



STRATEGIC PARTNERSHIPS AND ADVANCEMENT COMMITTEE

December 5, 2024



FISCAL YEAR 2024 – 2025 ATTAINMENT AND DIVISION UPDATE

Rodney Grabowski, CFRE

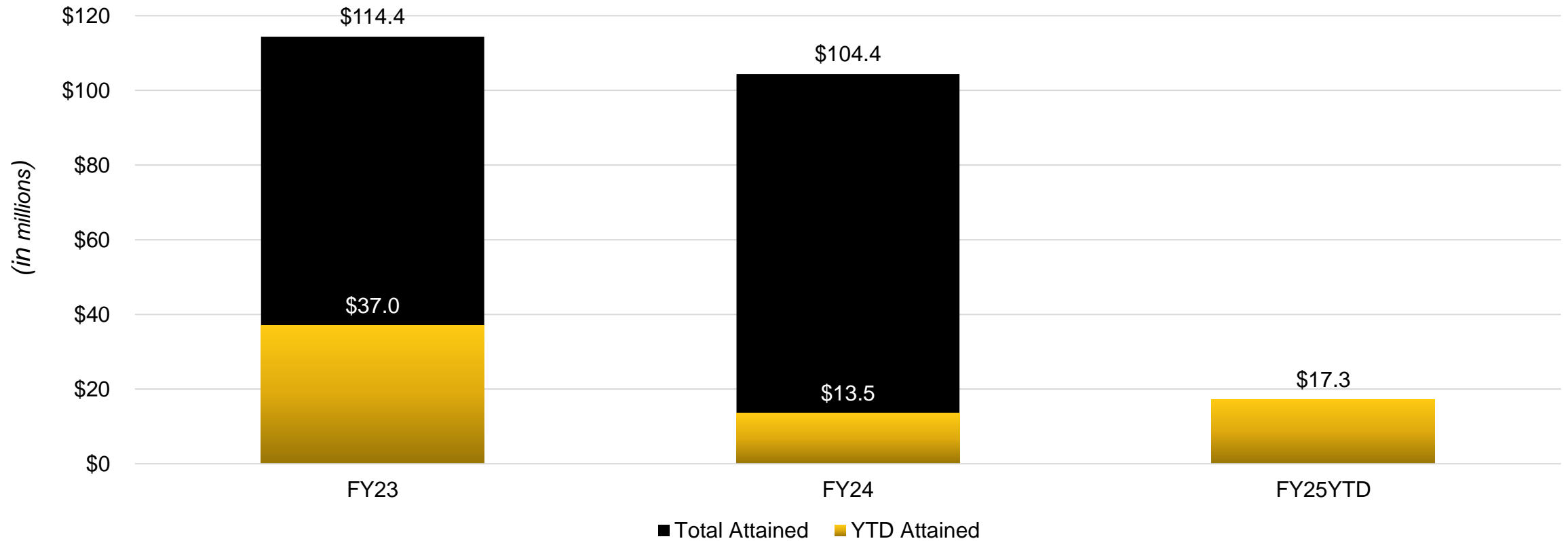
Senior Vice President, UCF Advancement and Partnerships and
Chief Executive Officer, UCF Foundation, Inc.

December 5, 2024



FISCAL YEAR 2024 – 2025 ATTAINMENT PRODUCTION METRICS

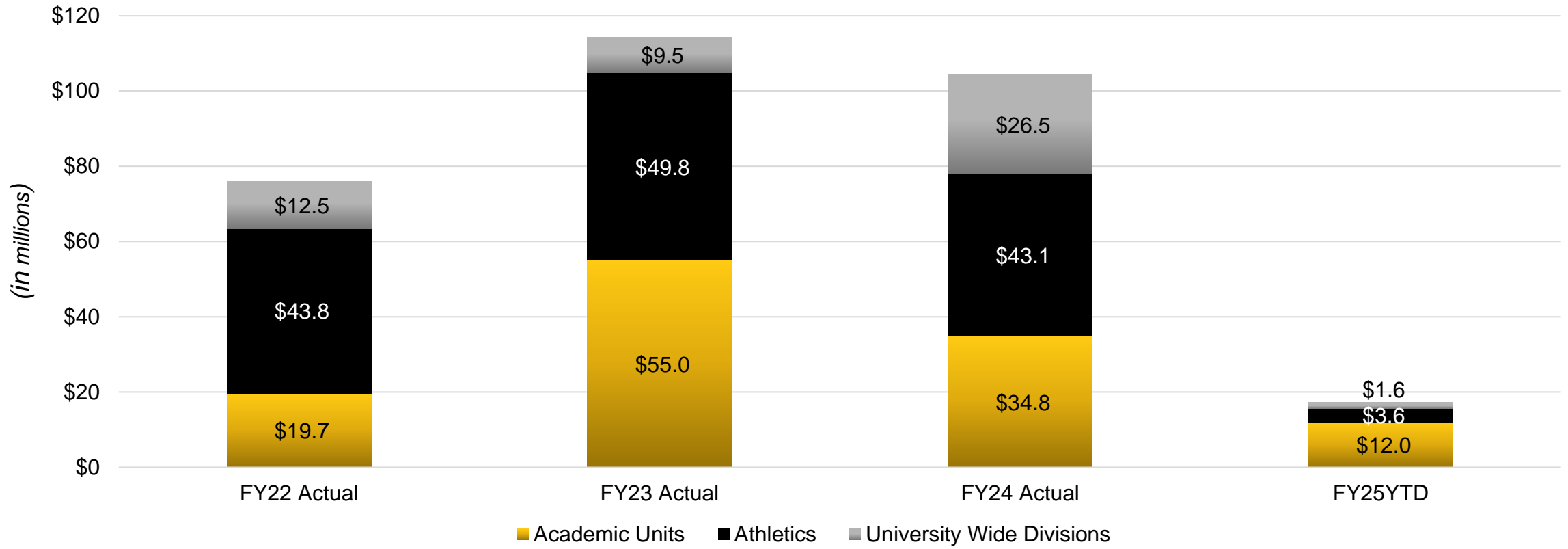
FY23-25 ATTAINMENT TO DATE COMPARISON (In Millions)



Data as of 11/12/24.

University of Central Florida

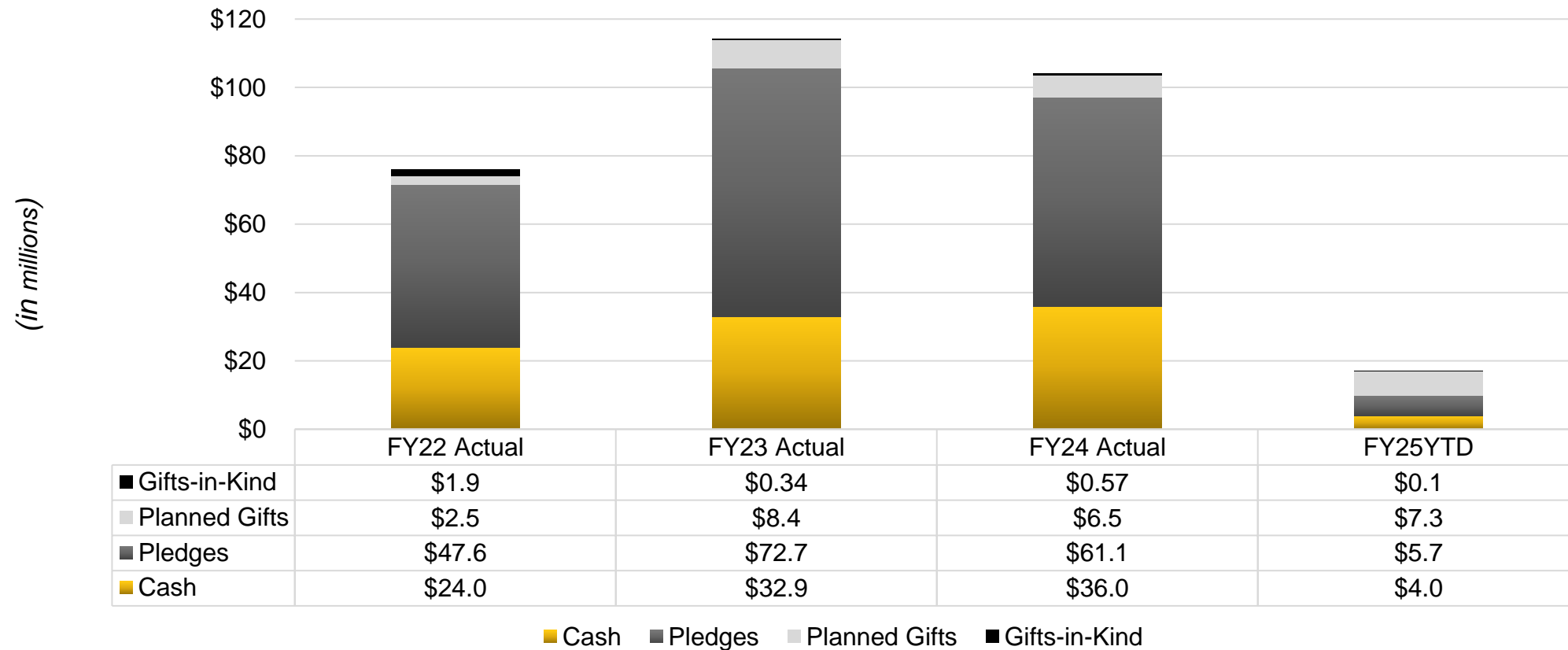
FY22-25 ATTAINMENT BY UNIT (In Millions)



Data as of 11/12/24.

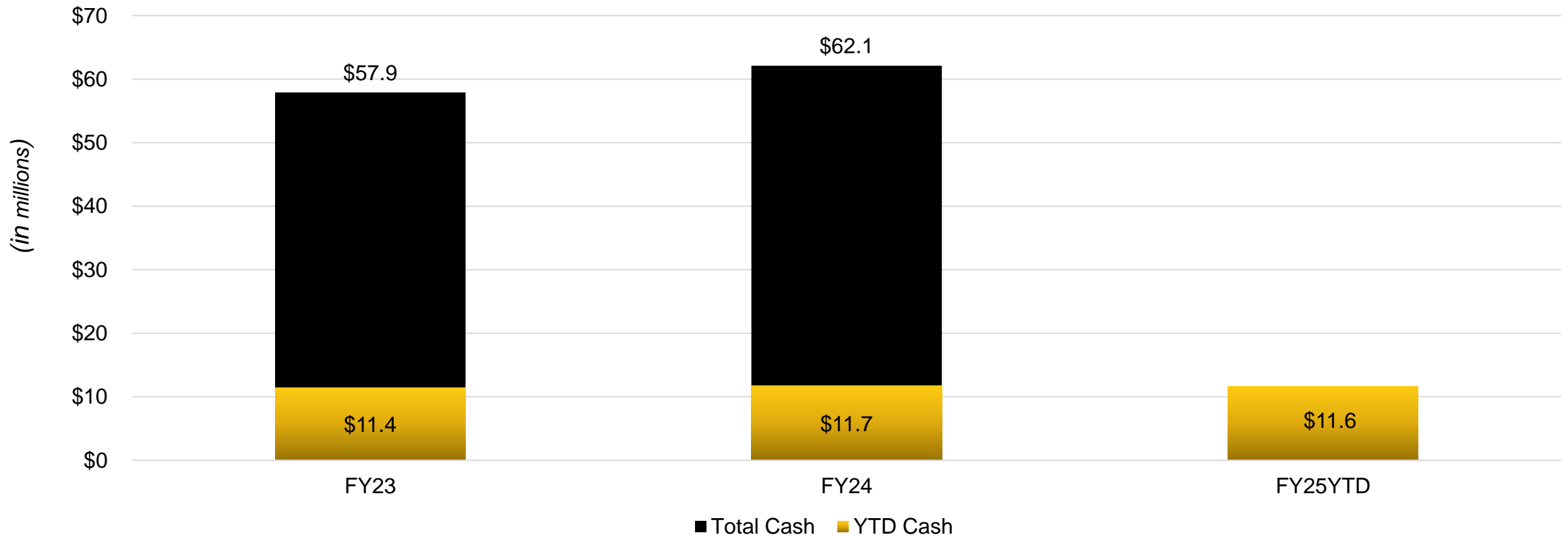
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FY22-25 ATTAINMENT BY GIFT TYPE (In Millions)



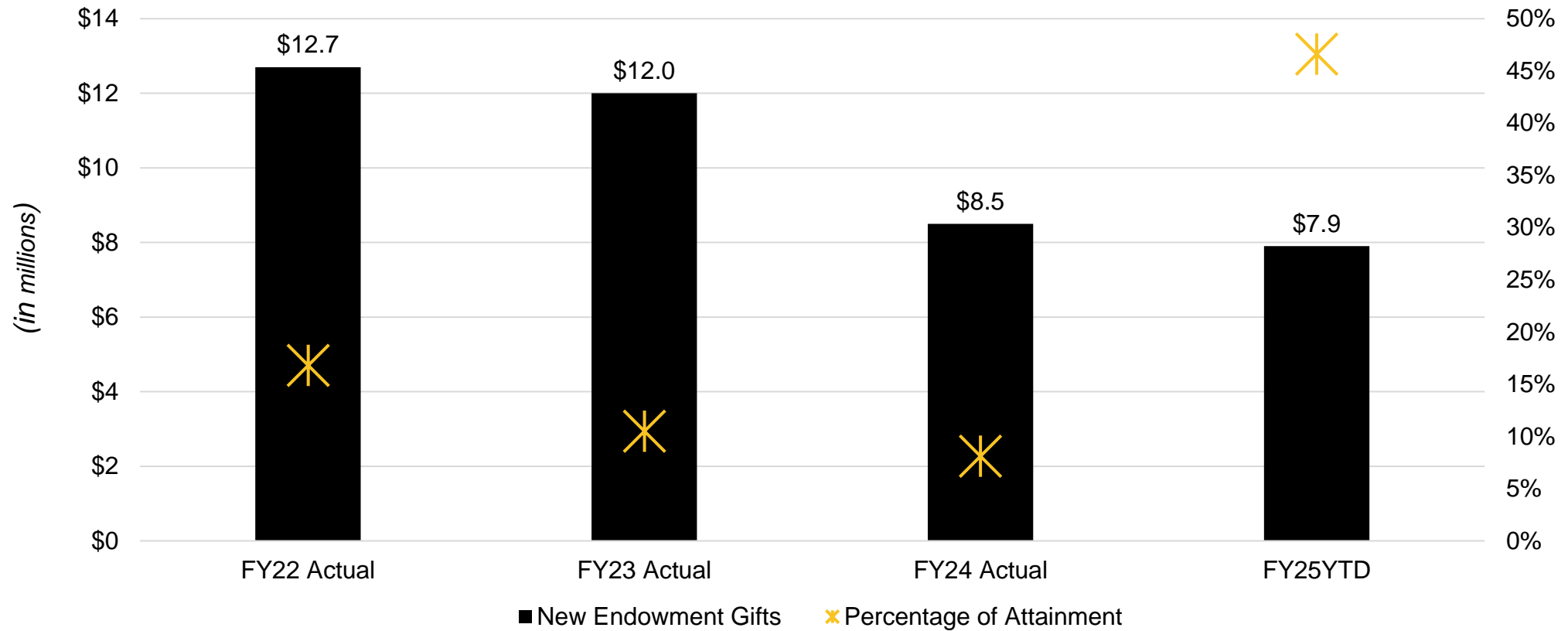
Data as of 11/12/24.

FY23-25 CASH RECEIVED TO DATE COMPARISON (In Millions)



Data as of 11/12/24.

FY22-25 ENDOWMENT ATTAINMENT (In Millions)



Data as of 11/12/24.

University of Central Florida

ATTAINMENT PIPELINE AND FORECAST



ROADMAP TO \$110M

Source	Projection
Attainment YTD	\$17,266,977
Annual Giving/Other - Projected	\$15,390,418
High Confidence Closes in Pipeline (>\$1M+)	\$80,212,000
Mid-Range Discounted Closes in Pipeline (<\$1M)	\$14,572,075
Mid-Range Projected Totals by 6/30/25	\$127,441,470

Data as of 11/12/2024. Projection applies the UCF Close and Yield Rate discount to the raw data for expected closes.

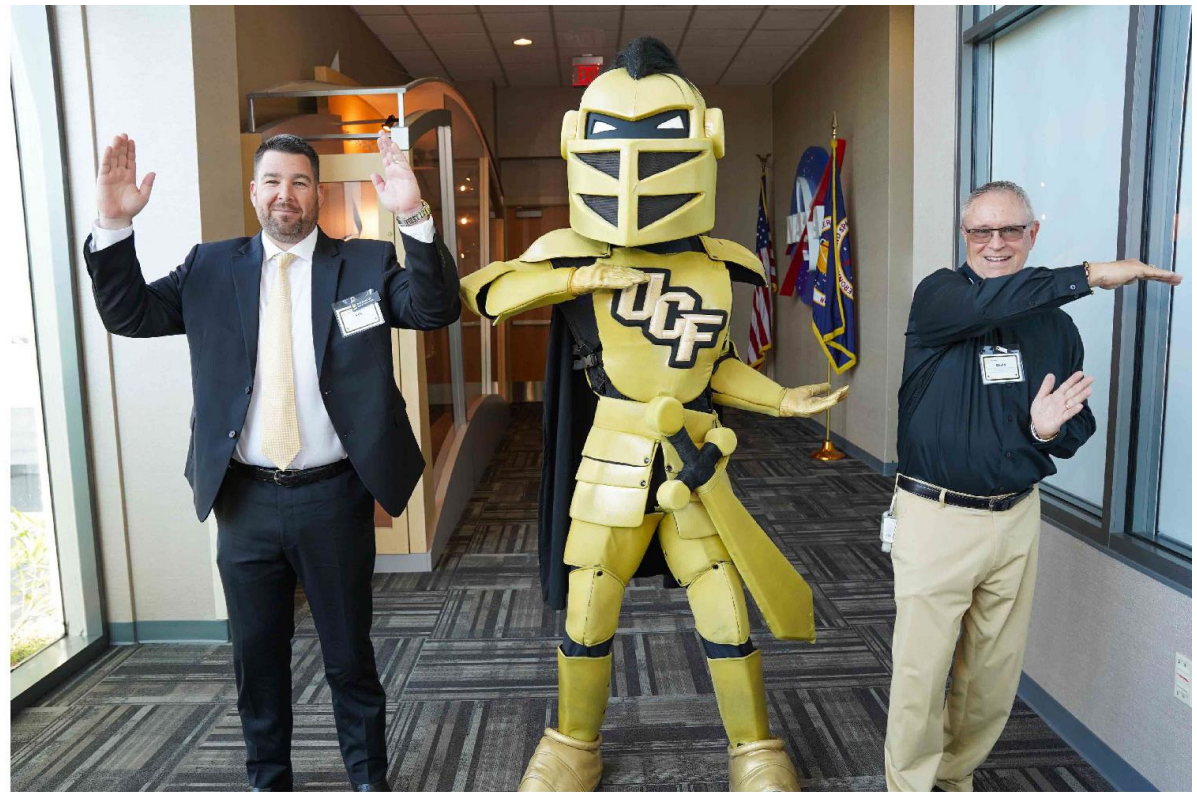
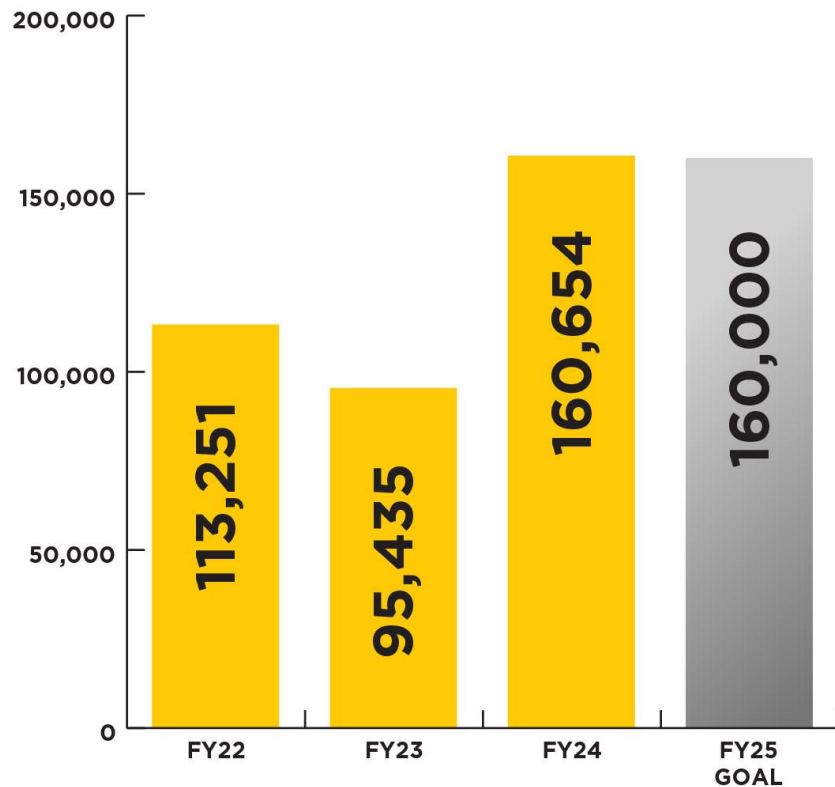
FY25 PENDING OR PLANNED SOLICITATIONS



	Chair of Professorship	Facilities & Equipment	Programmatic	Research	Scholarship	Grand Total
Current Use	\$405,000	\$44,531,000	\$97,578,590	\$925,000	\$5,565,700	\$149,005,290
Planned	\$305,000	\$12,759,000	\$43,041,390	\$325,000	\$4,984,000	\$61,414,390
Response pending	\$100,000	\$31,772,000	\$54,537,200	\$600,000	\$581,700	\$87,590,900
Endowment	\$18,749,999	\$25,000	\$45,213,500		\$29,724,000	\$93,712,499
Planned	\$15,749,999	\$25,000	\$40,007,500		\$17,393,000	\$73,175,499
Response pending	\$3,000,000		\$5,206,000		\$12,331,000	\$20,537,000
Grand Total	\$19,154,999	\$44,556,000	\$142,792,090	\$925,000	\$35,289,700	\$242,717,789

ALUMNI ENGAGEMENT

FY22-25 ALUMNI ENGAGEMENT COUNTS





TRAVELING KNIGHTS

2025 DESTINATIONS



Island Life: Greek Isles & Ephesus

Aug. 29 – Sept. 6



Highlights of Kenya

Nov. 8 – 17



Christkindlmärkt Along the Danube River

Dec. 1 – 9

LOOKING AHEAD

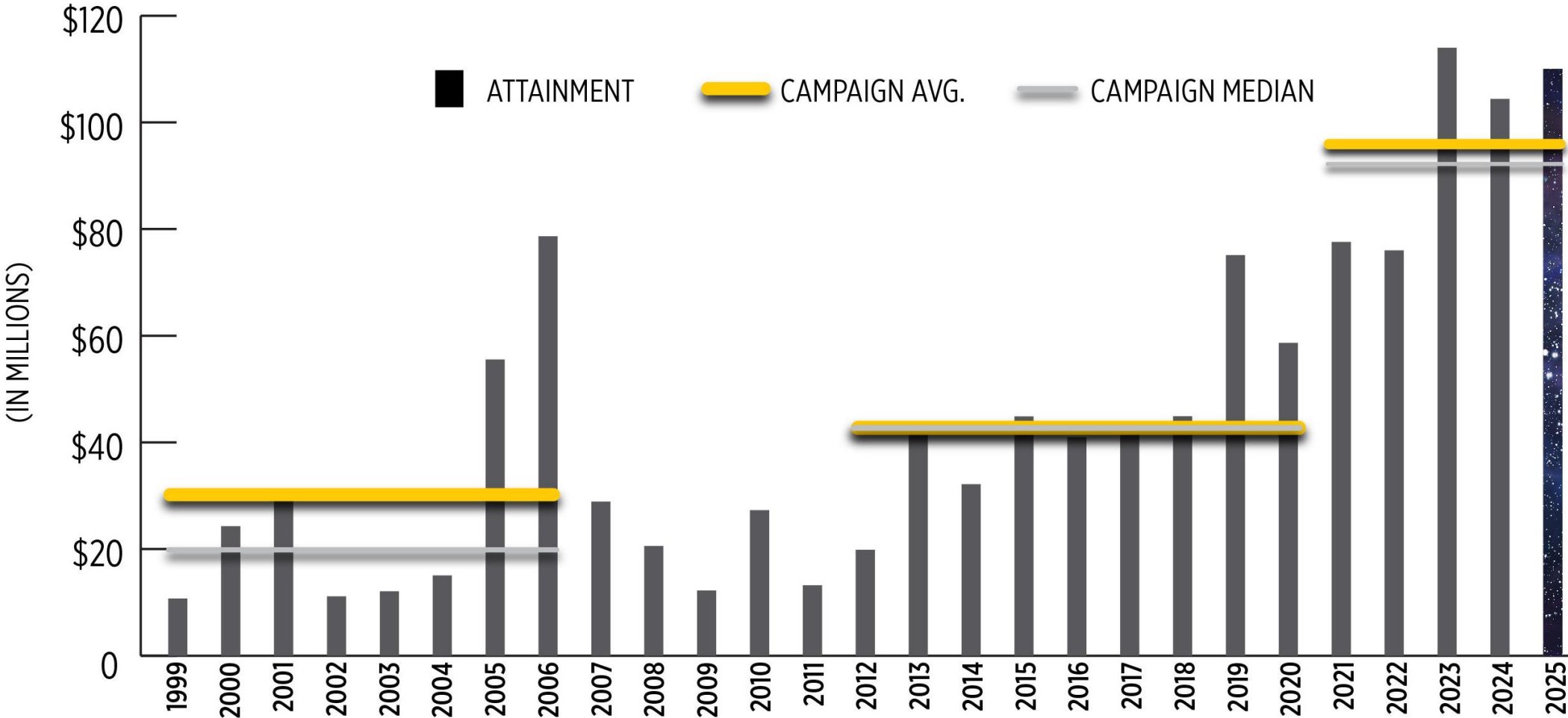
- Discover Egypt & the Eternal Nile | January 2026
- Long Weekend Getaway to Iceland | March 2026
- Best of the Balkans | April/May 2026
- European Coastal Cruise | May 2026
- Cruise the Italian Riviera | June 2026
- The Galapagos Islands | July 2026
- The Wonders of Turkey | September 2026





CAMPAIGN PLANNING

UCF GIVING HISTORY



FY25 CAMPAIGN ACTIVITY

Fundraising and Prospect Development

- Regional leadership briefings
- Campaign goal, themes, priorities and Big Ideas
- Volunteer structure and recruitment
- Leadership Gifts Committee

Operations

- Campaign operating plan
- Campaign reports
- Counting policy
- Data management plan
- Gift agreement templates and language
- Portfolio and analytics

Marketing and Communications

- Campaign brand, messaging and communications plan
- Case statement
- College/Unit thematic suite of materials
- Scholarship/impact suite of materials

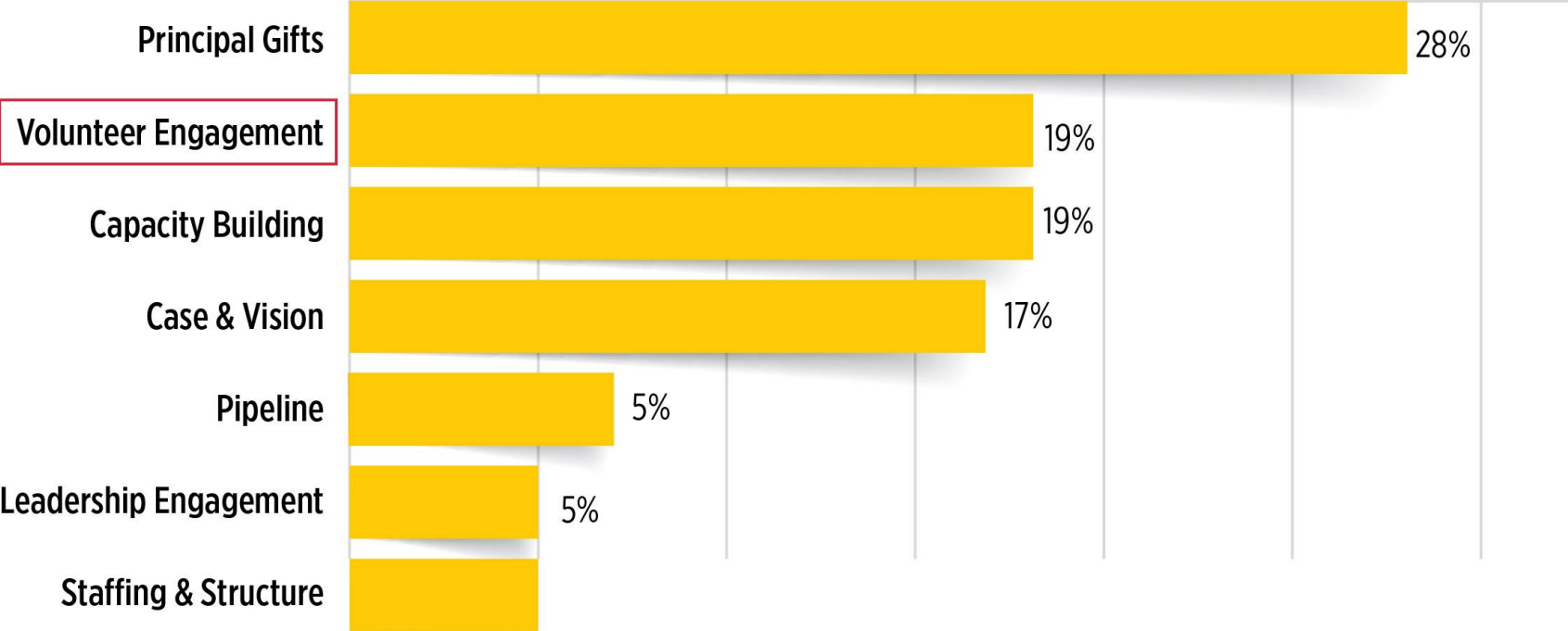
NEEDS ASSESSMENT – IN PROGRESS



Unit	Facilities and Equipment	Faculty	Programs	Recruiting/Scholarships/ Experiential Learning	Unrestricted/ Operating	Grand Total
ATH	\$92,000,000		\$350,000	\$6,000,000	\$150,000,000	\$248,350,000
BHC			\$50,000	\$10,460,000	\$1,500,000	\$12,010,000
CAH	\$30,000,000	\$35,500,000		\$200,000	\$1,500,000	\$67,200,000
CCIE	\$6,000,000	\$36,000,000	\$975,000	\$50,000	\$1,500,000	\$44,525,000
CECS	\$2,000,000	\$174,500,000	\$49,495,000	\$138,000	\$1,500,000	\$227,633,000
CHPS		\$36,500,000	\$50,000	\$50,000	\$1,500,000	\$38,100,000
COB		\$58,000,000	\$21,400,000	\$700,000	\$1,500,000	\$81,600,000
COM		\$110,000,000	\$70,000,000		\$1,500,000	\$181,500,000
CON	\$2,550,000	\$49,000,000	\$30,000,000	\$230,000	\$1,550,000	\$83,330,000
COS	\$7,500,000	\$42,000,000	\$2,600,000	\$2,500,000	\$1,500,000	\$56,100,000
CREOL	\$1,300,000	\$41,050,000		\$125,000	\$1,500,000	\$43,975,000
CUGS				\$3,500,000		\$3,500,000
RCHM		\$7,000,000	\$27,000,000	\$300,000	\$1,500,000	\$35,800,000
RESEARCH		\$9,000,000				\$9,000,000
SSWB	\$29,000,000		\$2,300,000	\$700,000		\$32,000,000
UCF	\$176,350,000		\$30,145,000	\$30,200,000		\$236,695,000
WUCF					\$40,000,000	\$40,000,000
Grand Total	\$346,700,000	\$598,550,000	\$234,365,000	\$55,153,000	\$206,550,000	\$1,441,318,000

VOLUNTEER ENGAGEMENT

Greatest Campaign Success Factor





PARTNERSHIPS UPDATE

PEGASUS PARTNERSHIPS

- **One Additional New Pegasus Partner Announcement Expected in Q2**
- **12 partners in active discussions on the path to Pegasus:**
 - 4 in Transformative Technologies & National Defense
 - 3 in Energy & Sustainability
 - 2 in Entertainment & Immersive Experience
 - 3 in Space Tech & Systems

SIEMENS ENERGY

