

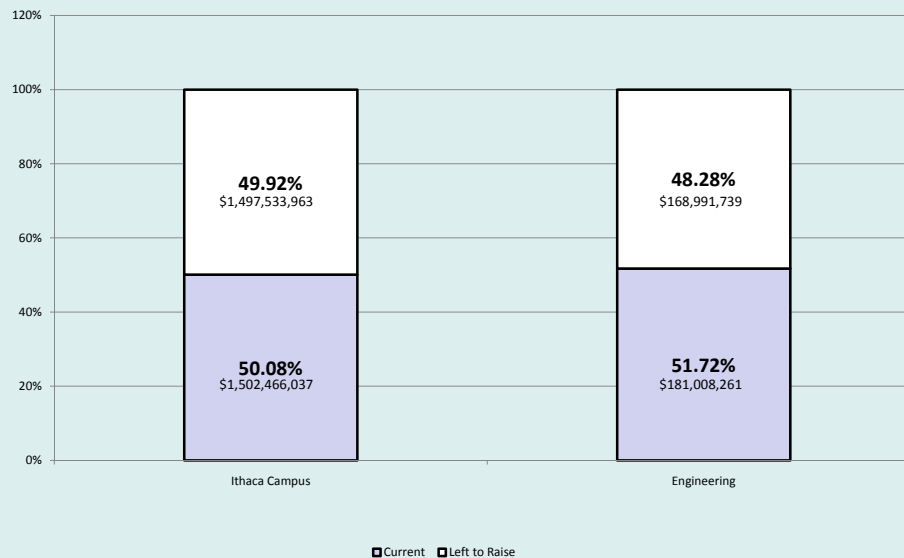
FY09 Results

FY09 most challenging fundraising year in our history.

- Campaign July 1, 2004-October 7, 2009 - \$2.55B (64%)
- FY09 – university new gifts and commitments: \$270M
- FY09 – college new gifts and commitments: \$11.9M
- Annual Fund – university - \$24.4M – best in history
- Annual Fund – college - \$2.5M – best in history
- More solicitations in FY09 than ever, but 52% deferral rate
- Alumni events saw record numbers, including the March CEAA/CSV Conference in CA

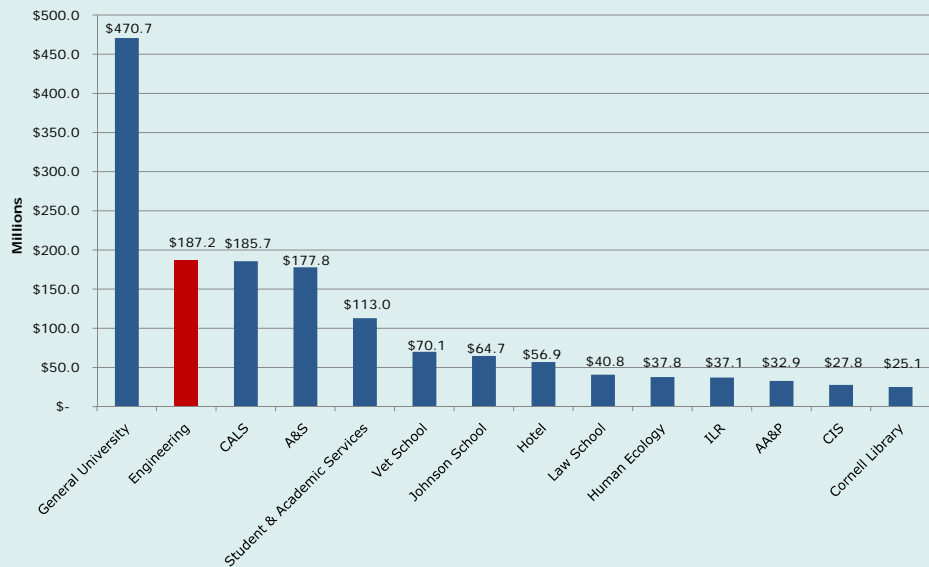
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Campaign Update



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Campaign Update – other colleges



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FY10 Goals

- \$1.85M Annual Fund goal
- Make at least 100 \$100K+ solicitations
- Identify at least 100 new prospective donors w/ \$100K+ capacity
- Steward all donors who have made major gifts
- Plan and implement two "mini-conferences" in Philadelphia (Biomedical Engineering) and Boston (Energy)
- Continue to strength working partnership between AA&D and Schools and Departments

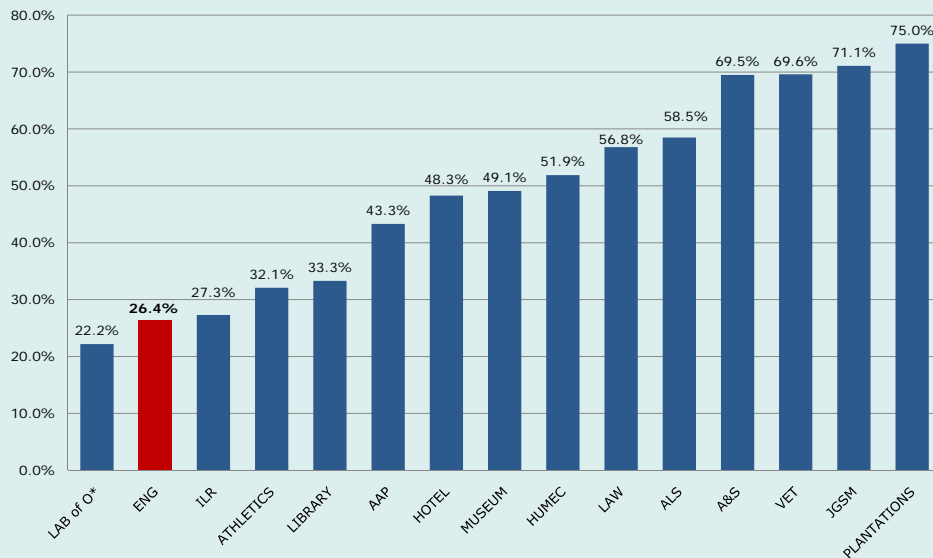
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ECC Giving

53 Members (Emeriti inc.)	Engineering Annual Fund Giving as of 10.05.09			ALL CU Annual Fund Giving as of 10.05.09			Giving to ALL CU Funds as of 10.05.09		
	FY 08	FY 09	FY 10	FY 08	FY 09	FY10	FY 08	FY 09	FY 10
Total Giving	\$89,035	\$90,501	\$25,785	\$170,435	\$202,000.50	\$36,069.24	\$23,606,000.65	\$5,082,642.68	\$160,983.47
# Donors	12	14	3	20	25	4	39	38	11
% of Council Giving	22.6%	26.4%	5.7%	37.7%	47.2%	7.5%	73.6%	71.7%	20.8%
Average Gift: Donors	\$7,419.59	\$6,464.32	\$8,594.87	\$8,521.75	\$8,080.02	\$9,017.31	\$605,282.07	\$133,753.75	\$14,634.86
Average Gift: All Members	\$1,679.91	\$1,707.56	\$486.50	\$3,215.76	\$3,811.33	\$680.55	\$445,396.24	\$95,898.92	\$3,037.42

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College/Unit Giving Participation



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Engineering AAD – staffing update

Staffing Update

- »Assistant Dean
- »Major Gifts Officer
- »Assistant Director

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