UNI Day at the State Capitol February 11, 2013.

Members of the UNI Men’s Glee Club singing Paul Tchesnokoff’s, “Salvation is Created” in the Iowa House Chamber.
Agenda

- President’s Welcome and Comments
- Vice Presidents’ Updates
- Imagine the Impact Campaign Presentation
- Q&A
Updates

➢ Events/News

➢ FY13 Budget

➢ Legislative Update
  UNI Presence at the Capitol
  FY14 Budget Request
  Panther Caucus - www.unialum.org/panther-caucus
and

Imagine the IMPACT
The Campaign for the University of Northern Iowa

2005–2013
### UNI Foundation Facts

<table>
<thead>
<tr>
<th>Assets and Project Accounts</th>
<th>12–31–12</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td><strong>$97 million</strong></td>
</tr>
<tr>
<td>- Endowments</td>
<td><strong>$76 million</strong></td>
</tr>
<tr>
<td><strong>Projects</strong></td>
<td><strong>1,591</strong></td>
</tr>
<tr>
<td>- Endowed Projects</td>
<td><strong>722</strong></td>
</tr>
<tr>
<td>- Non–endowed Projects</td>
<td><strong>680</strong></td>
</tr>
<tr>
<td>- Other</td>
<td><strong>189</strong></td>
</tr>
</tbody>
</table>
## Support for UNI in FY12

<table>
<thead>
<tr>
<th>Fund</th>
<th>Dollars Transferred to University</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scholarships</td>
<td>$3,879,470</td>
</tr>
<tr>
<td>Program Funds</td>
<td></td>
</tr>
<tr>
<td>Departmental support</td>
<td>$1,407,322</td>
</tr>
<tr>
<td>Travel</td>
<td>$ 949,919</td>
</tr>
<tr>
<td>Professional Services</td>
<td>$ 588,792</td>
</tr>
<tr>
<td>Capitalized Assets/Equipment</td>
<td>$1,142,299</td>
</tr>
<tr>
<td>Salaries, honoraria &amp; student stipends</td>
<td>$1,392,676</td>
</tr>
<tr>
<td>Total</td>
<td>$5,481,008</td>
</tr>
</tbody>
</table>
Points to Remember

- Gifts provide a margin of excellence
- We always honor donor intent
  - 95% of funds raised are restricted by the donor
- How the faculty can help
  - Steward gifts
    - Past donors are future donors
  - Communicate with alumni and friends
  - Help identify your former students who can make a difference
  - Help identify graduates who would like to share their success stories
  - Identity projects with potential for corporate and private foundation support
UNI’s largest fundraising effort

Leading, Building, Sharing
1990–95 $34 million

Students First
1997–2005 $112 million

Imagine the Impact
2005–2013 $158 million
The Vision

For the University of Northern Iowa

- Premier undergraduate program
- State and national leader on Pre–K through 12 educational issues, especially in math and science
- An organization that enhances the economic, social and cultural development of Iowa
Goal: $150 million

Focus
- People and programs
- Endowment
Scholarships

Endowed $13,525,824
Non-endowed $10,199,965
Estate gifts $38,281,744
Total $62,007,533
Student Impact

Directly on:
- Accessibility and affordability
- Diversity of student body
- Quality of students

Uses of funds:
- Merit-based scholarships
- Need-based scholarships
- Scholarships for students entering select programs
- Other areas defined by donors
Enriching the Student Experience

- Pauline R. Barrett Endowed Scholarship Fund
  - Recipient Danny Lewis
  - Danny’s dream: become a pediatrician
  - Now medical student at University of Minnesota

Danny Lewis ‘12, biology/chemistry major
Maintaining academic excellence through program support

- Ability of the faculty to provide a quality educational experience
- Quality and quantity of out-of-classroom learning opportunities
- Overall educational experience for our students
Program Support

Endowed: $21,096,748
Non-endowed: $32,806,781
Estate gifts: $32,827,238
Total: $86,730,767
Adele Whitenack Davis Professorship in Gerontology
- Retain outstanding faculty member
- Promote careers in aging and research on aging

Elaine Eshbaugh, Associate Professor
Applied Human Sciences
Drs. Judith and Melville Finkelstein Holocaust and Native American Education Project
- Traveling exhibits/kits
- Middle/high school students learn about human rights
Capital Project Support

- $7,391,333 raised

Russell Hall

Jacobson Human Performance Center – Phase 2

McLeod Center
## Campaign Gift Table

<table>
<thead>
<tr>
<th>Size of Gift</th>
<th># of Gifts</th>
<th>Dollars</th>
<th># of Gifts</th>
<th>Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>$25,000,000</td>
<td>1</td>
<td>$25,000,000</td>
<td>0</td>
<td></td>
</tr>
<tr>
<td>$10,000,000</td>
<td>2</td>
<td>$20,000,000</td>
<td>2</td>
<td>$21,000,000</td>
</tr>
<tr>
<td>$5,000,000</td>
<td>4</td>
<td>$20,000,000</td>
<td>2</td>
<td>$11,480,000</td>
</tr>
<tr>
<td>$2,500,000</td>
<td>6</td>
<td>$15,000,000</td>
<td>4</td>
<td>$12,248,000</td>
</tr>
<tr>
<td>$1,000,000</td>
<td>12</td>
<td>$12,000,000</td>
<td>15</td>
<td>$22,265,000</td>
</tr>
<tr>
<td>$500,000</td>
<td>24</td>
<td>$12,000,000</td>
<td>23</td>
<td>$13,606,000</td>
</tr>
<tr>
<td>$250,000</td>
<td>40</td>
<td>$10,000,000</td>
<td>47</td>
<td>$15,165,000</td>
</tr>
<tr>
<td>$100,000</td>
<td>75</td>
<td>$7,500,000</td>
<td>110</td>
<td>$15,953,000</td>
</tr>
<tr>
<td>$50,000</td>
<td>150</td>
<td>$7,500,000</td>
<td>115</td>
<td>$7,327,000</td>
</tr>
<tr>
<td>$25,000</td>
<td>250</td>
<td>$6,250,000</td>
<td>163</td>
<td>$5,108,000</td>
</tr>
<tr>
<td>&lt; $25,000</td>
<td>Many</td>
<td>$14,750,000</td>
<td>34,177</td>
<td>$33,706,000</td>
</tr>
<tr>
<td><strong>Campaign Total</strong></td>
<td><strong>564 +</strong></td>
<td><strong>$150,000,000</strong></td>
<td><strong>34,658</strong></td>
<td><strong>$157,858,000</strong></td>
</tr>
</tbody>
</table>
### How was the money raised?

<table>
<thead>
<tr>
<th>Type of Gift</th>
<th>Percentage of Campaign Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leadership Gifts &gt; $1 million</td>
<td>42%</td>
</tr>
<tr>
<td>Major Gifts between $25,000 and $1 million</td>
<td>36%</td>
</tr>
</tbody>
</table>

*Fewer than 500 donors made $124 million of the contributions 78% of the dollars raised*

Gifts were obtained through individual requests by gift officers with the help of the president, faculty, heads, deans, coaches and staff.
Outstanding Outcomes

- Raised $157,857,610
- 321 new scholarships
- 253 new program funds
- More than 34,000 alumni and friends supported the campaign
- More than 1,600 UNI employees and retirees contributed
Questions

- Questions & Answers

- Thank you