



FISCAL YEAR 2024 – 2025 ATTAINMENT AND DIVISION GOALS

Rodney Grabowski, CFRE

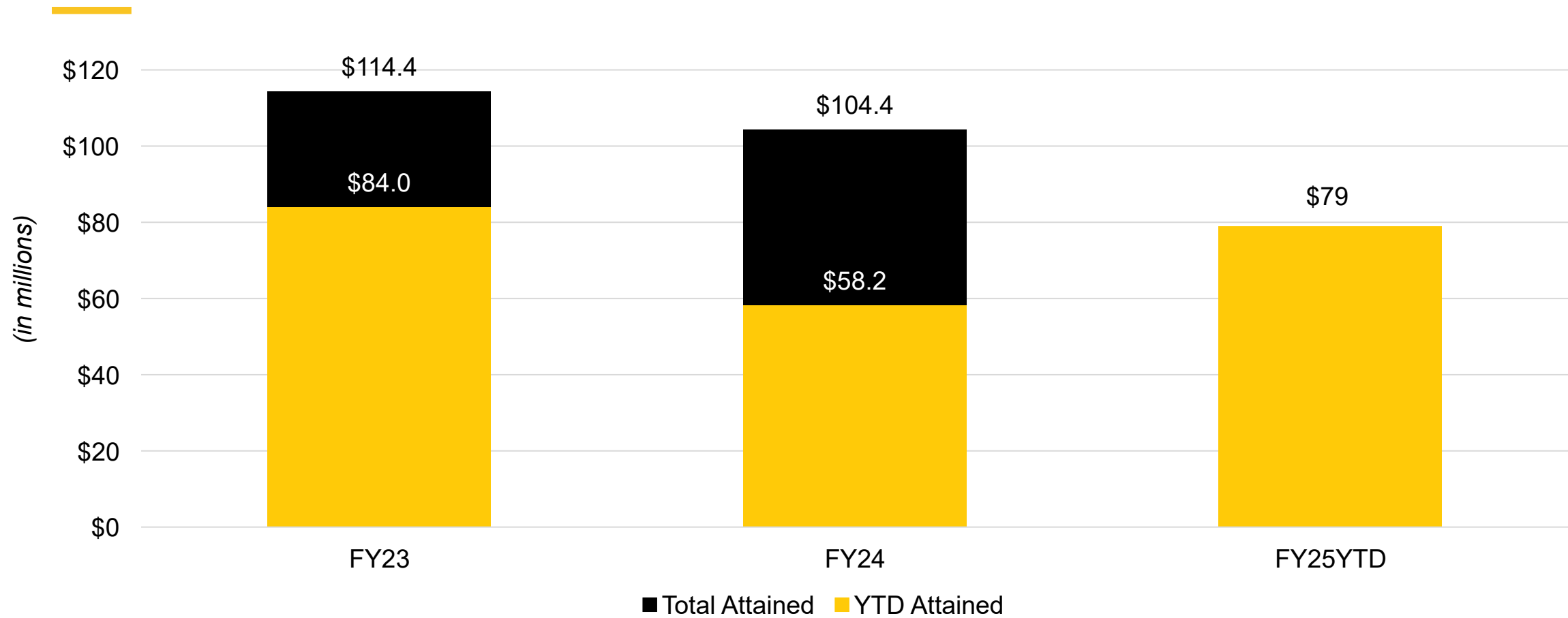
Senior Vice President, UCF Advancement and Partnerships and
Chief Executive Officer, UCF Foundation, Inc.

April 17, 2025



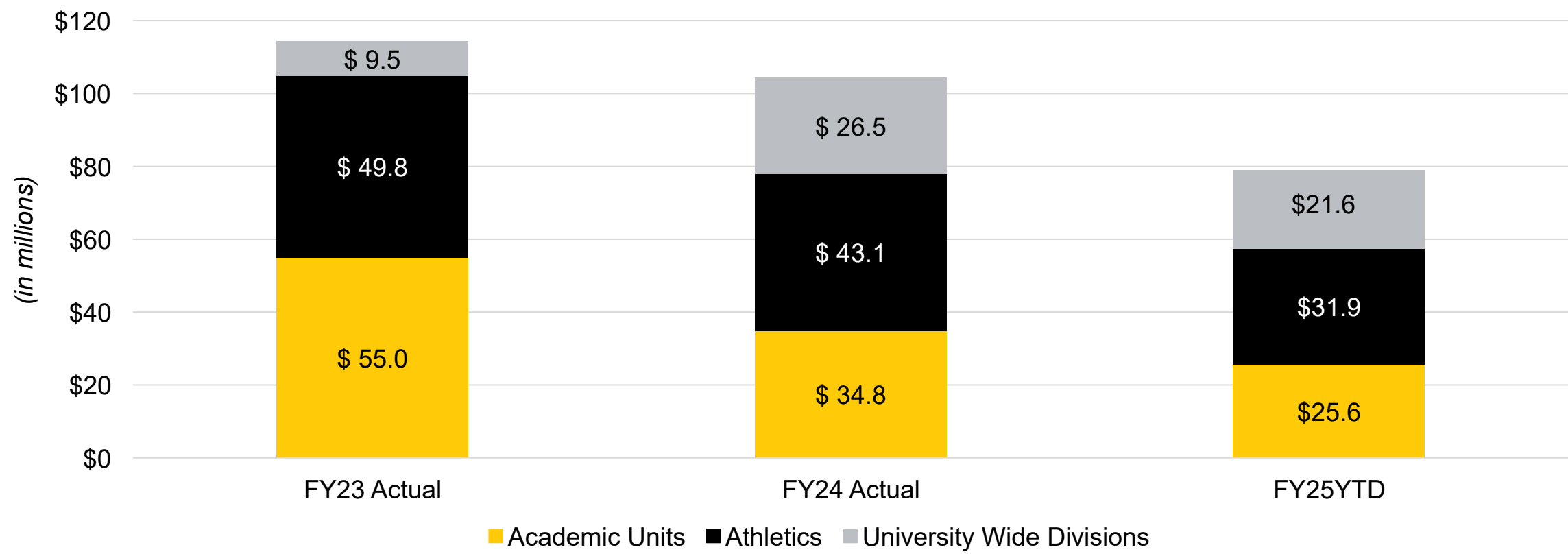
ATTAINMENT PRODUCTION METRICS

FY23-25 ATTAINMENT TO DATE COMPARISON

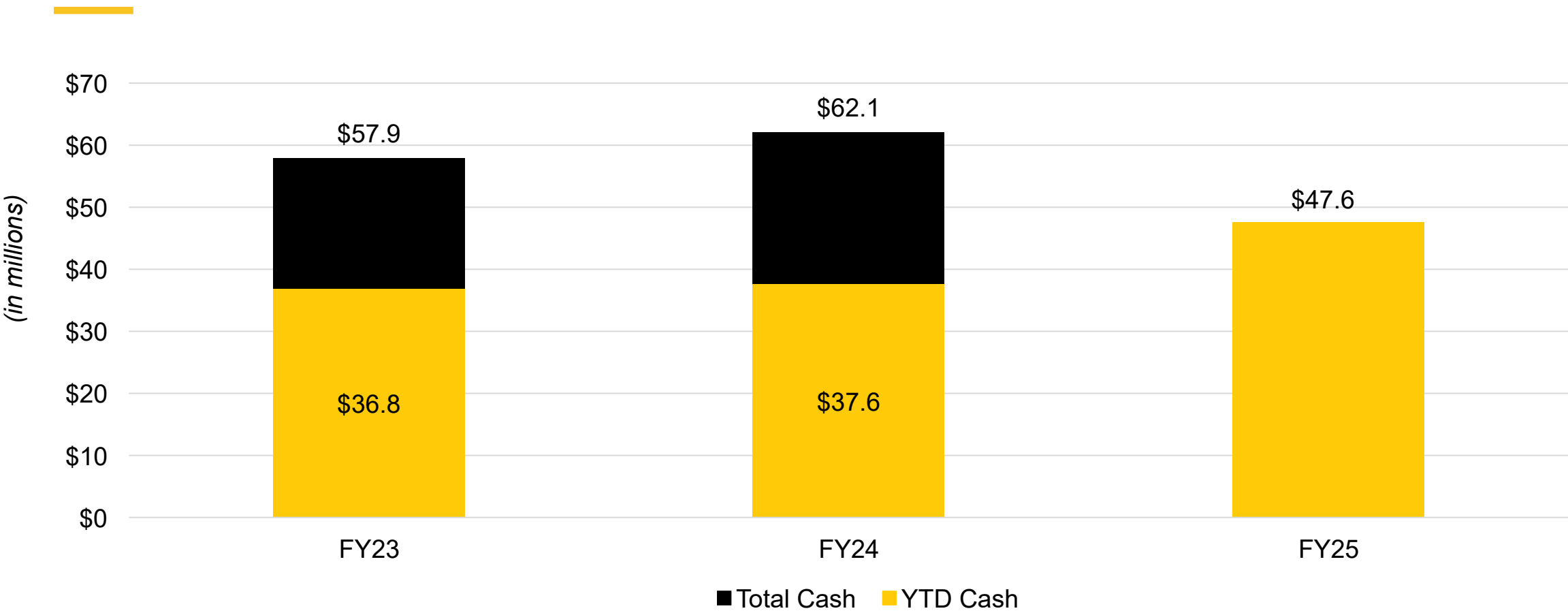


Data as of 4/15/2025.

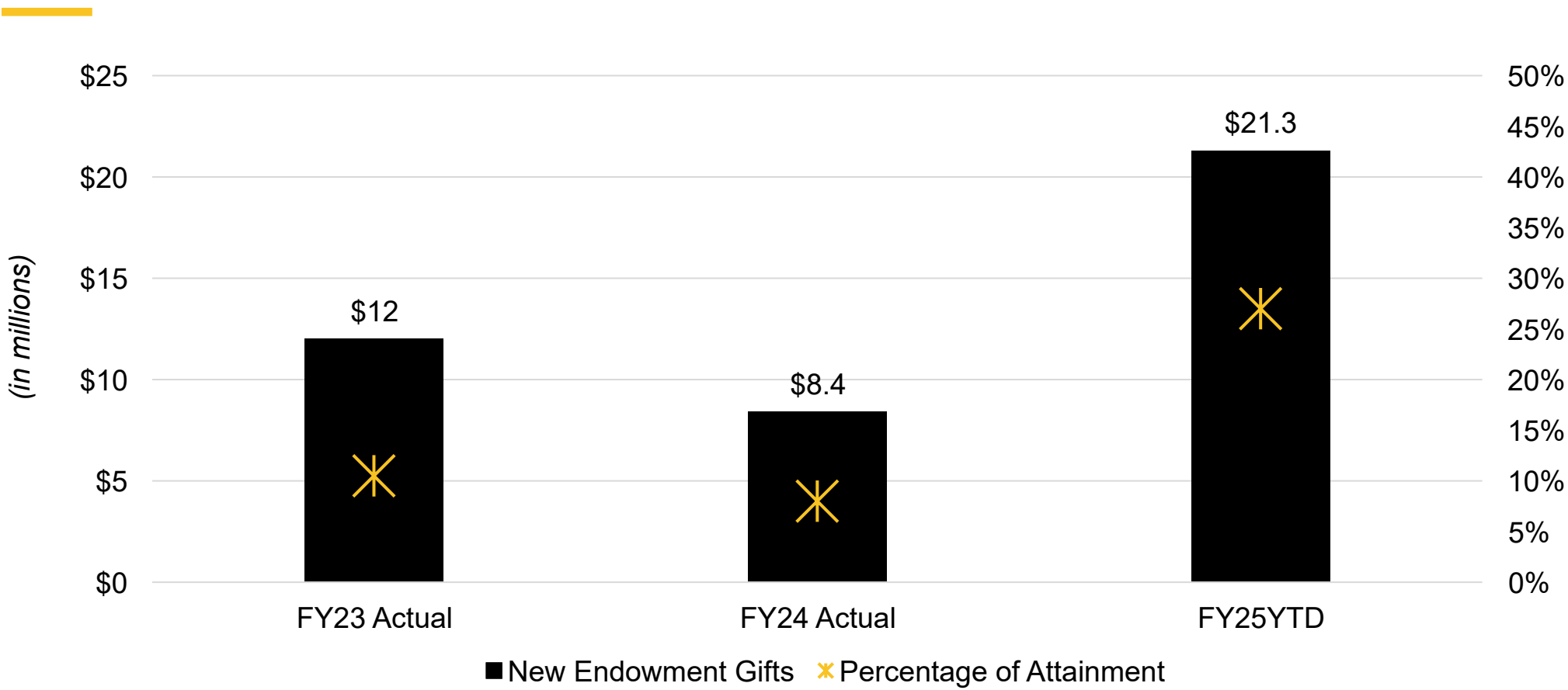
FY23-25 ATTAINMENT BY UNIT



FY23-25 CASH RECEIVED TO DATE COMPARISON



FY23-25 ENDOWMENT ATTAINMENT



Data as of 4/15/2025.

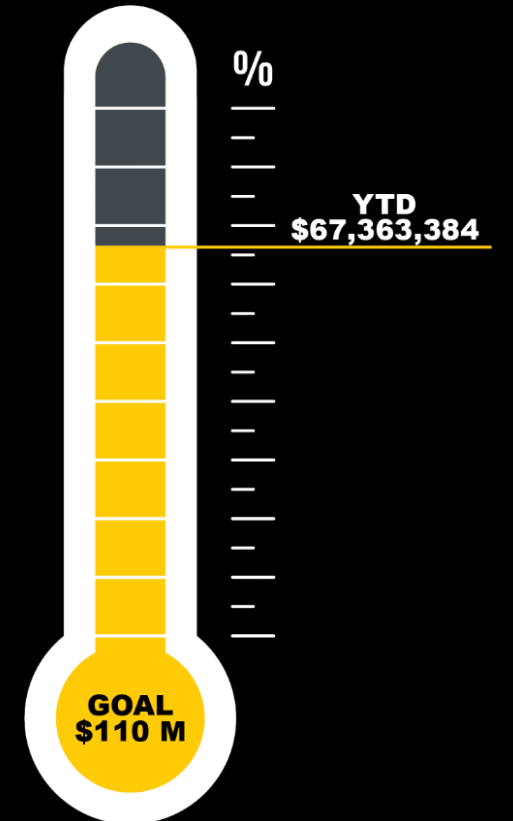


ATTAINMENT PIPELINE AND FORECAST

FY25 PENDING OR PLANNED SOLICITATIONS



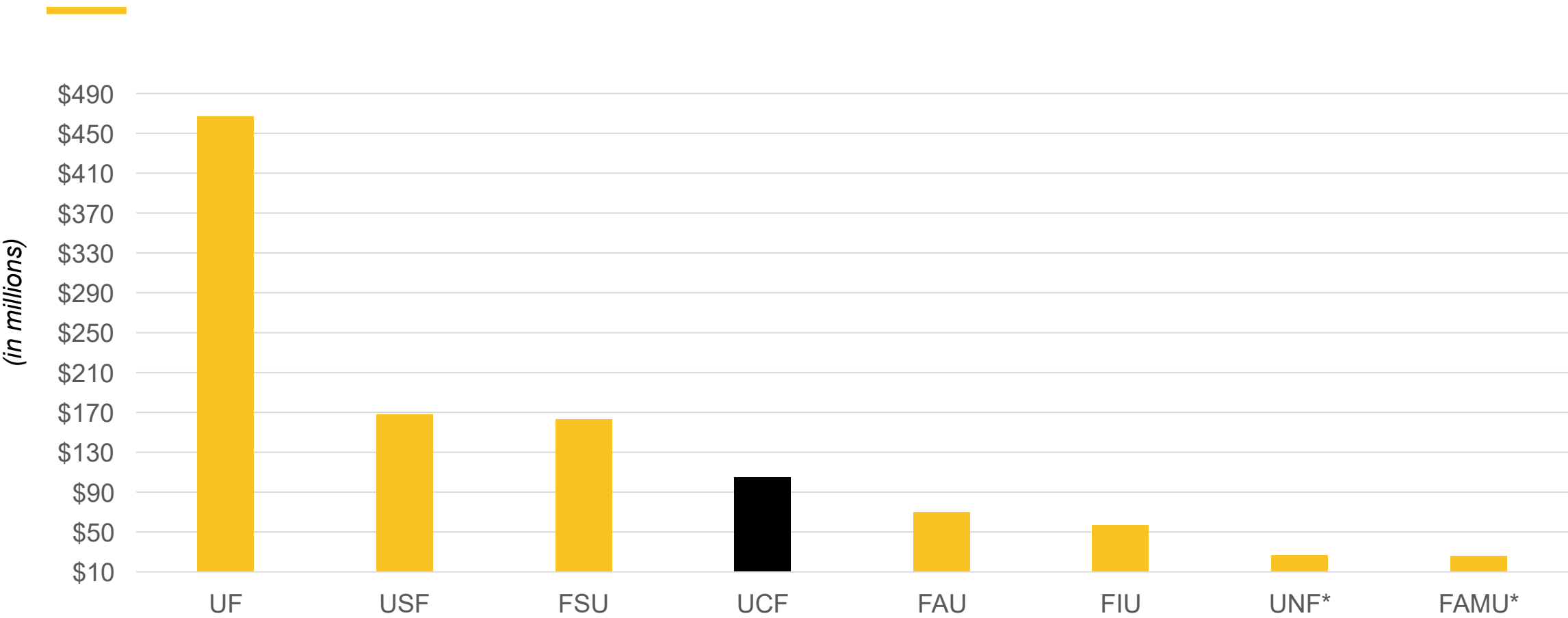
	Chair of Professorship	Facilities & Equipment	Programmatic	Research	Scholarship	Grand Total
Current Use	\$5,555,000	\$25,250,000	\$47,118,290	\$746,000	\$5,429,700	\$84,098,990
Planned	\$5,055,000	\$12,145,000	\$30,083,000	\$216,000	\$3,922,000	\$51,421,000
Response pending	\$500,000	\$13,105,000	\$17,035,290	\$530,000	\$1,507,700	\$32,677,990
Endowment	\$28,299,999	\$2,550,000	\$17,697,500	\$100,000	\$20,684,500	\$69,331,999
Planned	\$11,749,999		\$11,857,500		\$8,068,000	\$31,675,499
Response pending	\$16,550,000	\$2,550,000	\$5,840,000	\$100,000	\$12,616,500	\$37,656,500
Grand Total	\$33,854,999	\$27,800,000	\$64,815,790	\$846,000	\$26,114,200	\$153,430,989





FY24 STATE UNIVERSITY SYSTEM BENCHMARKING

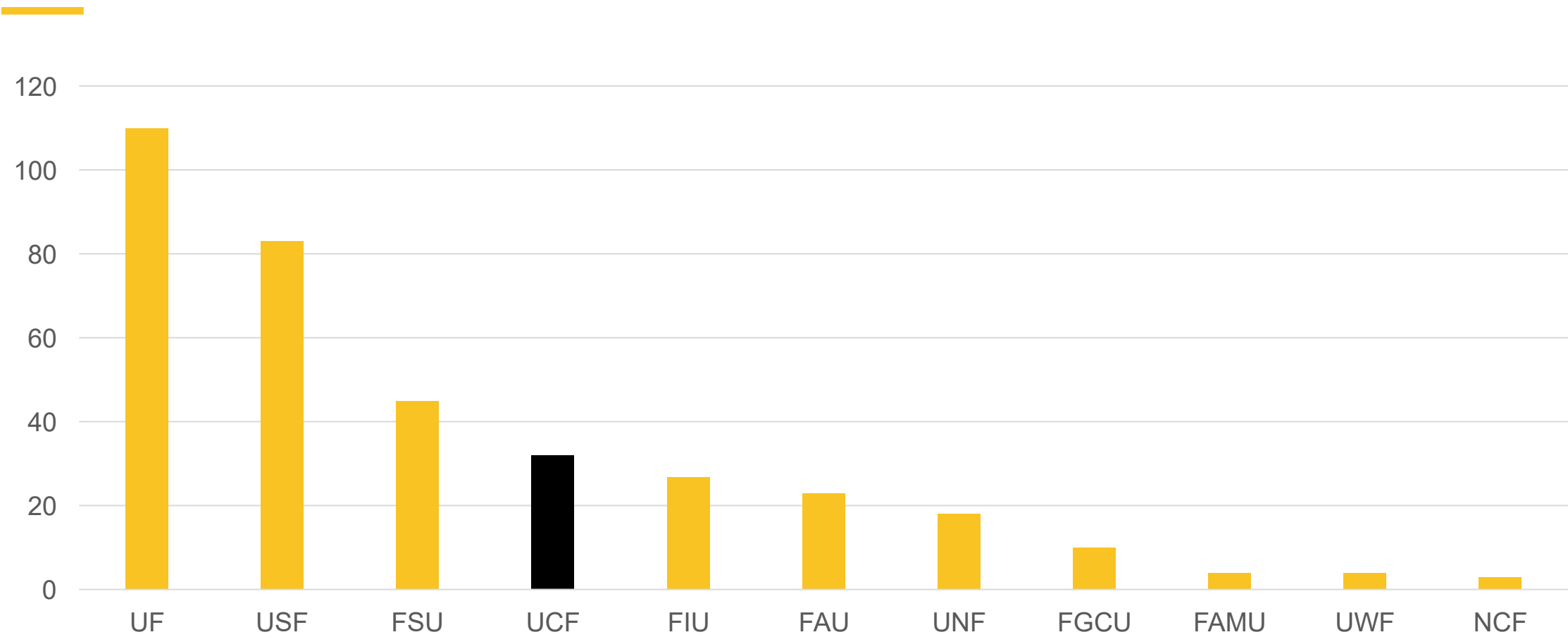
FY24 ATTAINMENT



Note: *UNF and FAMU data are from FY23.

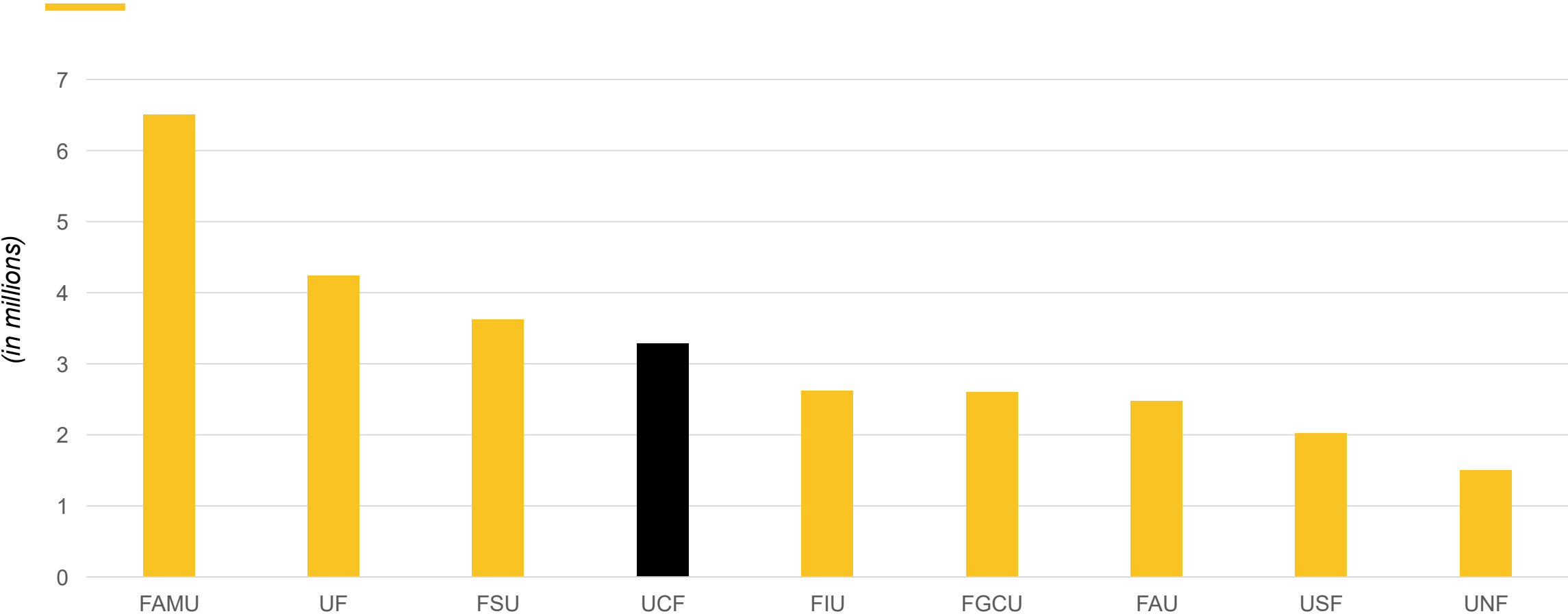
Source: Publicly available fundraising totals.

FY24 DEVELOPMENT OFFICER COUNT



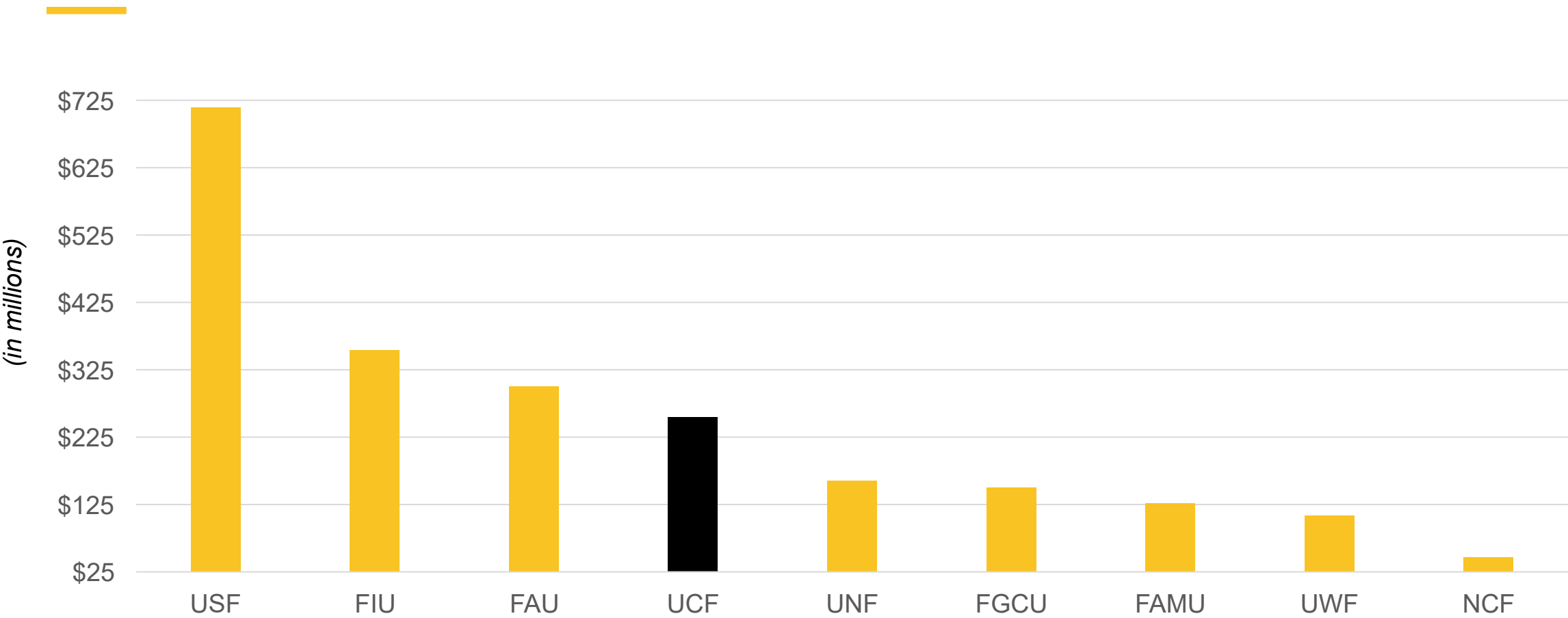
Source: SUS Foundation Business Officers Conference (2025)
University of Central Florida

FY24 YIELD PER GIFT OFFICER



Source: Calculations based on SUS Foundation Business Officers Conference (2025) data and publicly available fundraising totals.

ENDOWMENT VALUES AS OF 12/31/24

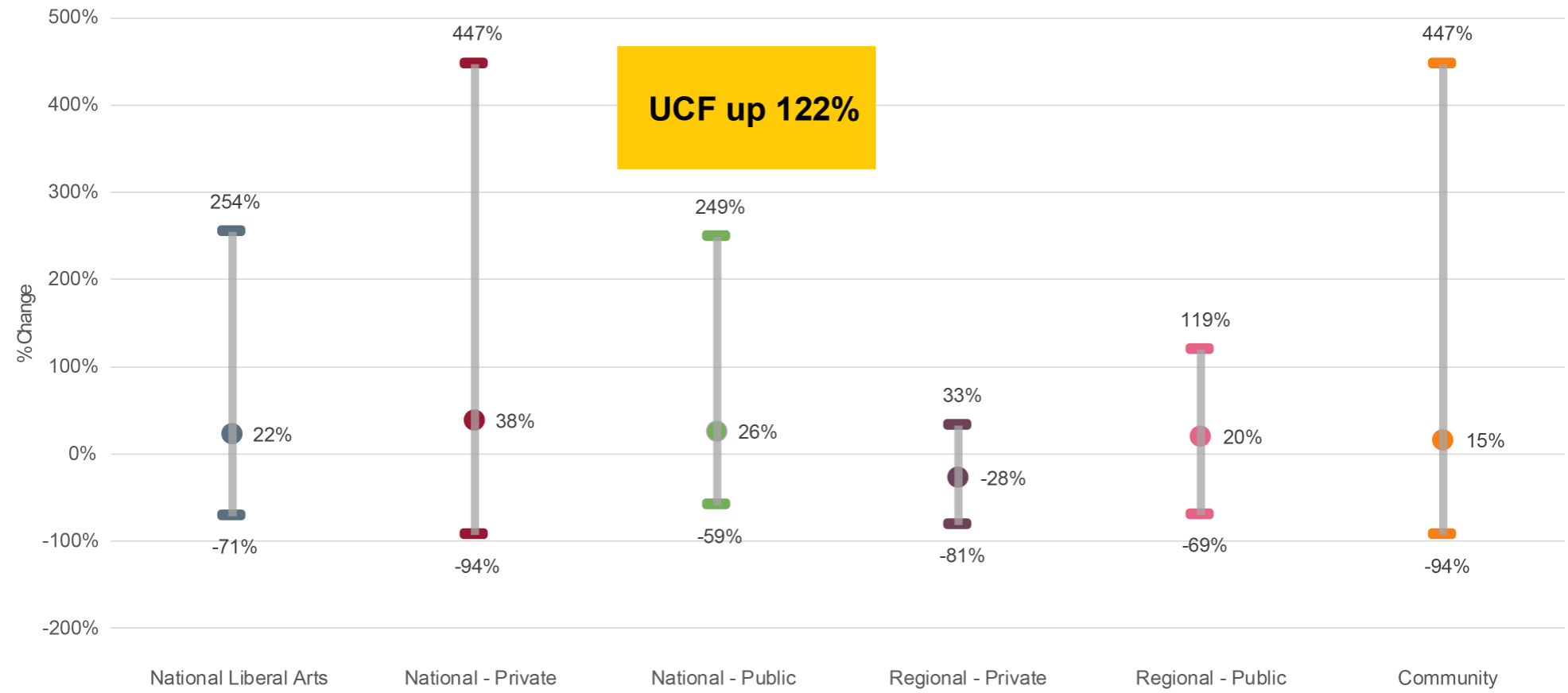


*Note: UF's endowment value is \$2.5B; FSU's endowment value as of 6/30/24 was \$1B.
Source: SUS Foundation Business Officers Conference (2025)*



NATIONAL BENCHMARKING FY25 YEAR-OVER-YEAR CHANGE

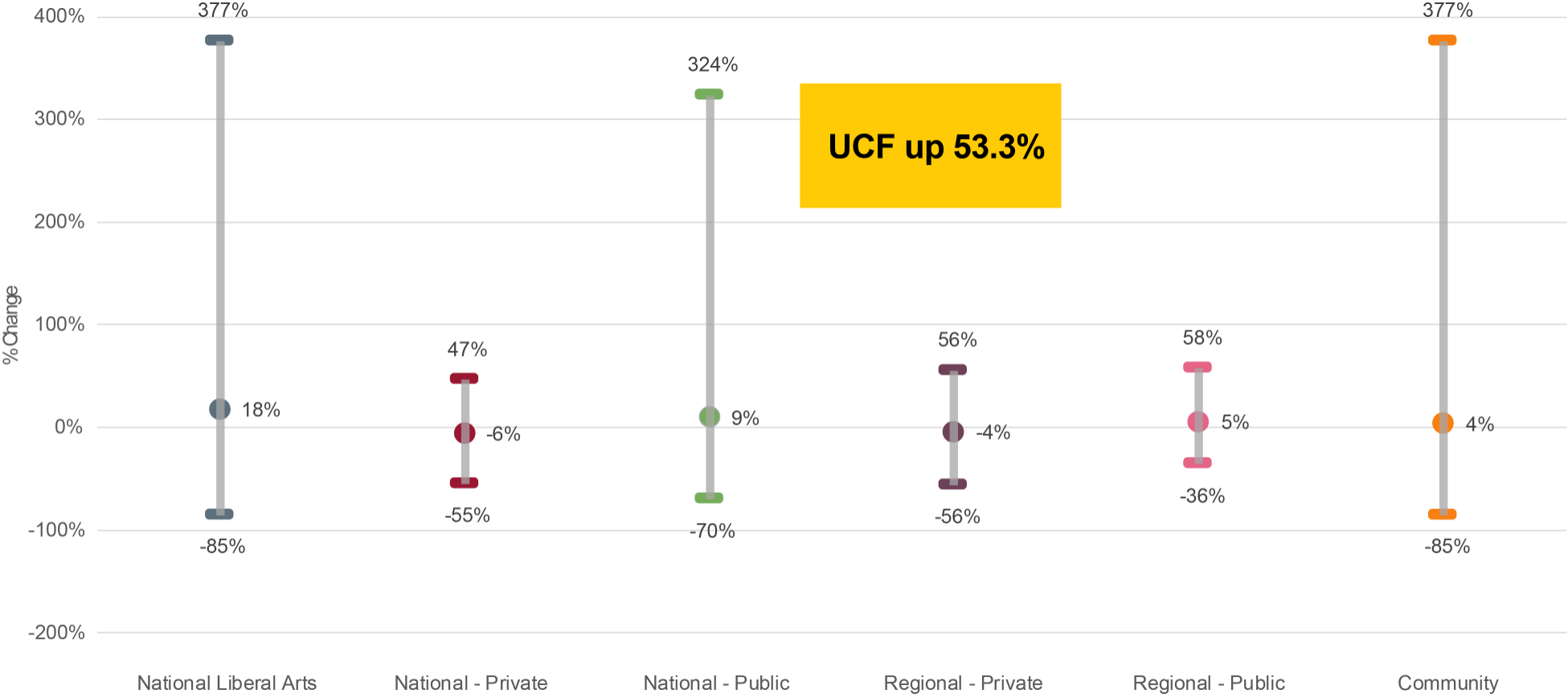
FY25 ATTAINMENT THROUGH Q2



Trimmed Average: 25%

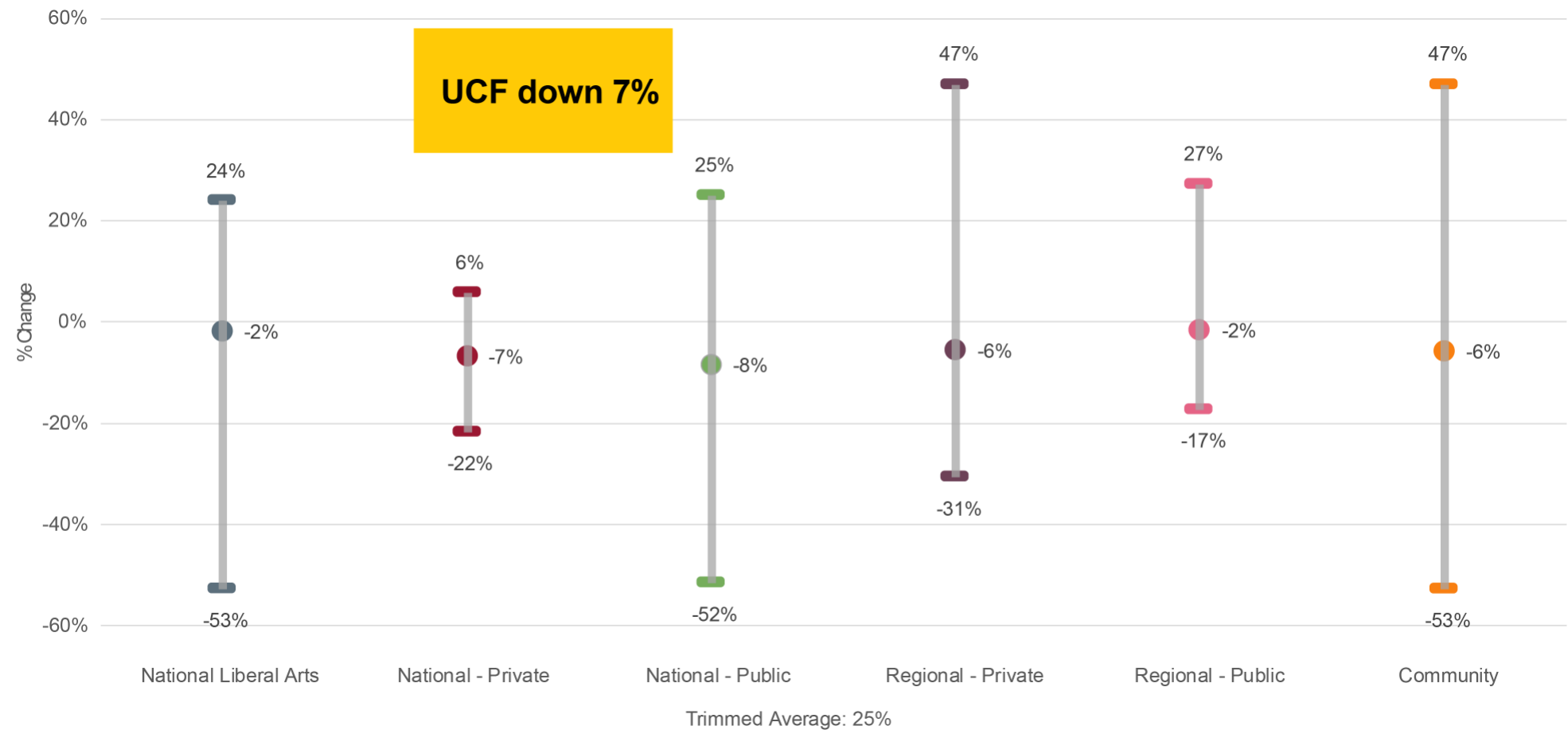
Source: Blackbaud Fundraiser Performance Management Report, FY25 Q2

FY25 OVERALL CASH THROUGH Q2



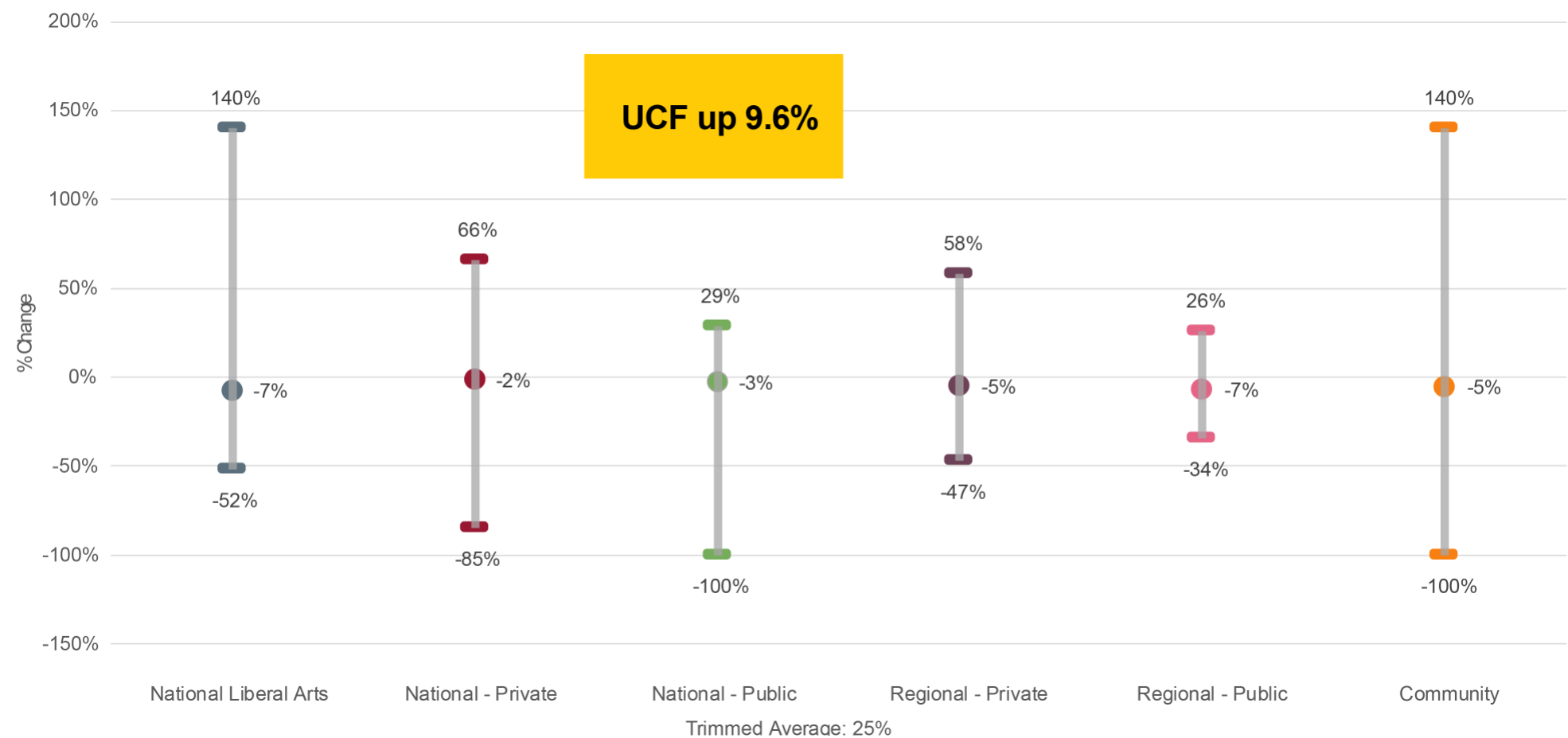
Source: Blackbaud Fundraiser Performance Management Report, FY25 Q2

FY25 CASH DONORS THROUGH Q2



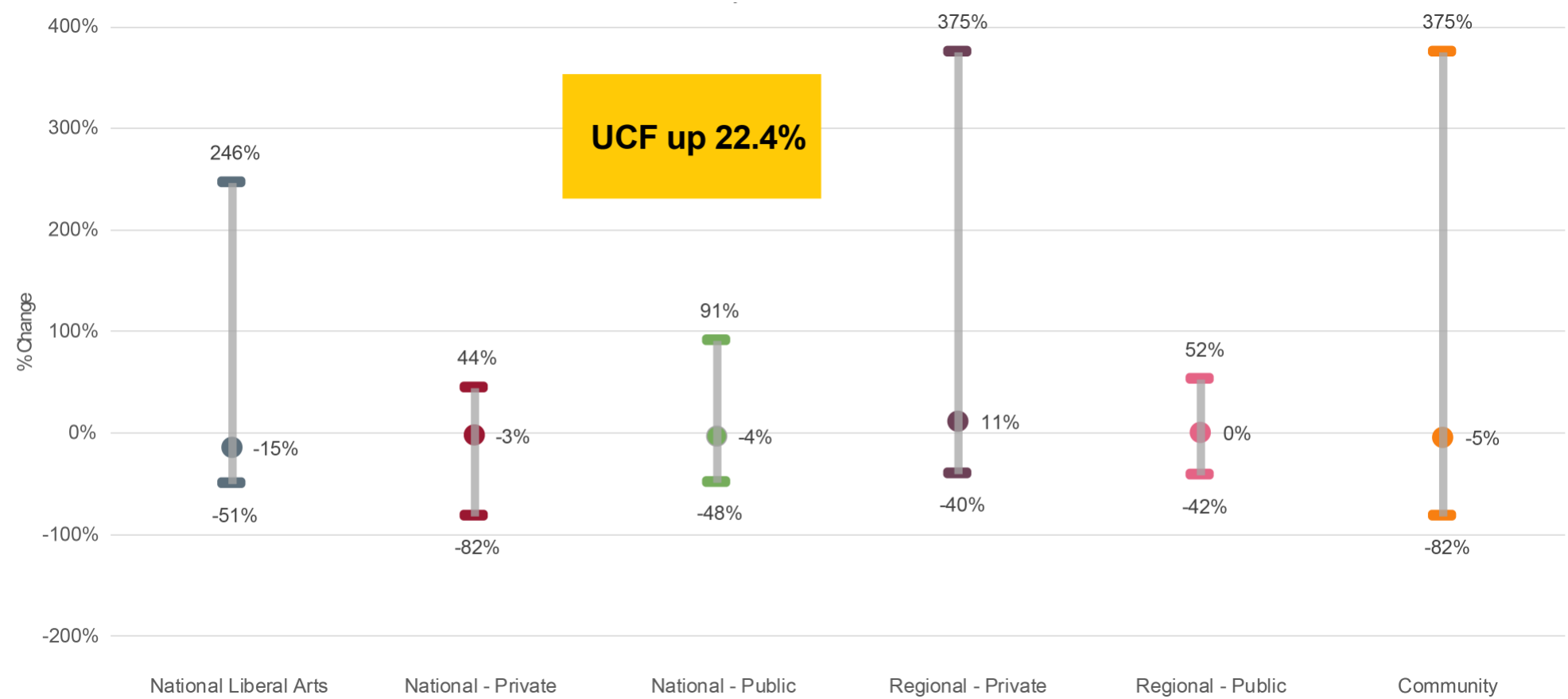
Source: Blackbaud Fundraiser Performance Management Report, FY25 Q2

FY25 VISIT ACTIVITY THROUGH Q2



Source: Blackbaud Fundraiser Performance Management Report, FY25 Q2

FY25 DISCOVERY VISIT ACTIVITY THROUGH Q2



Source: Blackbaud Fundraiser Performance Management Report, FY25 Q2

Trimmed Average: 25%

ALUMNI ENGAGEMENT AND ANNUAL GIVING



**DAY
OF**

GIVING

**APRIL 10,
2025**

30 UNDER 30 ALUMNI AWARDS





CAMPAIGN PLANNING



WHY IS A CAMPAIGN IMPORTANT?

- Inspires current and new audiences with a charitable spirit.
- Elevates UCF as a destination for philanthropy.
- Builds a culture of philanthropy that leads to sustained increases in giving.
- Creates the University *for* the Future, designed by dreamers and doers.

NEEDS ASSESSMENT – PHASE II

- Working sessions hosted in December for academic leadership, fundraisers and communicators.
- Individual college/unit meetings being held January/February to finalize needs, goals and gift tables.



NEEDS ASSESSMENT



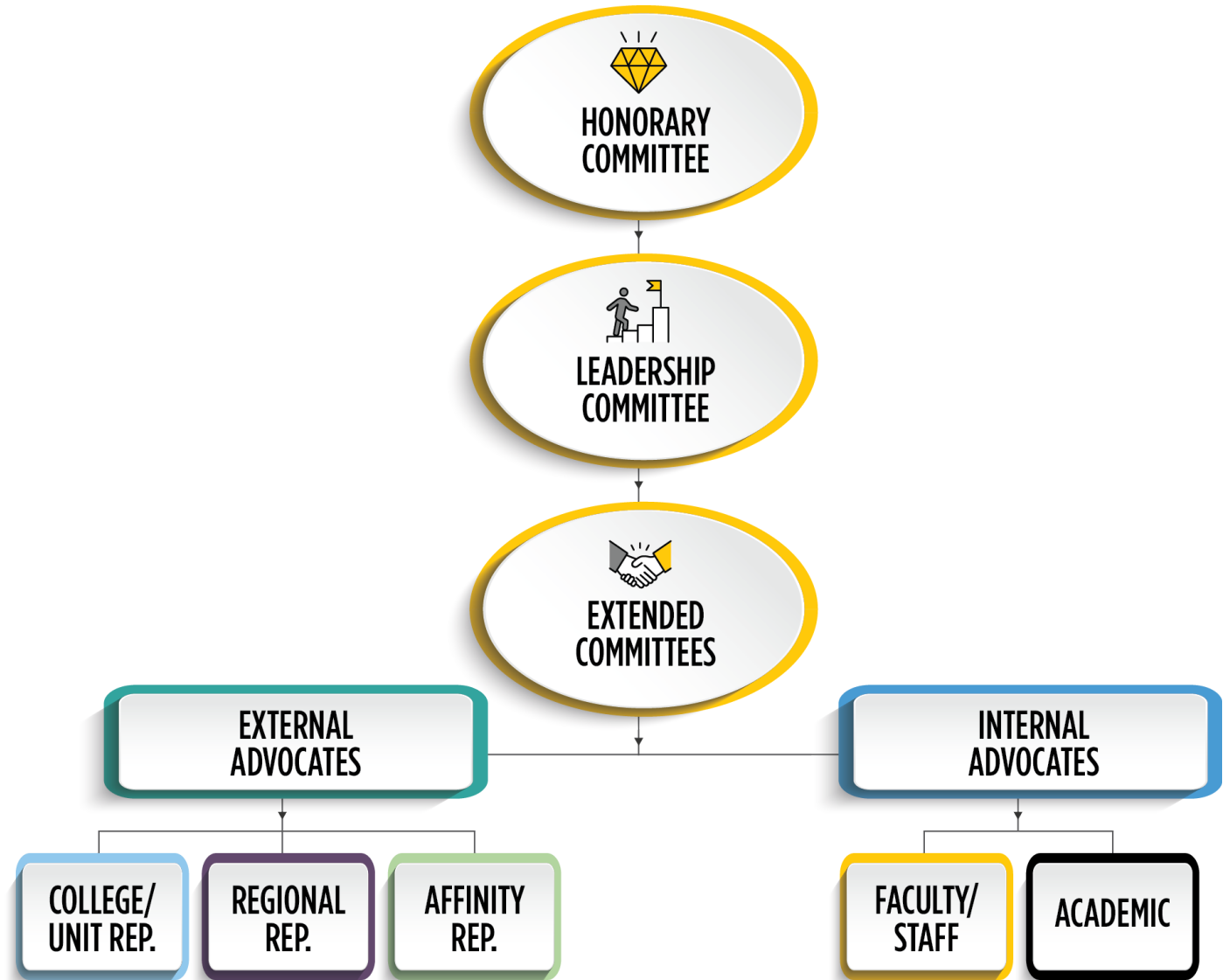
College or Unit	Facilities and Equipment	Faculty	Program	Recruiting/Scholarships/ Experiential Learning	Unrestricted/ Operating	Grand Total
ATH	\$188,000,000		\$1,500,000	\$6,000,000	\$261,600,000	\$457,100,000
BHC			\$50,000	\$25,130,000	\$1,500,000	\$26,680,000
CAH	\$80,250,000	\$60,700,000	\$9,500,000	\$7,850,000	\$4,500,000	\$162,800,000
CCIE	\$6,500,000	\$55,000,000	\$20,155,000	\$4,800,000		\$86,455,000
CECS	\$77,500,000	\$180,250,000	\$67,600,000	\$643,660,000	\$5,000,000	\$974,010,000
CGS	\$30,000,000		\$38,750,000	\$10,000,000		\$78,750,000
CHPS		\$33,500,000	\$2,100,000	\$500,000	\$32,000,000	\$68,100,000
COB	\$4,000,000	\$61,000,000	\$39,680,000	\$700,000	\$1,500,000	\$106,880,000
COM	\$265,000,000	\$113,000,000	\$80,000,000	\$565,000	\$1,500,000	\$1,460,065,000
CON	\$30,050,000	\$49,800,000	\$50,300,000	\$4,800,000	\$1,550,000	\$136,500,000
COS	\$28,500,000	\$45,500,000	\$5,250,000	\$2,500,000	\$1,500,000	\$83,250,000
CREOL	\$3,800,000	\$43,400,000	\$2,450,000	\$18,750,000	\$1,500,000	\$69,900,000
DWTN	\$183,000,000	\$1,000,000	\$6,850,000	\$2,600,000		\$193,450,000
LIB	\$23,000,000	\$7,000,000	\$30,000,000			\$60,000,000
RCHM	\$26,000,000	\$9,000,000	\$33,500,000	\$7,800,000	\$1,500,000	\$77,800,000
SSWB	\$205,000,000		\$29,706,000	\$34,110,000		\$268,816,000
UNIV WIDE	\$205,885,894	\$9,000,000	\$81,125,000	\$170,710,000	\$1,500,000	\$468,220,894
WUCF	\$20,500,000	\$800,000	\$750,000	\$100,000		\$22,150,000
Grand Total	\$1,376,985,894	\$668,950,000	\$499,266,000	\$940,575,000	\$315,150,000	\$3,800,926,894

OUR PARTNERSHIP WITH OLOGIE

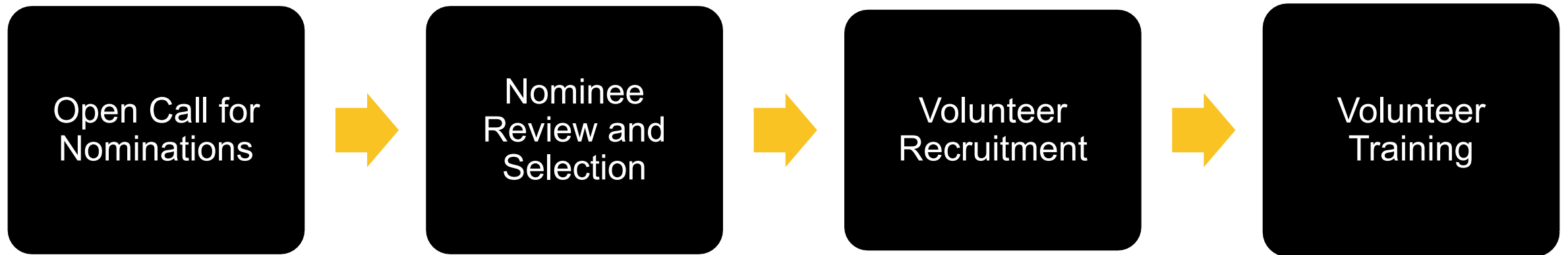


VOLUNTEER LEADERSHIP STRUCTURE

- Strong passion for UCF and our mission, with a history of philanthropic investment in UCF.
- Currently engaged as a volunteer with at least one college, unit or area of campus.
- Well respected and connected within their local community.
- Willing to aid and engage in philanthropic discussions within their sphere of influence.



VOLUNTEER NOMINATION AND RECRUITMENT PROCESS



January – August 2025



MISCELLANEOUS UPDATES

PEGASUS PARTNERSHIPS

One Additional New Pegasus Partner Announcement Expected in Q4 with an opportunity to garner international notoriety and attention.

- 18 partners in active discussions on the path to Pegasus:

7

in Transformative Technologies & National Defense

3

in Energy & Sustainability

3

in Entertainment & Immersive Experience

5

in Space Tech & Systems





QUESTIONS?
