Development Overview
By Jay M. Wilson
Interim President

June 21-22, 2018
UMKC Foundation

MISSION

To foster a culture that inspires philanthropy to achieve university priorities.

VISION

To be the valued and trusted partner that inspires, enlists and unites philanthropic support for Kansas City’s premier urban university.
Purpose

- A separate 501(c)(3) nonprofit dedicated to providing philanthropic support for UMKC’s priorities.
- Foundation Board composed of community constituents who play a critical role in providing support.
- Allows for greater flexibility raising and managing private support than state or government subdivisions.
- Greater diversification, providing greater investment return and increased support for educational needs.
- Accountable to donors, students, faculty, staff, and the IRS.
Program Components

• Board and Volunteers
• Chancellor and University Leadership
• Advancement Services / Data Management
• Alumni Relations Program
• Annual Giving Program
• Major Gifts Program
• Planned Giving Program
Board of Directors

OFFICERS
Thomas M. Bloch, Chair
Kent W. Sunderland, Vice Chair
Robert D. Regnier, Secretary
Kevin E. Bryant, Treasurer
Terrence P. Dunn, Past Chair

DIRECTORS
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Jerry D. Reece
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Marny Sherman
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Frank J. Wewers

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Barbara A. Bichelmeyer, Ph.D.

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Natalie “Nikki” Krawitz
Leo E. Morton
John J. Sherman
Elizabeth T. (Betsey) Solberg
Charles S. Sosland
R. Wayne Thompson, D.D.S.
Hugh J. Zimmer

CHANCELLOR
C. Mauli Agrawal, Ph.D.

UMKC FOUNDATION INTERIM PRESIDENT
Jay M. Wilson
Campaign for UMKC

July 1, 2009 – June 30, 2016

$302,534,370


Fundraising Successes

- School of Computing & Engineering Plaster Enterprise Center – raised over $20.1 million out of $32 million

- Last Campaign – 299 new endowments with 85% being scholarships

- Transitioned the Vision Research Foundation, a separate 501(c)(3), under the UMKC Foundation’s umbrella into the new UMKC Research Foundation
KPI Update
As of June 4, 2018

• KPI#1 - $34,782,127 raised (116%)

• KPI#2 - completed 1,779 discovery contacts (89%)

• KPI#3 - raised $677,658 in annual giving dollars (112%)

• KPI#4 - 16 planned gifts booked (107%)

• KPI#5 - raised $129,788 in unrestricted gifts to UMKC Foundation (87%)
UMKC Foundation’s ROI

For FY17, UMKC Foundation’s cost to raise was $0.09 on the dollar, or for every $1.00 invested, we returned $10.91.

| Investment | $1.00 |
| Return     | $10.91 |
| ROI        | 990.97% |

(Return-Investment)/Investment
Plan to 2020

1. Provide a philanthropic experience that builds loyalty and trust.

2. Increase the alumni giving rate.


4. Increase planned giving expectancies.

5. Become recognized as an employer of choice.
Building a Culture of Philanthropy