly provide national statistics on private giving to higher education. The Voluntary Support of Education survey (VSE) is the authoritative source on private giving to institutions of higher education and private K-12 schools nationwide.



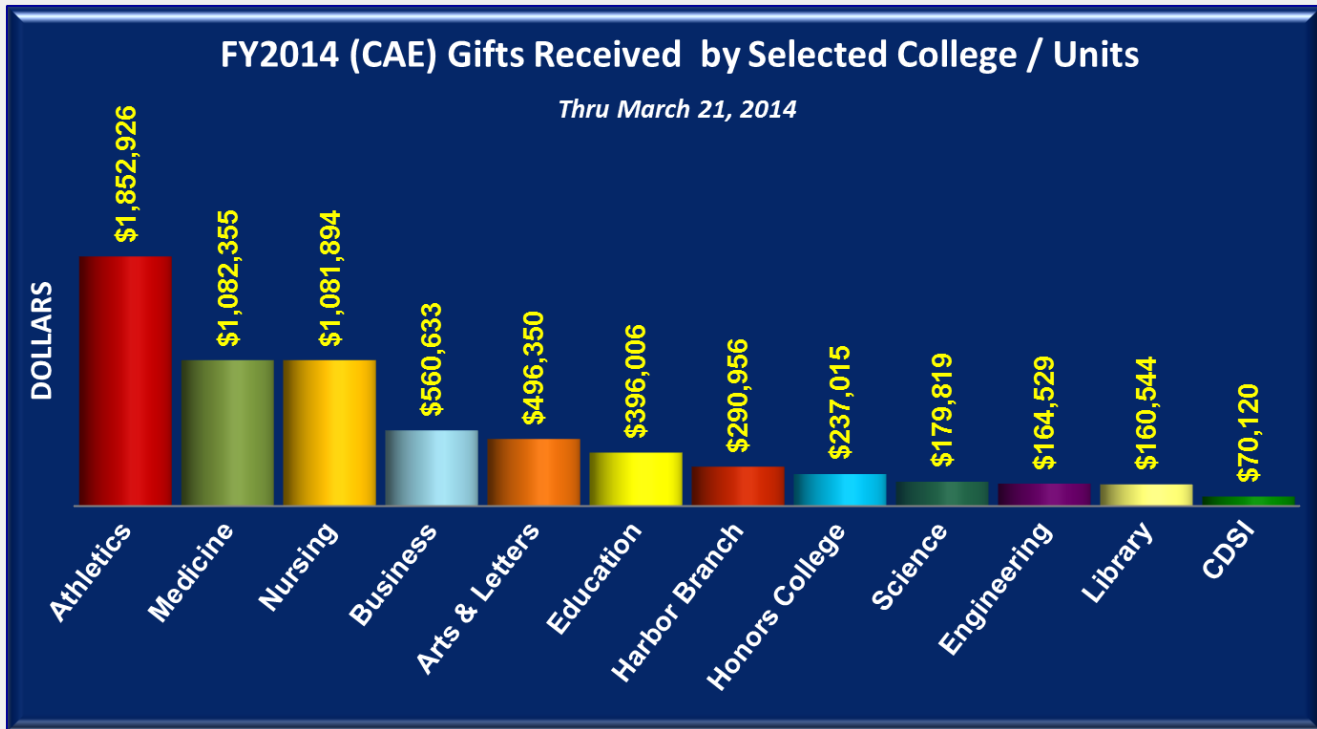


**FAU Fundraising Update** **Fundraising / Development**

**FY2014**

**Gifts Received  
 by Selected  
 College / Units**

Gifts thru 3/21/14: \$7.7m



## FY 2014 Top Donors (Gifts Received)

## Fundraising / Development

Key Indicator	Fund Category	Gift Category	Donation
Organization	Athletics	Cash Gift Payment	\$500,000.00
Organization	Nursing	Cash Gift Outright	\$405,200.00
Organization	College of Medicine	Cash Gift Payment	\$350,000.00
Organization	Athletics	Cash Gift Payment	\$335,000.00
Individual	Business	Cash Gift Outright	\$150,000.00
Organization	College of Medicine	Cash Gift Outright	\$125,000.00
Organization	College of Medicine	Cash Gift Outright	\$125,000.00
Individual	Education	Cash Gift Outright	\$120,000.00
Individual	Lifelong Learning	Cash Gift Outright	\$101,000.00
Organization	College of Medicine	Cash Gift Outright	\$101,000.00
Organization	Nursing	Cash Gift Payment	\$100,000.00
Organization	Athletics	Cash Gift Payment	\$100,000.00
Individual	Arts & Letters	Cash Gift Outright	\$100,000.00
Organization	Harbor Branch	Cash Gift Outright	\$92,363.39

## FY 2014 Top Donors (Gifts Received)

## Fundraising / Development

### Total Giving FYTD Comparisons - Constituent Giving (CAE)

Constituency Code	10 Donors	11 Donors	12 Donors	13 Donors	14 Donors	10 Dollars	11 Dollars	12 Dollars	13 Dollars	14 Dollars
Alumni	1,506	1,665	1,327	1,797	2,766	\$250,848	\$570,691	\$338,889	\$342,178	\$558,406
Corporation	346	378	395	436	381	\$2,068,893	\$1,133,270	\$1,588,221	\$1,551,779	\$1,550,115
Estate		2		1	2		\$11,970		\$22,344	\$252
Event Registrant	1	4	4	6	32					\$14,662
Faculty and Staff	220	227	248	303	359	\$110,362	\$116,279	\$186,203	\$107,592	\$151,279
Family Foundation	37	41	34	37	39	\$1,471,929	\$564,121	\$416,987	\$1,247,364	\$1,035,248
FAU Affiliated Organization	2	2	3	5	4	\$15,110	\$57,650	\$45,008	\$27,760	\$27,813
Foundation	74	72	94	89	97	\$1,049,039	\$1,215,159	\$1,737,701	\$1,730,826	\$2,168,338
Friend	2,213	2,424	2,465	2,936	2,766	\$1,475,314	\$1,362,743	\$2,813,006	\$4,431,596	\$1,949,030
Government Entity	6	3	3	4	5	\$47,032	\$40,375	\$45,086	\$99,134	\$60,518
Other Organizations	109	65	75	81	53	\$152,313	\$186,448	\$195,326	\$139,997	\$171,003
Parent	74	41	27	27	47	\$12,310	\$23,654	\$204,097	\$16,096	\$11,953
Political Affiliate			1	1	2			\$2,500	\$95	\$175
Tributee	3	4	4	1	6	\$1,150	\$336	\$195	\$200	\$575
<b>TOTALS</b>	<b>4,591</b>	<b>4,928</b>	<b>4,680</b>	<b>5,724</b>	<b>6,559</b>	<b>\$6,654,300</b>	<b>\$5,282,696</b>	<b>\$7,573,219</b>	<b>\$9,716,960</b>	<b>\$7,699,367</b>

FYTD Gifts thru 3/21



## Development Initiatives & Opportunities

## Fundraising / Development

- Implemented a simplified system of tracking donor identification, qualification, cultivation, solicitation and stewardship
- Launched a “Charitable Advisors Council” through the Office of Gift Planning
- Produced a comprehensive donor centered gift planning folio featuring Horizon Society member stories and testimonials – also produced a series of gift planning videos
- Restructuring Advisory Boards with an emphasis on their fundraising role and responsibility
- Enhanced professional development opportunities and programs for all development officers
- Organizing and hosting the inaugural *Tax and Estate Planning Seminar* at FAU in Fall 2014



## Advancement Services

## Fundraising / Development

### Of Interest

- FAU has over **137,000** graduates; 133,000 currently living
  - 104,000 (76%) of all living graduates reside in Florida
  - 78,000 (58%) reside in Broward and Palm Beach County



### Coming Soon

FAUF is launching **FAU SpringBoard** in the Summer 2014, a crowd funding platform for smaller, specific, time restricted FAU projects.





**FAU Alumni Association - Outreach** **Alumni Relations**

**Alumni Chapters**

- Broward (officially chartered)
- Tampa Bay (officially chartered)
- Indian River (meeting slated for May 29 in an effort to get chapter started in Fall)

**Special Interest Groups**

- Black Alumni Society (group is organizing; will officially charter in Fall)

**Corporate Luncheons**

- American Sugar Refining April 1, 2014
- Ever Changing Minds April 23, 2014
- Florida's Best Realty late May 2014

**Kick-off with Coach Partridge** (FAU Alumni/FAU Athletics sponsored events)

- Thursday, May 8, 2014 FAU Stadium - Boca
- Wednesday, May 21, 2014 Bokampers - **Broward**
- Wednesday, May 28, 2014 JJ MUGGS Stadium Grill - **Jupiter**



### Hall of Fame Award Recipient - **Tom Workman '71**

- President, Thomas Workman & Associates, Certified Public Accountants
- Vice Chair, FAU Board of Trustees
- Past Treasurer, FAU Foundation
- Past President, FAU Alumni Association
- Past President, Greater Boca Raton Estate Planning Council
- Past President, Rotary Club of Boca Raton
- Past President, American Heart Association
- Past Chairman, Boca Raton Chamber of Commerce

### Distinguished Alumni Awards

Dorothy F. Schmidt College of Arts & Letters	<b>Rory O'Connor '95</b> - Philanthropist/Former Navy Seal
College of Business	<b>Jeff Crudele '83</b> - Chief Strategy Officer, Jackson Health System in Miami
College for Design & Social Inquiry	<b>Clarence Bennett '09</b> - Detective, St. Lucie Sheriff's Department
College of Education	<b>Dr. Ruth Doran '09</b> - Chief Academic Operations Officer, Palm Beach County Head Start
College of Engineering & Computer Science	<b>Dr. Feridun Ozdil '91</b> - Executive VP of Research & Development, Bayer Healthcare LLC
Harriet L. Wilkes Honors College	<b>Dr. Adam Iglesias '03</b> - Licensed psychologist in private practice in Palm Beach Gardens
Christine E. Lynn College of Nursing	<b>Marie Been '89</b> - Regional Director of Networking and Management, Florida Blue
Charles E. Schmidt College of Science	<b>Dr. John Jeka '92</b> - Professor & Chair, Cognitive Motor Neuroscience Lab, Temple University



## Legislative Session Updates - Project funding

## University Relations

- Our funding priority projects are on track
- **HBOI** - Indian River Lagoon Observatory unknown in the House, \$2m in Senate  
*(champions are Debbie Mayfield, Larry Lee and Joe Negron)*
- **Tech Runway** - \$500k in House, \$1.39m in Senate  
*(champions are Bill Hager, Lori Berman, George Moraitis and Maria Sachs)*
- **Jupiter Bioscience Initiative** - \$500k in House, 0 in Senate  
*(champions are MaryLynn Magar and Joe Abruzzo)*
- **Lab school** - language and funding for inclusion in sparsity pot in both House & Senate  
*(champion is Joe Abruzzo)*
- Additional line items which pass through FAU
  - AMI experiential school - \$1.5m in House through a contract with Pine Jog
  - Max Planck Scientific Fellow program - \$1m in House

Endowment

FAU Foundation

**FAUF Investment  
returns FY13**

**Endowment:**  
\$189.3 million,  
increase of \$17M,  
11.8% return

**Net Assets:**  
\$226 million,  
increase of \$18.6M

