



TO: Members of the Board of Trustees

FROM: Josh Newton, President & CEO, UConn Foundation

DATE: August 2, 2017

RE: UConn Foundation Fundraising Report

We are pleased to share the fundraising results from another successful fiscal year for the UConn Foundation. While the independent audit of our FY17 numbers will not be completed until early October, we are confident reporting that the Foundation has raised \$72 million – which means over the last three fiscal years donors to the University have made commitments and gifts totaling \$227 million, by far the best three-year period in UConn’s history.

The \$71.8 million in new contributions and pledged commitments comes from 22,243 gifts – most of which were less than \$1,000. In fact, the Foundation reached the \$70 million threshold without a gift of more than \$4 million, evidence of its emerging strength in its mid-level giving tiers; we enjoyed an increase of 20% in the number of gifts between \$25,000 and \$500,000.

One of the highlights of the last fiscal year is the continued support for the *Transform Lives* scholarship initiative. The Foundation publicly launched the effort to raise \$150 million for scholarships and student support in January of 2015. We’re pleased to report that the Foundation raised \$22 million for this initiative in FY17 and \$77.1 million overall. Surpassing the halfway mark of the \$150 million goal is a major source of pride for our donors and staff.

Of the total funds raised last fiscal year, \$5.7 million was in support of capital improvements at UConn, \$22 million for scholarship and student support, \$25.7 million for program support, \$7.4 million for faculty support, and \$11 million for research. All told, \$42 million was designated for current operations and \$29.8 million earmarked for the endowment – which now stands at over \$400 million, with an increase of more than 10% since the end of the last fiscal year.

Within these totals are some exciting gifts and commitments worth highlighting. They include:

- \$4 million in support of Environmental Research, the Music Department and Biomedical Engineering
- \$3 million for Athletics, supporting the Werth Family UConn Basketball Champions Center
- \$3 million for the College of Liberal Arts and Sciences (CLAS) in support of an endowed professorship in Psychology
- \$2 million for the School of Social Work supporting scholarships
- \$2 million for the School of Fine Arts in support of Illustration and Graphic Design

\$1.9 million for the Humanities Institute within the CLAS

- \$1.5 million for the School of Business
- \$1 million for the School of Business supporting scholarships
- \$1 million for Athletics in support of baseball
- \$1 million for the Hartford Regional Campus supporting scholarships

The Foundation has taken bold steps in the last year to strengthen giving on all levels. We created a first-ever Office of Principal Giving, focused on securing transformative gifts, and we are confident it will pay dividends in FY18 and beyond. Increasing overall donor count – through new methods of engagement with smaller level donors– is also a Foundation priority. The traditional models of fundraising, which focus on phone calling and mail solicitations, are effective for many donors but others respond to a more digital and customized approach. The Foundation is excited to chart a new course and become an industry leader in employing these new strategies.

Thanks to these changes, and the continued support from our donors, the University and the Board of Trustees, the Foundation is well-positioned for a very successful FY18. The fundraising goal for FY18 is \$85 million – which would be the largest total for any fiscal year in the UConn Foundation’s history.

We look forward to your continued partnership and support in the year ahead as we work to reach this milestone, and strengthen UConn Nation.