

DRAFT, 7/9/14

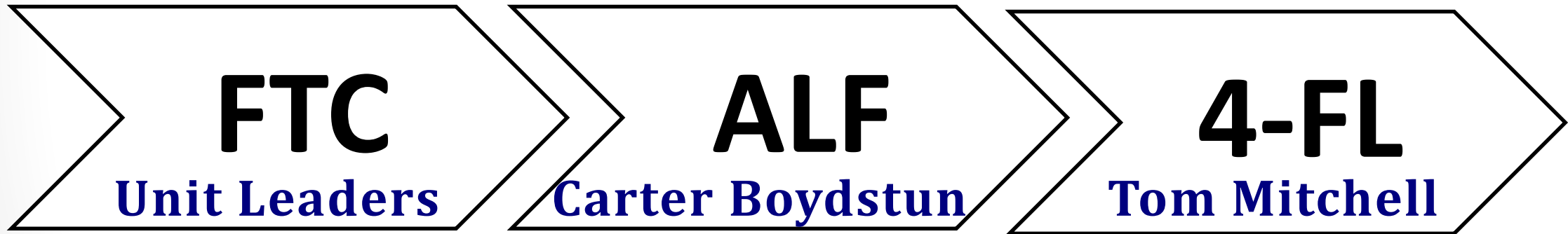
WELCOME

Leadership Council

July 21, 2014 @ 8:30

Announcements* Six Areas* Discussion

Six Areas Discussion

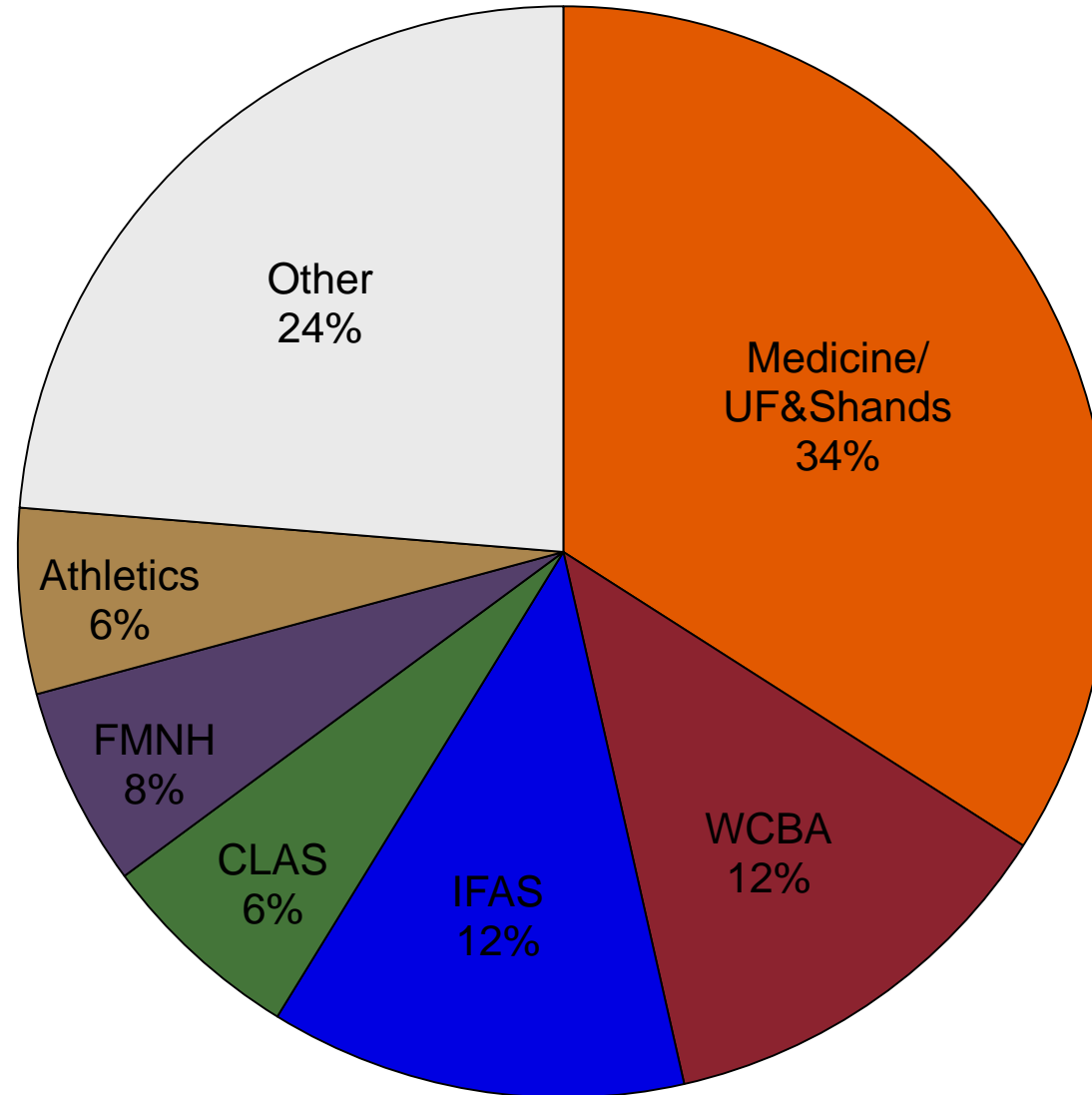


Ticket out of the Meeting

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

Which will need to wait?

FTC Results



Fundraising Results



	\$1.2B	\$1.7B		
Unit	FTC Goal	FTC (Actual)	PRG	MG
Medicine/UF& Shands	\$390M	\$403M	12, \$147M	393, \$226M
Warrington College of Business	\$112M	\$147M	5, \$87M	94, \$46M
IFAS	\$100M	\$146M	5, \$37M	207, \$85M
College of Liberal Arts & Sciences	\$65M	\$72M	1, \$6M	100, \$53M
Engineering	\$80M	\$70M	2, \$21M	98, \$37M
Athletics (Campaign)*	\$75M	\$65M	2, \$14M	80, \$43M
TOTAL	\$852M	\$903M	27, \$312M	972, \$490M
Percentage of UF Total	57%	53%	73%	66%

Leadership



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

	Athletics	Business	CLAS	Engineering	IFAS	Medicine
ACADEMIC LEADER	Foley	Kraft	Sullivan → Glover (Int) → D'Anieri	Khargonekar → Abernathy	Cheek → Arrington (Int.) → Payne	Tischer → Kone → Good
DEVELOPMENT LEADER	James → Pharr	Klapp → Cannon	Butler → Seale	McElwain → Hendryx	DeVries	Braun → MAK

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)



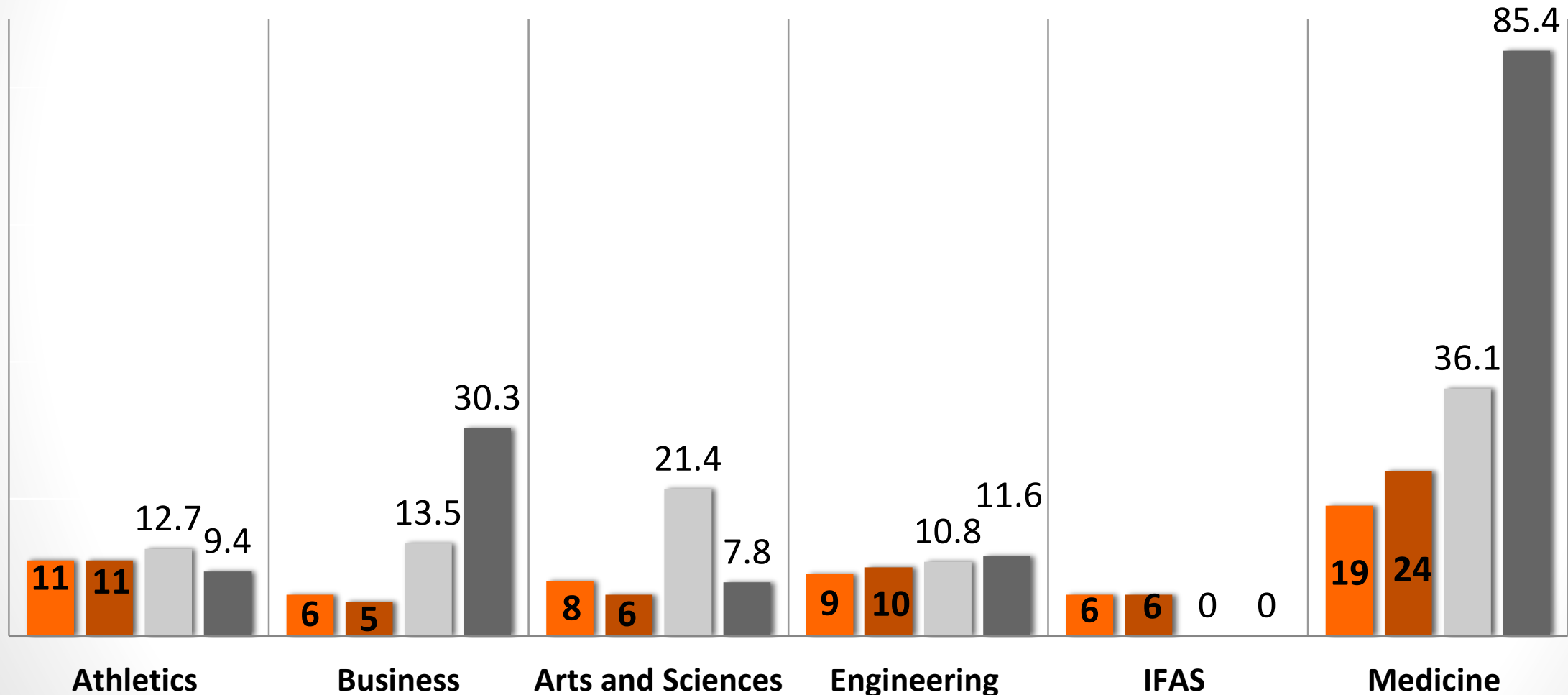
- Analysis of cash and pledge performance suggests potential growth opportunities.

	Athletics	Business	Arts & Sciences	Engineering	Medicine
UF	\$34.5M	\$13.2M	\$7.2M	\$6.4M	\$42.4M
ALF MEAN	\$43.8M	\$11.9M	\$26.8M	\$15.9M	\$62.2M

Staff (FTEs)



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



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

FTC

ALF

4-Florida

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