Development Update

Armand Battisti
Director of Development
College of Engineering
FY10 Fund Raising Improvements

- Engineering giving rises; nationally, higher education gifts decrease.
- Unrestricted giving rising; restricted giving decreasing.
- University appeals prove Engineers often inclined to support their College.
- Major prospective donor pool rising, proposals and gifts increasing.
- Personal visits, one on one discussions more prevalent.
- College’s number of Delaware Diamonds rising.
- New departmental Advisory Councils – MSEG, ME, ECE
- Development staff expanded.
- Recognition programs enhanced.
- Reunion, Homecoming, Parents Weekends drawing record attendees.
- Creating real opportunities for volunteer involvement.
FY 2010 – Fundraising Challenges

- Alumni Participation remains flat at 14% despite increased appeals by annual giving.
- Younger alumni participation increasing while older alumni participation decreasing.
- Fund raising volunteers non-existent.
- Financial markets making slow recovery but not yet at record levels.
- Income and estate tax rates in question beyond 2010.
- Most personal visits are first time.
### Fund Raising Metrics - FY 2008, 2009, 2010

<table>
<thead>
<tr>
<th></th>
<th>Actual FY 2008</th>
<th>Actual FY 2009</th>
<th>*Actual FY 2010</th>
<th>To Date FY 2011</th>
<th>Projected FY 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Annual Giving</strong></td>
<td></td>
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<tr>
<td>Participation</td>
<td>14.6%</td>
<td>14.8%</td>
<td>14.5%</td>
<td>n/a</td>
<td>15%</td>
</tr>
<tr>
<td>DDS Members</td>
<td>135</td>
<td>165</td>
<td>192</td>
<td>n/a</td>
<td>215</td>
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<tr>
<td>Gifts ($)</td>
<td>$1,492,514</td>
<td>$1,496,820</td>
<td>$1,528,366</td>
<td>$332,604</td>
<td>$2,115,180</td>
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<tr>
<td><strong>Major Giving</strong></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Prospective Donors</td>
<td>144</td>
<td>288</td>
<td>325</td>
<td>375</td>
<td>425</td>
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<td>Visits (#)</td>
<td>0</td>
<td>140</td>
<td>164</td>
<td>93</td>
<td>300</td>
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<tr>
<td>Gift Proposals ($)</td>
<td>0</td>
<td>$20,000,000</td>
<td>$20,046,000</td>
<td>$20,046,000</td>
<td>$24,000,000</td>
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<tr>
<td>Major Gifts (#)</td>
<td>15</td>
<td>11</td>
<td>16</td>
<td>6</td>
<td>20</td>
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<tr>
<td>Major Gifts ($)</td>
<td>$3,901,445</td>
<td>$1,455,000</td>
<td>$1,541,000</td>
<td>$3,358,000</td>
<td>$4,500,000</td>
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<tr>
<td><strong>All Gifts</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>$5,393,959</td>
<td>$2,951,820</td>
<td>$3,069,366</td>
<td>$3,706,229</td>
<td>$6,615,180</td>
</tr>
</tbody>
</table>

*Higher Education Nationally* 5% -9% -3% n/a n/a
Timetable: 2010 - 2018

The next capital campaign for UD and the College of Engineering will be targeted toward meeting the objectives of the current strategic plan.

We entered the quiet phase of the campaign on July 1, 2010.

The Campaign’s public phase will begin approximately July 1, 2013.

Engineering’s goal will be in the range of $150 - $160 MM.

Campaign Needs
(pre-feasibility study)

- Interdisciplinary Science & Engineering Lab - $56 M (shared with A&S and University)
- Academic Enrichment Endowment - $8 M
- Graduate Fellowship Endowment - $45 M
- Junior & Senior Endowed Chairs - $65 M
- Program Support: RISE, WIE - $1 M
- Unrestricted Endowment - $56 M
  - Naming opportunities (Chair, Dean, Dept., College)
College of Engineering

College Advisory Council Call to Action

Interdisciplinary Science & Engineering Laboratory

($56 MM fund raising target)

- Identify one or more Prospective Donors
- Host Regional Event for Dean
- Partner with Dean/Development on a Prospective Donor Strategy