Leadership Council

July 21, 2014 @ 8:30

Announcements* Six Areas* Discussion
Six Areas Discussion

FTC
Unit Leaders
Carter Boydstun

ALF

4-FL
Tom Mitchell
Ticket out of the Meeting

Which elements of our campaign strategy might we plan prior to the new president’s arrival?

Which will need to wait?
FTC Results

- Medicine/UF&Shands: 34%
- Other: 24%
- WCBA: 12%
- IFAS: 12%
- CLAS: 6%
- FMNH: 8%
- Athletics: 6%
## Fundraising Results

<table>
<thead>
<tr>
<th>Unit</th>
<th>FTC Goal</th>
<th>FTC (Actual)</th>
<th>PRG</th>
<th>MG</th>
</tr>
</thead>
<tbody>
<tr>
<td>Medicine/UF&amp; Shands</td>
<td>$390M</td>
<td>$403M</td>
<td>12, $147M</td>
<td>393, $226M</td>
</tr>
<tr>
<td>Warrington College of Business</td>
<td>$112M</td>
<td>$147M</td>
<td>5, $87M</td>
<td>94, $46M</td>
</tr>
<tr>
<td>IFAS</td>
<td>$100M</td>
<td>$146M</td>
<td>5, $37M</td>
<td>207, $85M</td>
</tr>
<tr>
<td>College of Liberal Arts &amp; Sciences</td>
<td>$65M</td>
<td>$72M</td>
<td>1, $6M</td>
<td>100, $53M</td>
</tr>
<tr>
<td>Engineering</td>
<td>$80M</td>
<td>$70M</td>
<td>2, $21M</td>
<td>98, $37M</td>
</tr>
<tr>
<td>Athletics (Campaign)*</td>
<td>$75M</td>
<td>$65M</td>
<td>2, $14M</td>
<td>80, $43M</td>
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<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$852M</strong></td>
<td><strong>$903M</strong></td>
<td>27, $312M</td>
<td>972, $490M</td>
</tr>
</tbody>
</table>

| Percentage of UF Total | 57% | 53% | 73% | 66% |

**FTC**

**ALF**

**4-Florida**
Leadership

- Some units experienced significant transitions in either administrative/academic or development leadership (potential interruptions in relationship management).

<table>
<thead>
<tr>
<th>ACADEMIC LEADER</th>
<th>Athletics</th>
<th>Business</th>
<th>CLAS</th>
<th>Engineering</th>
<th>IFAS</th>
<th>Medicine</th>
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<tbody>
<tr>
<td>Foley</td>
<td>Kraft</td>
<td>Sullivan</td>
<td>Khargonekar</td>
<td>Cheek</td>
<td>Tischer</td>
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<tr>
<td></td>
<td></td>
<td>→ Glover (Int)</td>
<td>→ Abernathy</td>
<td>→ Arrington (Int.)</td>
<td>→ Kone</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>→ D’Anieri</td>
<td></td>
<td>→ Payne</td>
<td>→ Good</td>
<td></td>
</tr>
<tr>
<td>DEVELOPMENT LEADER</td>
<td>James</td>
<td>Klapp</td>
<td>Butler</td>
<td>McElwain</td>
<td>DeVries</td>
<td>Braun</td>
</tr>
<tr>
<td></td>
<td>→ Pharr</td>
<td>→ Cannon</td>
<td>→ Seale</td>
<td>→ Hendryx</td>
<td>→ MAK</td>
<td></td>
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</table>
Wins & Opportunities

**WINS**

- End of Campaign Surge
- Faculty Now Initiative/Leverage
- 70% of our FTC total with lead staffing and some turnover.
- Exceeding of many unit goals, despite recession.

**OPPORTUNITIES**

- Educating Volunteers
- Gift Planning
- Bold, Inspiring Visions across UF
- Strategic Messaging/Telling our Story
- Growing our Pipeline
CASH & Pledges (3-yr Average)

- Analysis of cash and pledge performance suggests potential growth opportunities.

<table>
<thead>
<tr>
<th></th>
<th>Athletics</th>
<th>Business</th>
<th>Arts &amp; Sciences</th>
<th>Engineering</th>
<th>Medicine</th>
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<tbody>
<tr>
<td><strong>UF</strong></td>
<td>$34.5M</td>
<td>$13.2M</td>
<td>$7.2M</td>
<td>$6.4M</td>
<td>$42.4M</td>
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<tr>
<td><strong>ALF MEAN</strong></td>
<td>$43.8M</td>
<td>$11.9M</td>
<td>$26.8M</td>
<td>$15.9M</td>
<td>$62.2M</td>
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### Staff (FTEs)

<table>
<thead>
<tr>
<th></th>
<th>Athletics</th>
<th>Business</th>
<th>Arts and Sciences</th>
<th>Engineering</th>
<th>IFAS</th>
<th>Medicine</th>
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<tbody>
<tr>
<td>FTC</td>
<td>11</td>
<td>13.5</td>
<td>8</td>
<td>9</td>
<td>6</td>
<td>12.7</td>
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<tr>
<td>ALF</td>
<td>11</td>
<td>12.7</td>
<td>6</td>
<td>10</td>
<td>6</td>
<td>9.4</td>
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<tr>
<td>4-Florida</td>
<td>6</td>
<td>30.3</td>
<td>6</td>
<td>11</td>
<td>6</td>
<td>19</td>
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</tbody>
</table>

- UF - 2007
- UF - 2012
- Public Mean
- Private Mean

- Athletics
- Business
- Arts and Sciences
- Engineering
- IFAS
- Medicine

**Public Mean:** 36.1

**Private Mean:** 85.4
What We Know

Our Six Areas will likely carry 70%+ of the 4-FL campaign goal (upwards of $2B).

Academic leadership in high potential units will be critically important.

Investments will need to be made in educating, training and strengthening our partnership with the academy.

Succession planning is crucial.

Need to reflect on how to develop bold, inspiring “Big Ideas” in high potential areas.
## Final Thoughts

### ATHLETICS
- Identifying transformational **big ideas** in Athletics to inspire our donors.

### WCBA
- **University leadership** who actively demonstrate that the Business School’s success and objectives are an institutional priority.

### CLAS
- Management and strategy of **principal and mega gifts** prospects.

### ENGINEERING
- Advancing our **principal gifts** efforts and **pipeline**.

### IFAS
- **Educating IFAS leadership** to participate as partners with the development team.

### MEDICINE/UF&SHANDS
- **Training** for faculty to help us identify grateful patients.
Ticket out of the Meeting

Which elements of our campaign strategy might we plan prior to the new president’s arrival?

Which will need to wait?
Next Leadership Council Meeting:
Updates; Monday, August 4

August Updates/Deliverables due to Kim:
Wednesday, July 23