FAU
BOARD OF TRUSTEES
Florida Atlantic University

Item: SP: A-2.

Wednesday, July 22, 2009

SUBJECT: Request for Approval of the University Advancement and FAU Foundation Annual Report

---

PROPOSED BOARD ACTION

None

BACKGROUND INFORMATION

None

IMPLEMENTATION PLAN/DATE

None

FISCAL IMPLICATIONS

None

Supporting Documentation: Power Point Presentation

Title of Attached Documents: FAUF Power Point Presentation

Presented by: Randy Talbot, Executive Vice President

Phone: 561-297-3015



FAU FOUNDATION INC.
Florida Atlantic University

FAUF Mission Statement

1

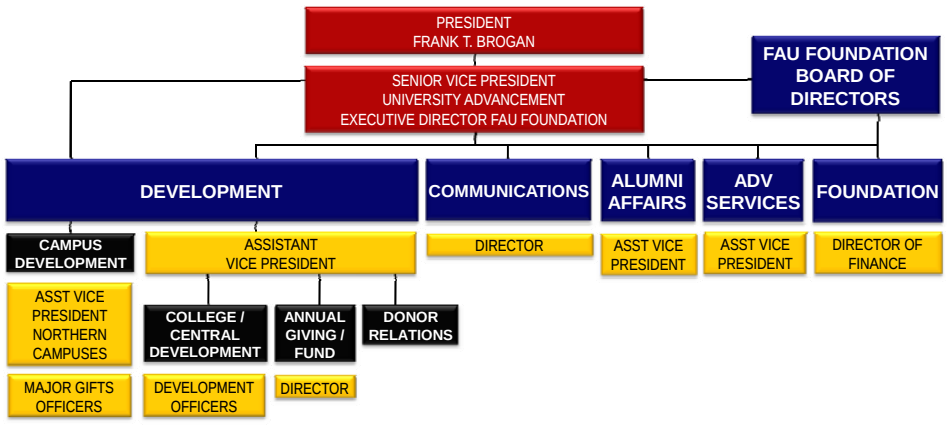
1. Encourage, promote, and solicit private funds and other resources for the benefit of Florida Atlantic University and the advancement of higher education.
2. Build and steward relationships with all constituencies.
3. Communicate critical and ongoing fundraising needs necessary to advance the goals and objectives of the University and the FAU Foundation including scholarships, professorships, teaching, research, facilities, academics, athletics and public service.

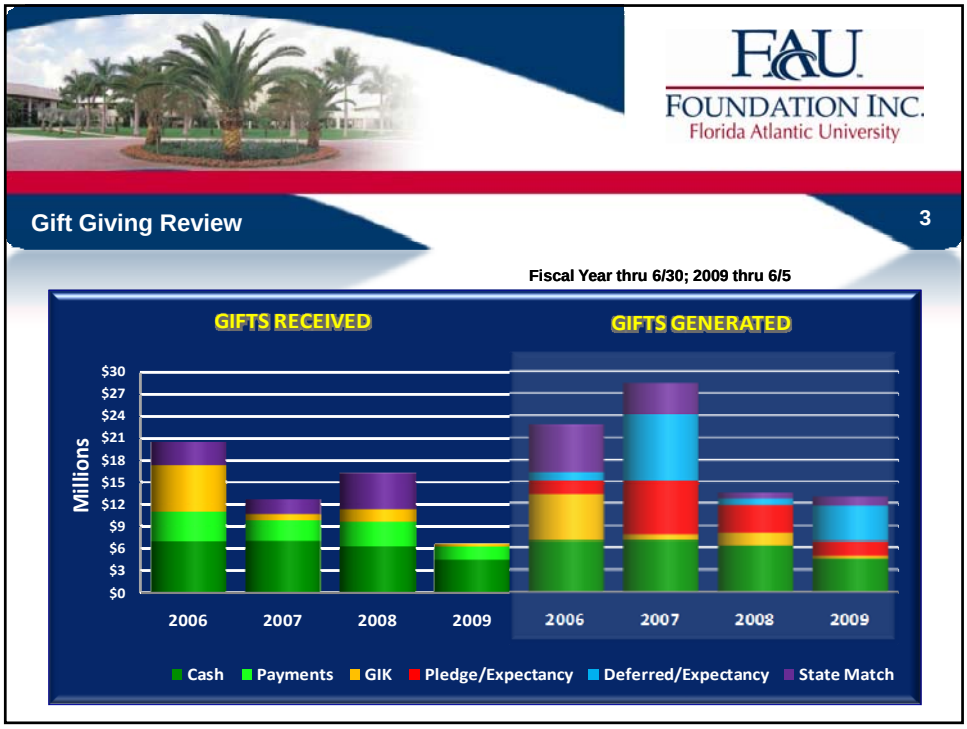


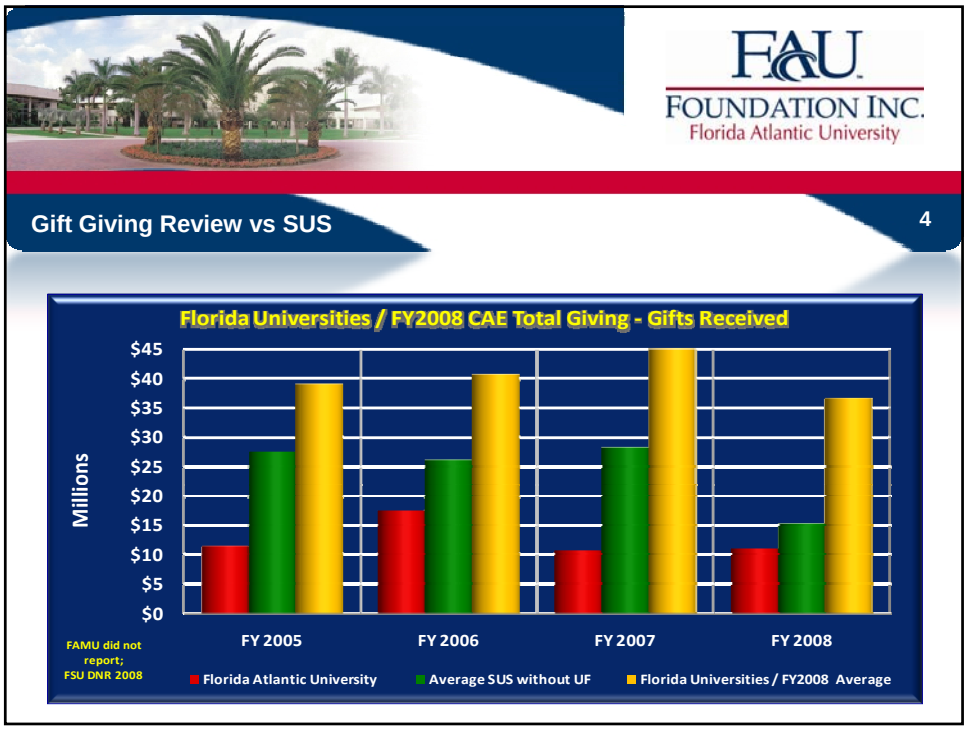
FAU FOUNDATION INC.
Florida Atlantic University

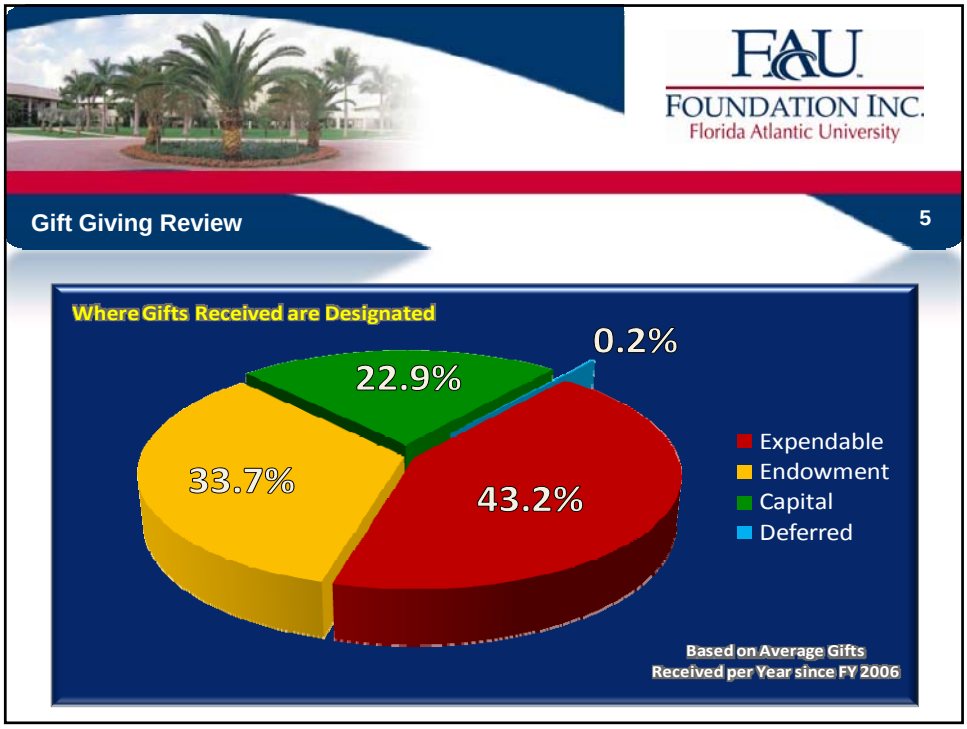
Organization Chart 2010

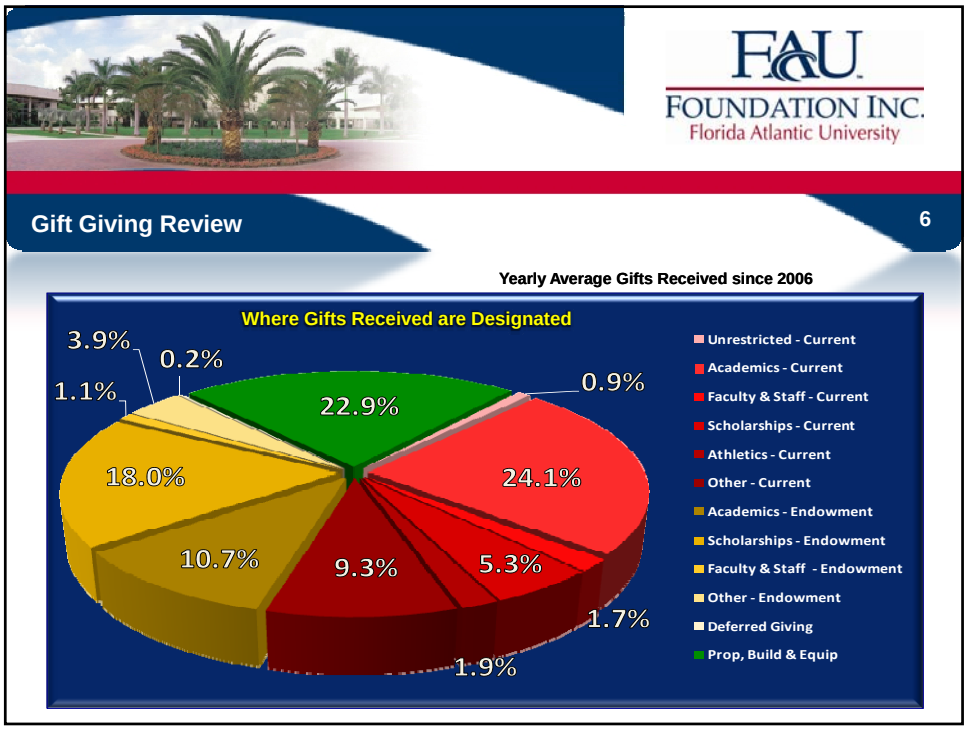
2

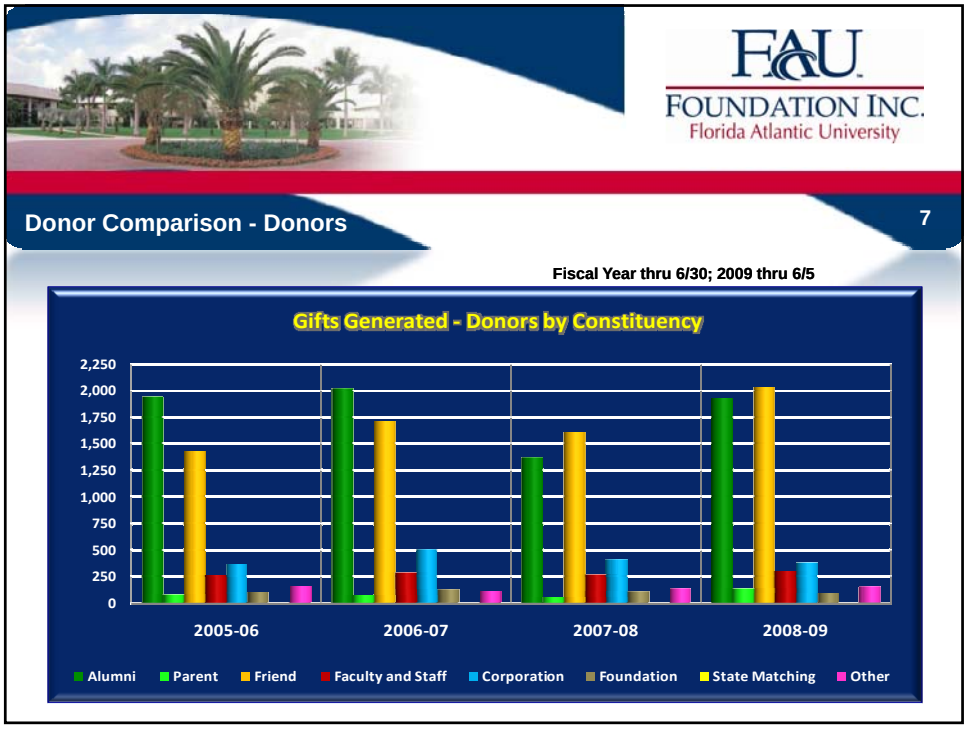


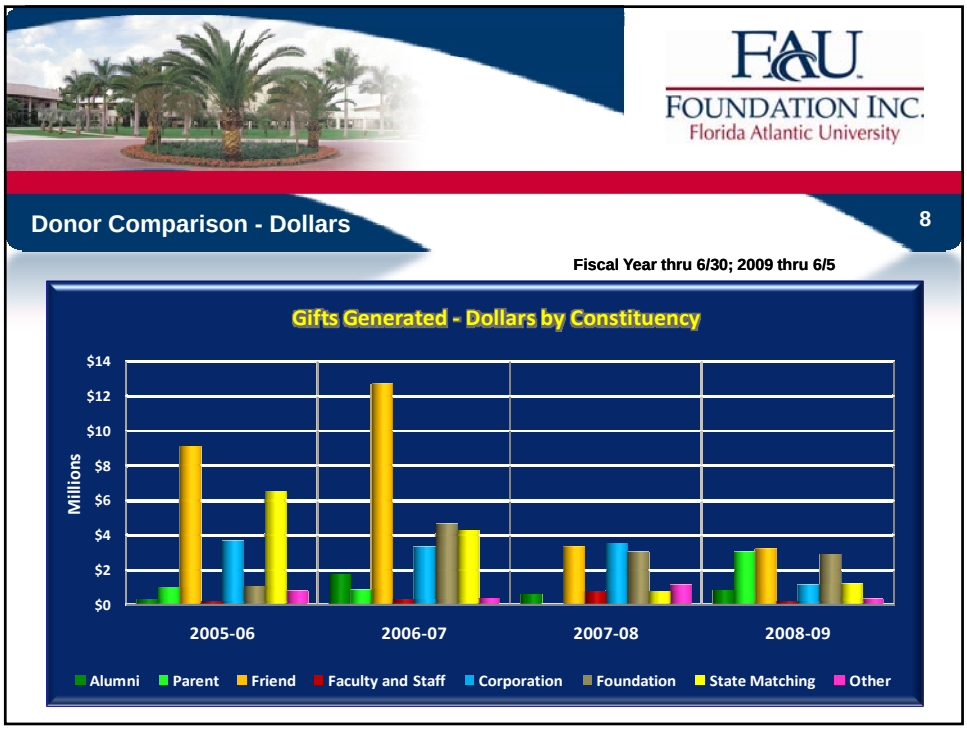

FAU
FOUNDATION INC.
Florida Atlantic University
Gift Giving Review
3
Fiscal Year thru 6/30; 2009 thru 6/5
GIFTS RECEIVED
GIFTS GENERATED
Millions
$30
$27
$24
$21
$18
$15
$12
$9
$6
$3
$0
2006
2007
2008
2009
2006
2007
2008
2009
Cash
Payments
GIK
Pledge/Expectancy
Deferred/Expectancy
State Match

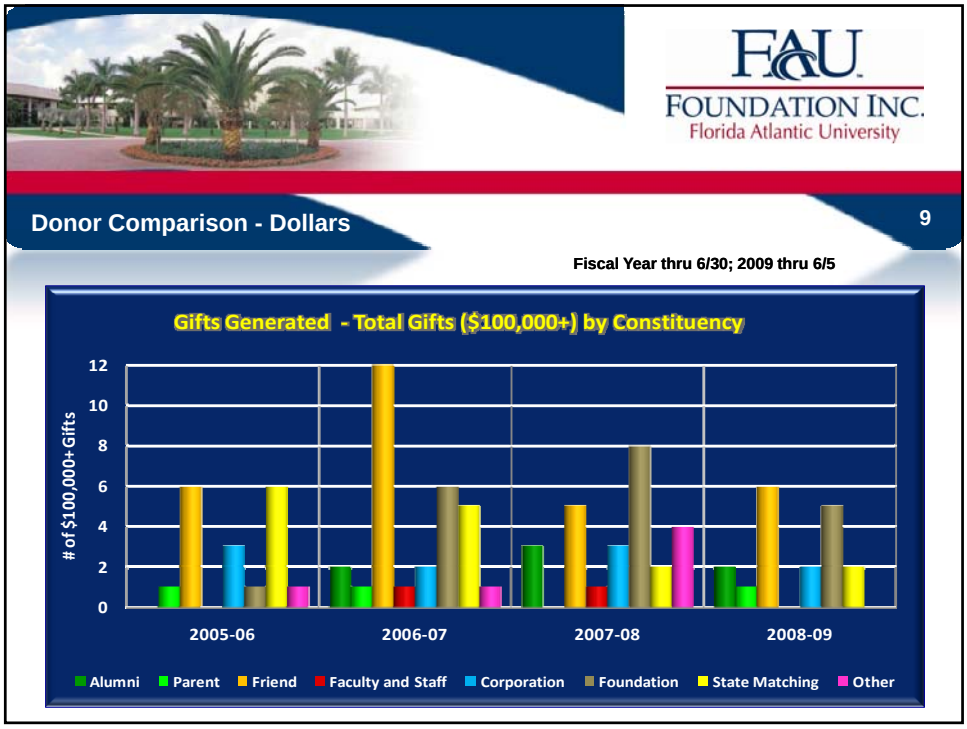

FAU
FOUNDATION INC.
Florida Atlantic University
Gift Giving Review vs SUS
4
Florida Universities / FY2008 CAE Total Giving - Gifts Received
Millions
$45
$40
$35
$30
$25
$20
$15
$10
$5
$0
FY 2005
FY 2006
FY 2007
FY 2008
FAMU did not report; FSU DNR 2008
Florida Atlantic University
Average SUS without UF
Florida Universities / FY2008 Average

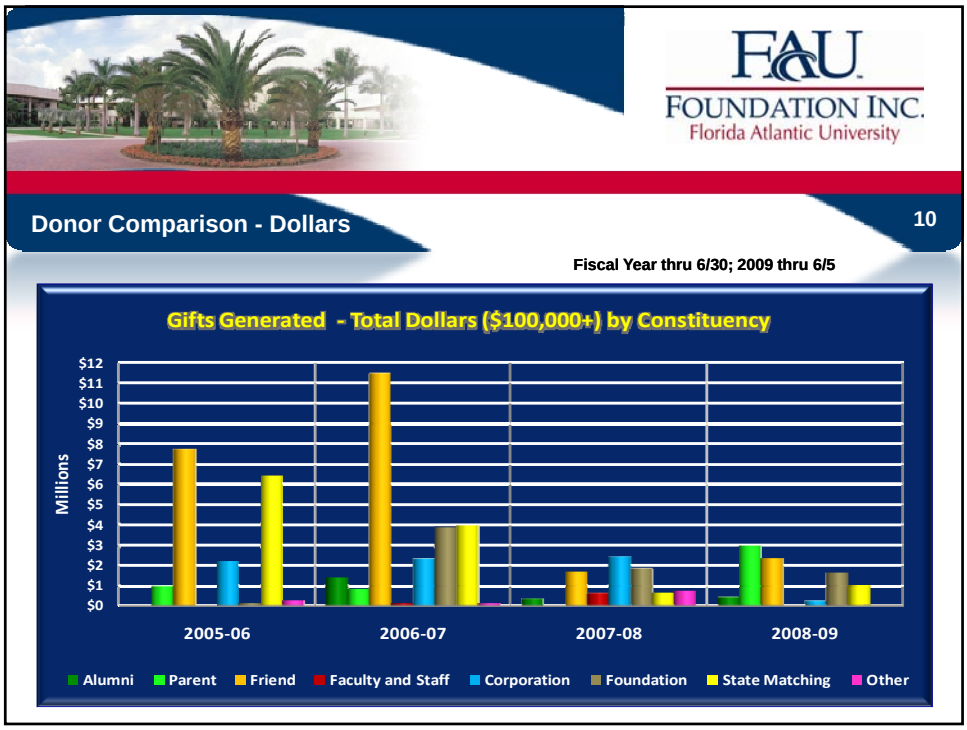

FAU
FOUNDATION INC.
Florida Atlantic University
Gift Giving Review
5
Where Gifts Received are Designated
0.2%
22.9%
33.7%
43.2%
Expendable
Endowment
Capital
Deferred
Based on Average Gifts
Received per Year since FY 2006

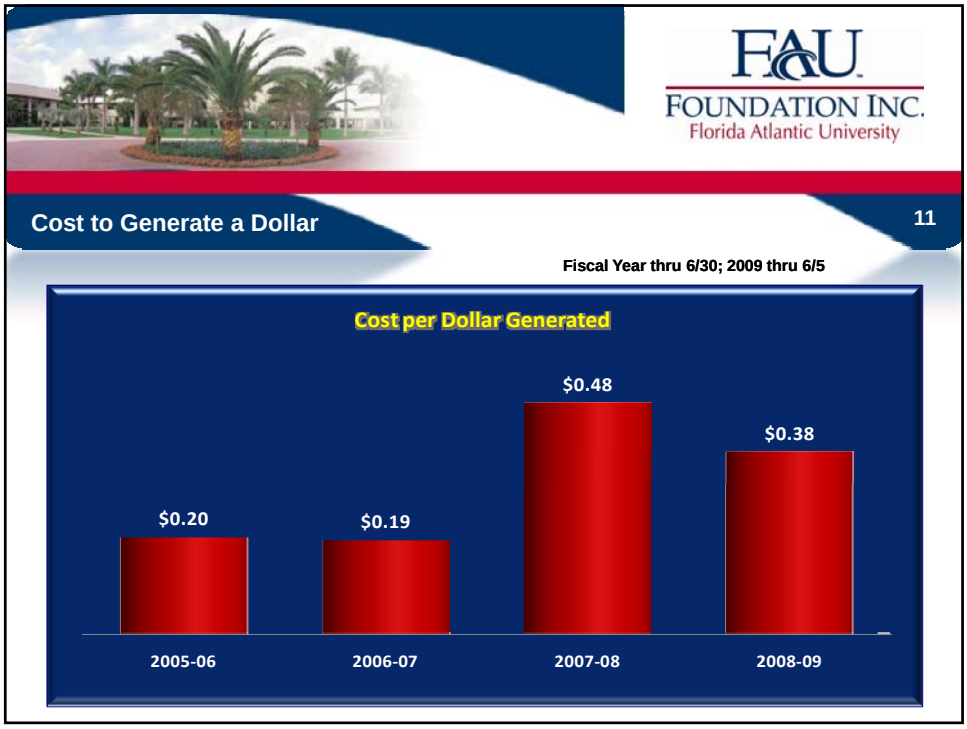

FAU
FOUNDATION INC.
Florida Atlantic University
Gift Giving Review
6
Yearly Average Gifts Received since 2006
Where Gifts Received are Designated
3.9%
0.2%
1.1%
22.9%
0.9%
18.0%
24.1%
10.7%
9.3%
5.3%
1.7%
1.9%
Unrestricted - Current
Academics - Current
Faculty & Staff - Current
Scholarships - Current
Athletics - Current
Other - Current
Academics - Endowment
Scholarships - Endowment
Faculty & Staff - Endowment
Other - Endowment
Deferred Giving
Prop, Build & Equip

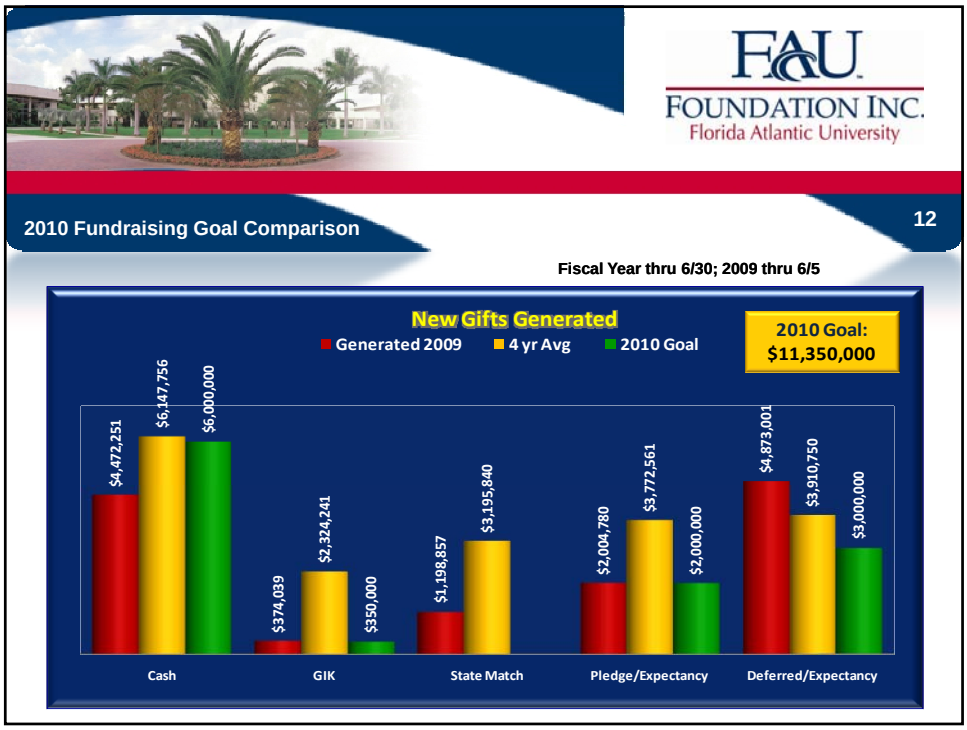

FAU
FOUNDATION INC.
Florida Atlantic University
Donor Comparison - Donors
7
Fiscal Year thru 6/30; 2009 thru 6/5
Gifts Generated - Donors by Constituency
2,250
2,000
1,750
1,500
1,250
1,000
750
500
250
0
2005-06
2006-07
2007-08
2008-09
Alumni
Parent
Friend
Faculty and Staff
Corporation
Foundation
State Matching
Other

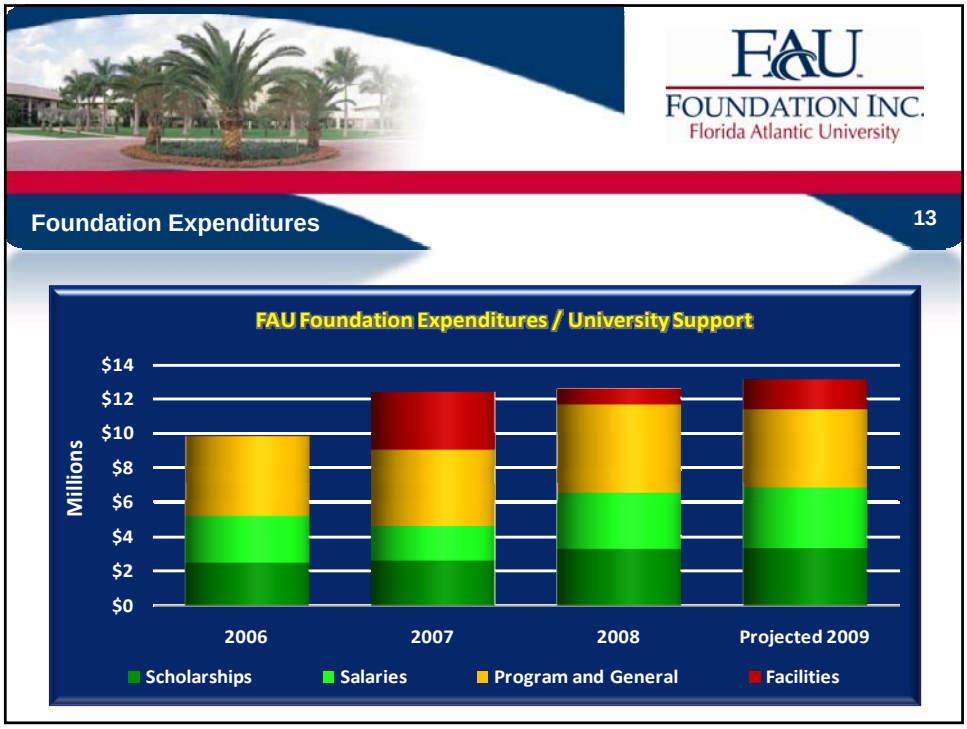

FAU
FOUNDATION INC.
Florida Atlantic University
Donor Comparison - Dollars
8
Fiscal Year thru 6/30; 2009 thru 6/5
Gifts Generated - Dollars by Constituency
$14
$12
$10
$8
$6
$4
$2
$0
Millions
2005-06
2006-07
2007-08
2008-09
Alumni
Parent
Friend
Faculty and Staff
Corporation
Foundation
State Matching
Other

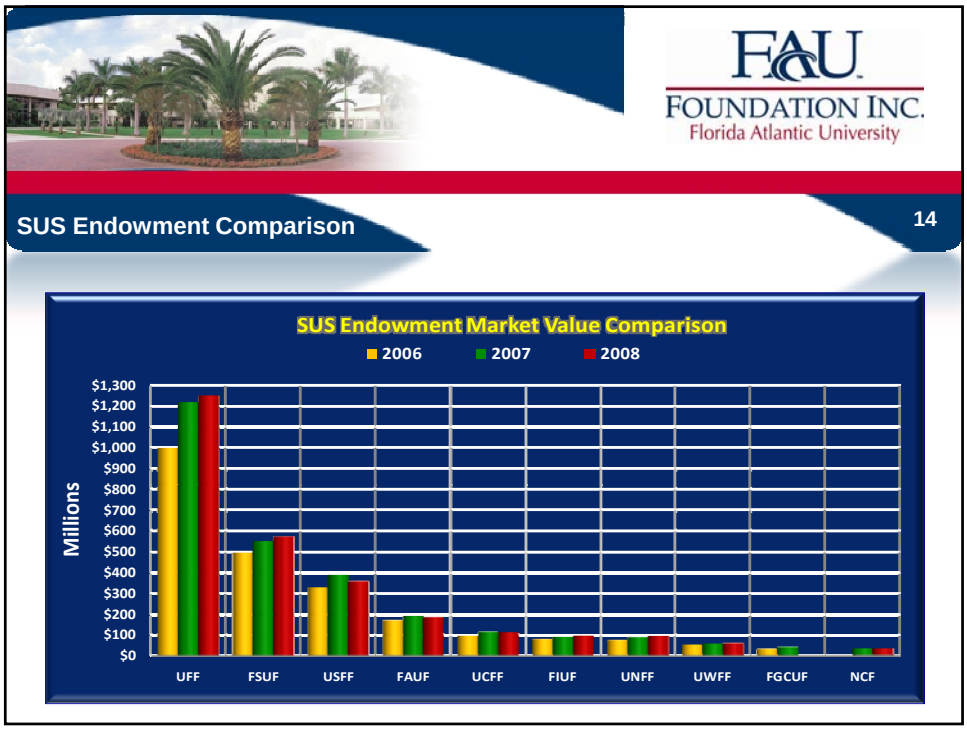

FAU
FOUNDATION INC.
Florida Atlantic University
Donor Comparison - Dollars
9
Fiscal Year thru 6/30; 2009 thru 6/5
Gifts Generated - Total Gifts ($100,000+) by Constituency
of $100,000+ Gifts
12
10
8
6
4
2
0
2005-06
2006-07
2007-08
2008-09
Alumni
Parent
Friend
Faculty and Staff
Corporation
Foundation
State Matching
Other


FAU
FOUNDATION INC.
Florida Atlantic University
Donor Comparison - Dollars
10
Fiscal Year thru 6/30; 2009 thru 6/5
Gifts Generated - Total Dollars ($100,000+) by Constituency
Millions
$12
$11
$10
$9
$8
$7
$6
$5
$4
$3
$2
$1
$0
2005-06
2006-07
2007-08
2008-09
Alumni
Parent
Friend
Faculty and Staff
Corporation
Foundation
State Matching
Other


FAU
FOUNDATION INC.
Florida Atlantic University
Cost to Generate a Dollar
11
Fiscal Year thru 6/30; 2009 thru 6/5
Cost per Dollar Generated
$0.20
$0.19
$0.48
$0.38
2005-06
2006-07
2007-08
2008-09


FAU
FOUNDATION INC.
Florida Atlantic University
2010 Fundraising Goal Comparison
12
Fiscal Year thru 6/30; 2009 thru 6/5
New Gifts Generated
Generated 2009
4 yr Avg
2010 Goal
2010 Goal:
$11,350,000
$4,472,251
$6,147,756
$6,000,000
$374,039
$2,324,241
$350,000
$1,198,857
$3,195,840
$2,004,780
$3,772,561
$2,000,000
$4,873,001
$3,910,750
$3,000,000
Cash
GIK
State Match
Pledge/Expectancy
Deferred/Expectancy


FAU
FOUNDATION INC.
Florida Atlantic University
Foundation Expenditures
13
FAU Foundation Expenditures / University Support
Millions
$14
$12
$10
$8
$6
$4
$2
$0
2006
2007
2008
Projected 2009
Scholarships
Salaries
Program and General
Facilities

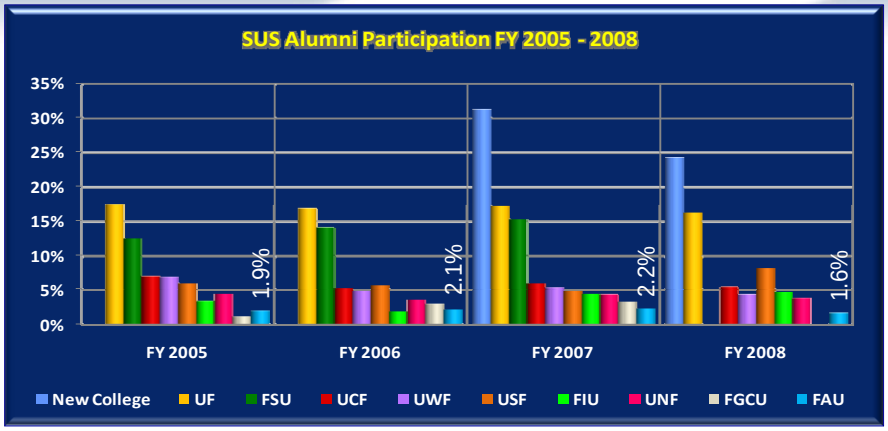

FAU
FOUNDATION INC.
Florida Atlantic University
SUS Endowment Comparison
14
SUS Endowment Market Value Comparison
2006
2007
2008
Millions
$1,300
$1,200
$1,100
$1,000
$900
$800
$700
$600
$500
$400
$300
$200
$100
$0
UFF
FSUF
USFF
FAUF
UCFF
FIUF
UNFF
UWFF
FGCUF
NCF



FAU FOUNDATION INC.
Florida Atlantic University

SUS Endowment Comparison

15





FAU FOUNDATION INC.
Florida Atlantic University

2009 Major Gifts Highlights

16

As of 6/1/2009, the Foundation's fundraising efforts have surpassed the overall goal of $12.82 million in gifts and commitments (currently $12.92m)

This year, the Foundation secured two gifts totaling $1.2m+ to support the College of Nursing and Harbor Branch

The Foundation documented $4.87 million in deferred gifts this year

The annual fund phon-a-thon pledge fulfillment rate improved to 64%, an increase of 21% over last year

There are over 4,700 donors to FAU this year, an increase of 24% over same time last year