

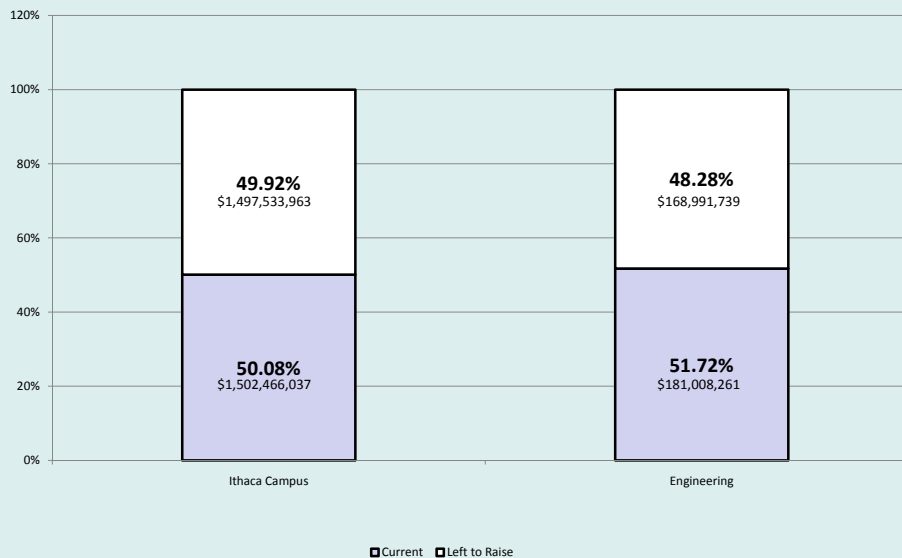
# FY09 Results

**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 – down 56%
- FY09 – college new gifts and commitments: \$11.9M
- Annual Fund – university - \$23M
- 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

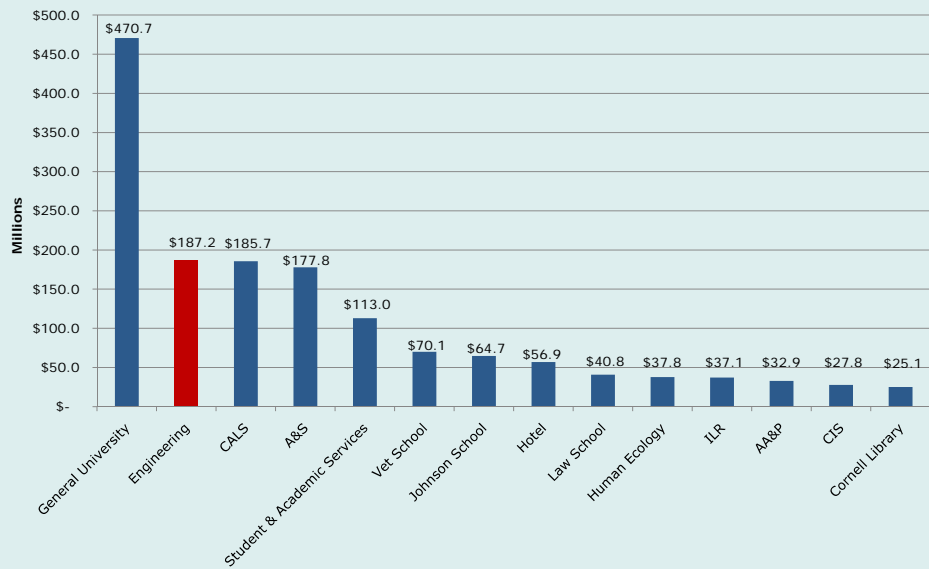
CORNELL ENGINEERING

# Campaign Update



CORNELL ENGINEERING

## Campaign Update – other colleges



CORNELL ENGINEERING

## 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

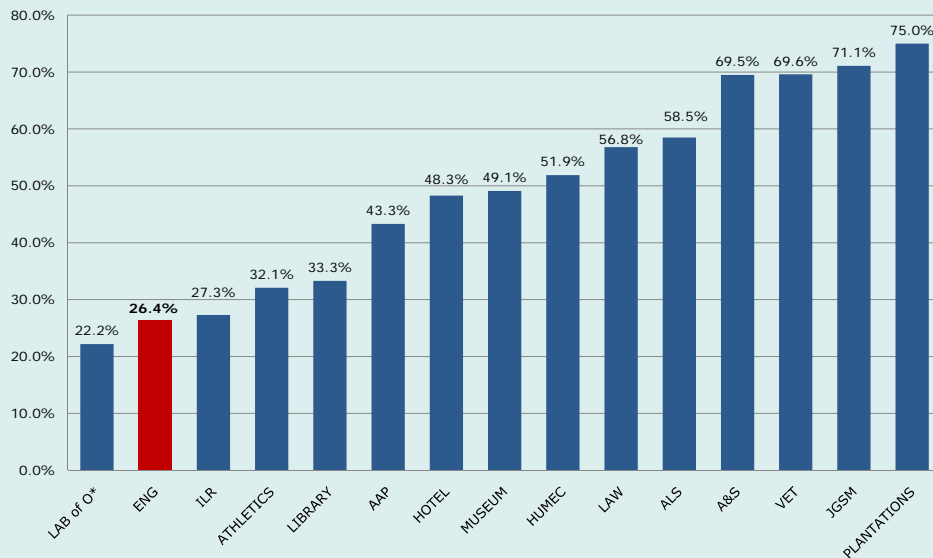
CORNELL ENGINEERING

# 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

CORNELL ENGINEERING

# College/Unit Giving Participation



CORNELL ENGINEERING

## Engineering AAD – staffing update

### Vacant Positions

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

CORNELL ENGINEERING

