



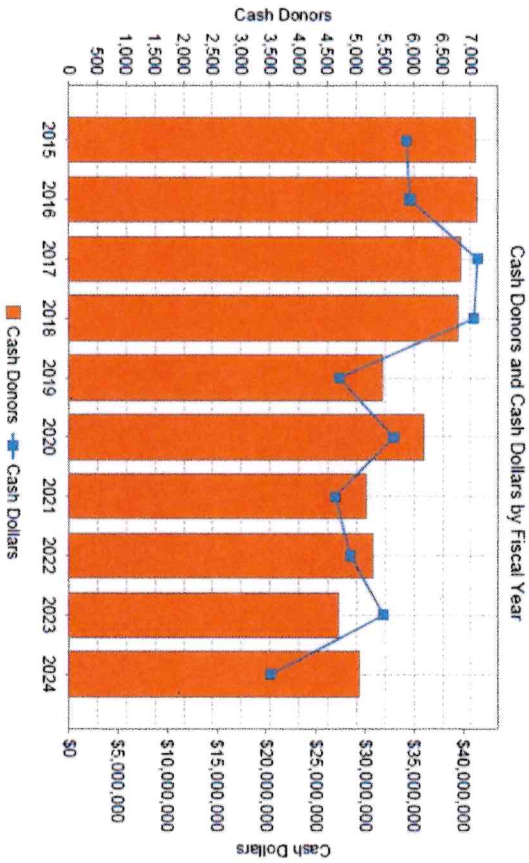
VMI ALUMNI AGENCIES  
ALUMNI ASSOCIATION • FOUNDATION • KEYDET CLUB

**VMI Board of Visitors – AF&P Committee  
February 7, 2025 (3:30-5:00 p.m.)**

**David Prasnicki  
Chief Executive Officer**

**Advancement Performance Summary**

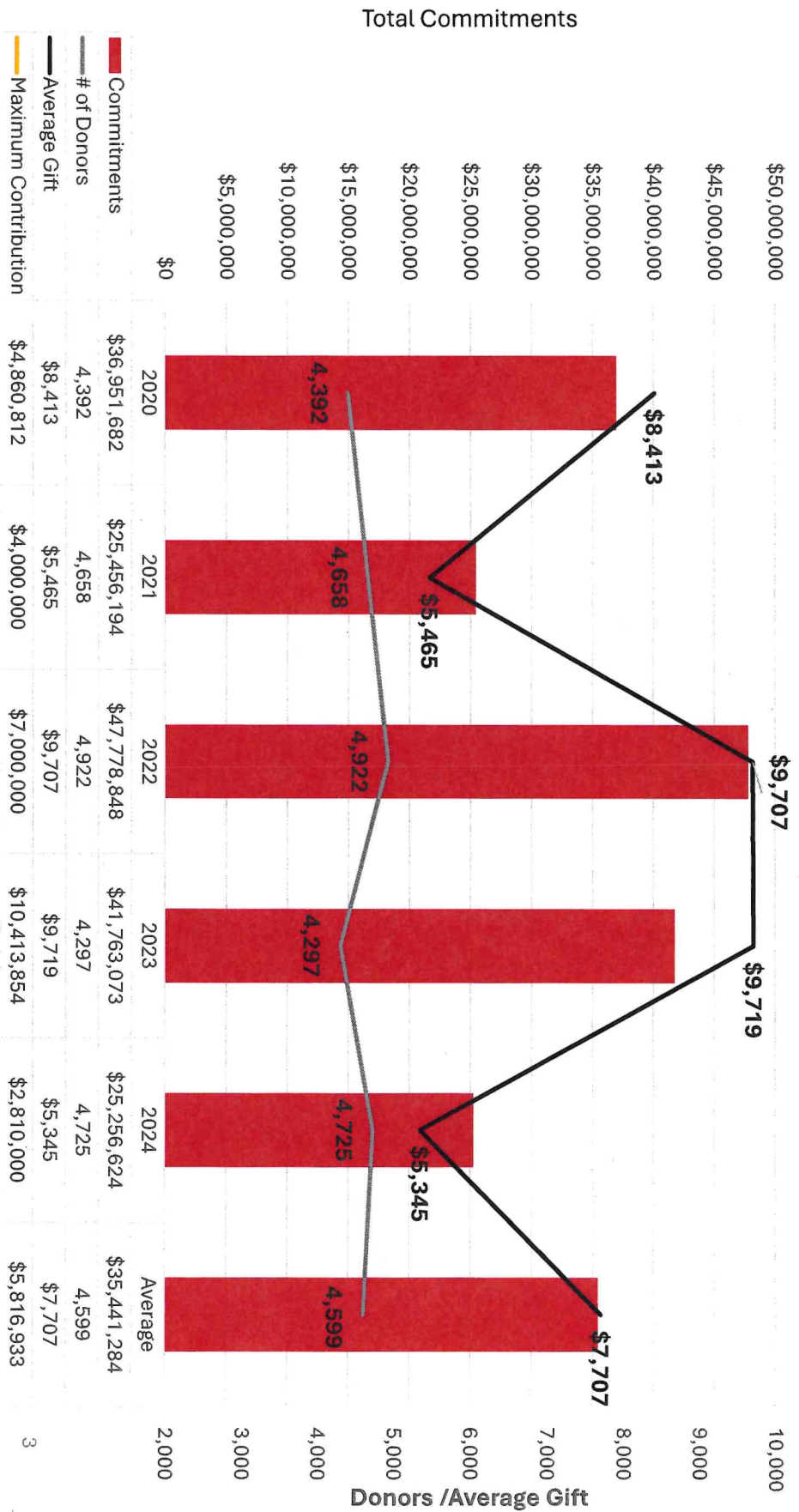
Virginia Military Institute Alumni Agencies raised \$20,461,284 cash dollars from 5,047 cash donors in FY2024, with an average cash gift of \$4,054 per donor, and a median cash gift of \$300.



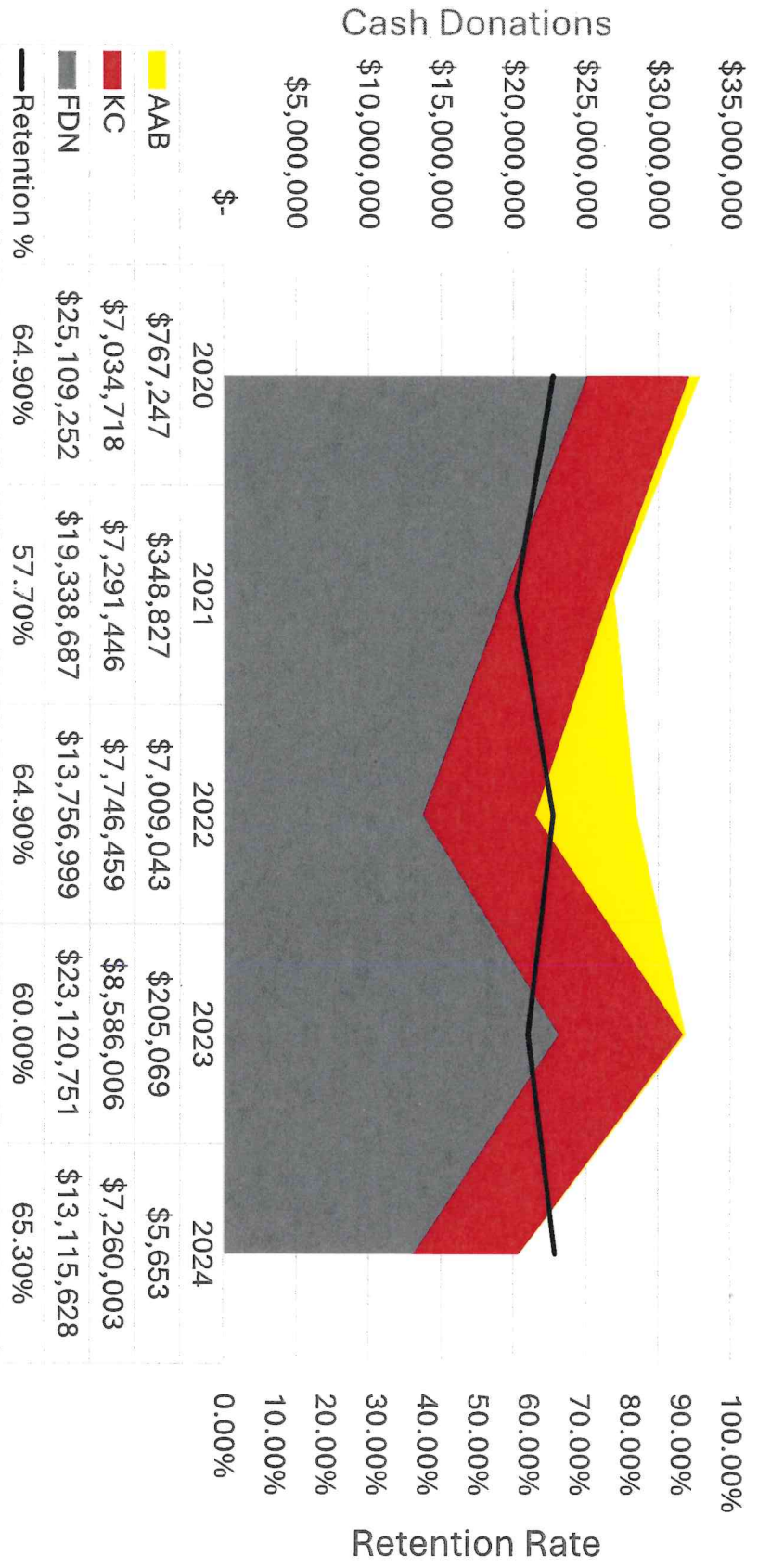
Advancement Performance Summary Table

Summary	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Commitment Dollars (thousands)	\$49,327	\$46,866	\$83,316	\$30,248	\$31,796	\$36,959	\$28,784	\$49,397	\$42,259	\$24,538
Cash Dollars (thousands)	\$34,282	\$34,580	\$41,462	\$41,120	\$27,373	\$32,913	\$26,979	\$28,513	\$31,912	\$20,361
Cash Donors	7,093	7,117	8,811	6,765	5,459	6,163	5,168	5,301	4,687	5,047
Average Cash Giving	\$4,830	\$4,859	\$6,088	\$6,076	\$5,014	\$5,323	\$5,220	\$5,379	\$6,809	\$4,040
Median Cash Giving	\$250	\$250	\$250	\$250	\$300	\$275	\$351	\$400	\$500	\$300
Maximum Cash Giving (thousands)	\$6,194	\$16,521	\$16,301	\$10,859	\$4,950	\$4,922	\$4,000	\$7,000	\$10,414	\$2,007
Retained Cash Donors	4,910	4,850	4,766	4,596	3,909	3,610	3,566	3,353	3,182	3,060
Retention Rate	67.6%	68.4%	67.0%	67.5%	57.6%	66.1%	57.7%	64.9%	60.0%	65.3%

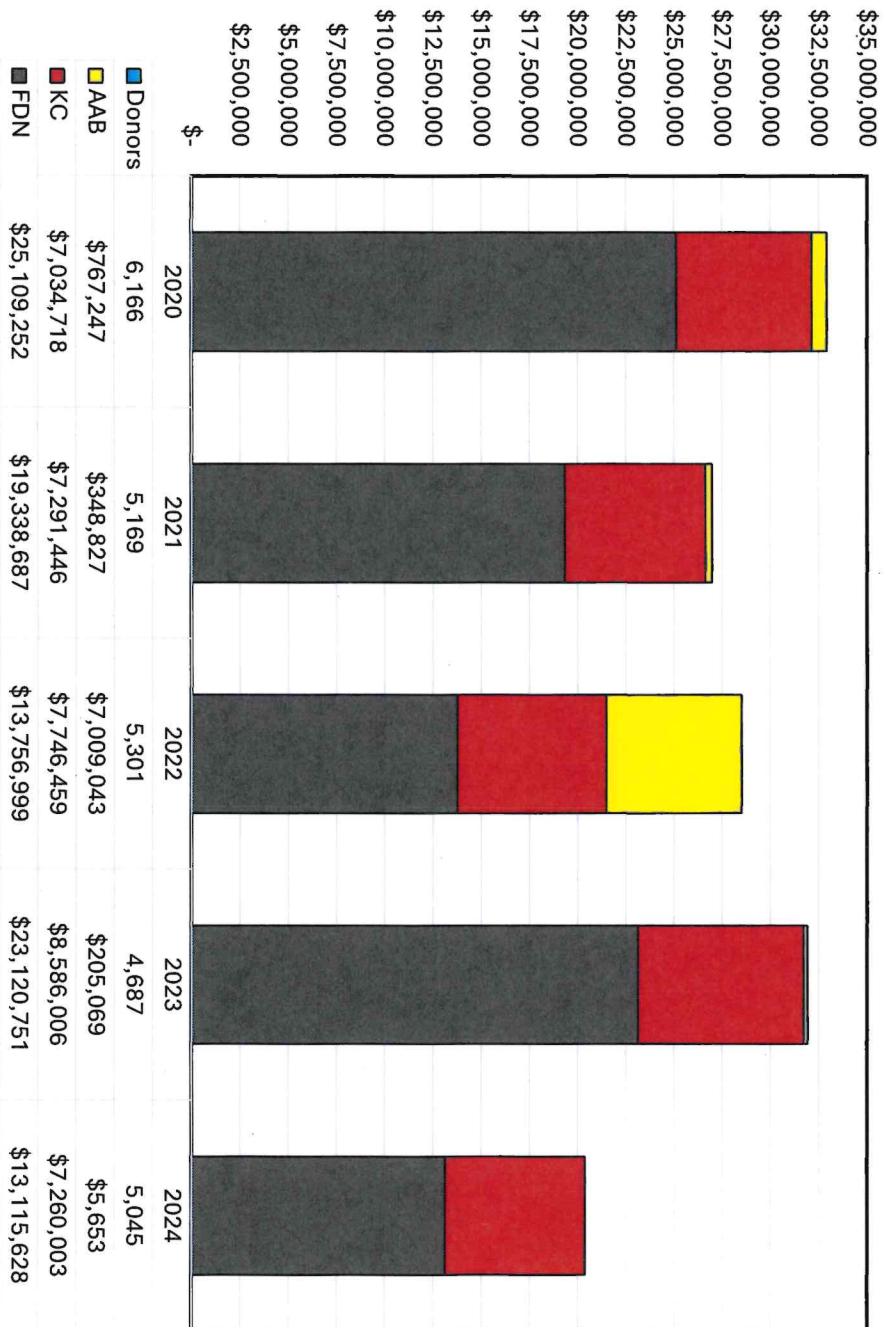
# VMI Alumni Agencies Total Commitments



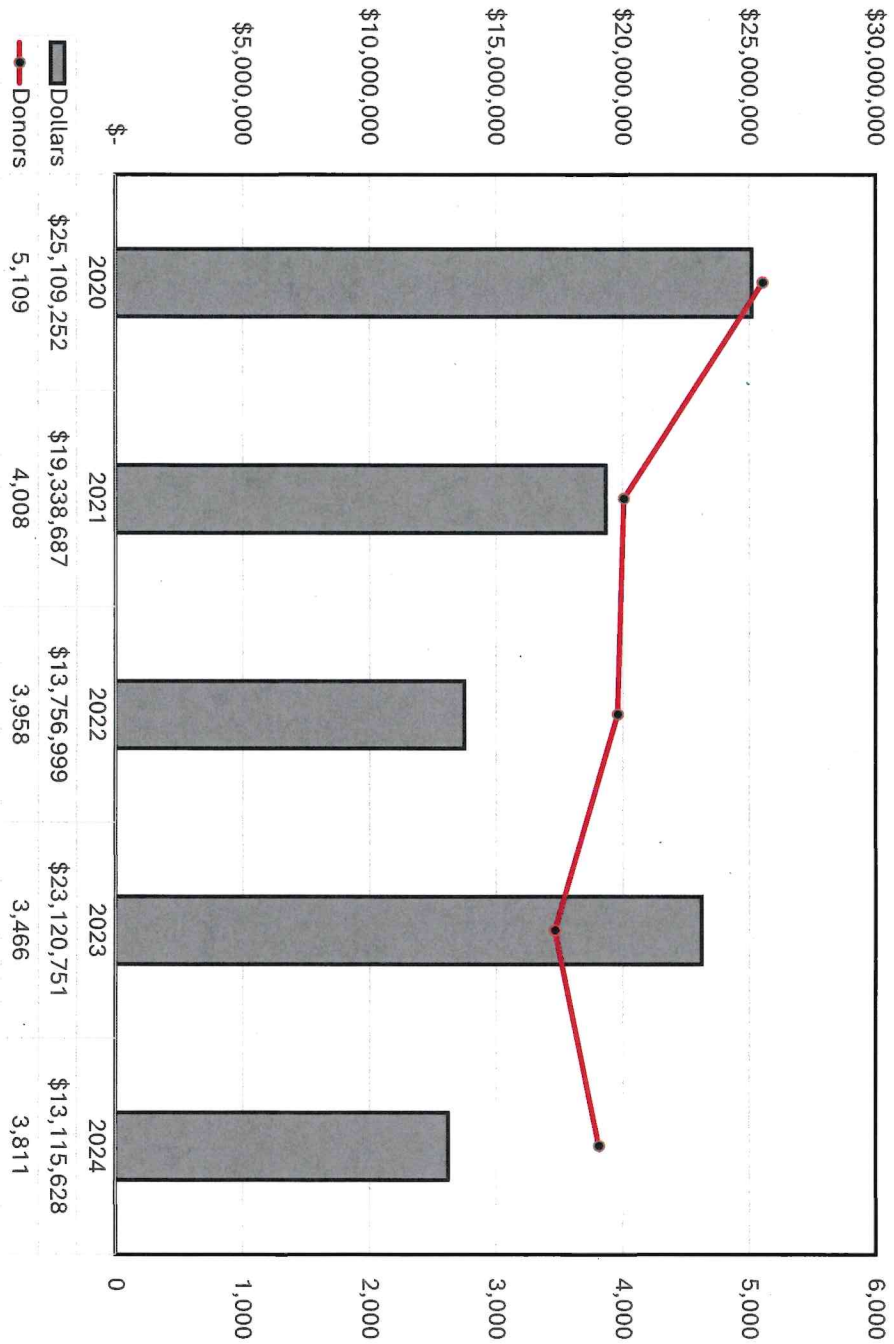
## Overview of Fundraising (Cash) FY 2020 – FY 2024



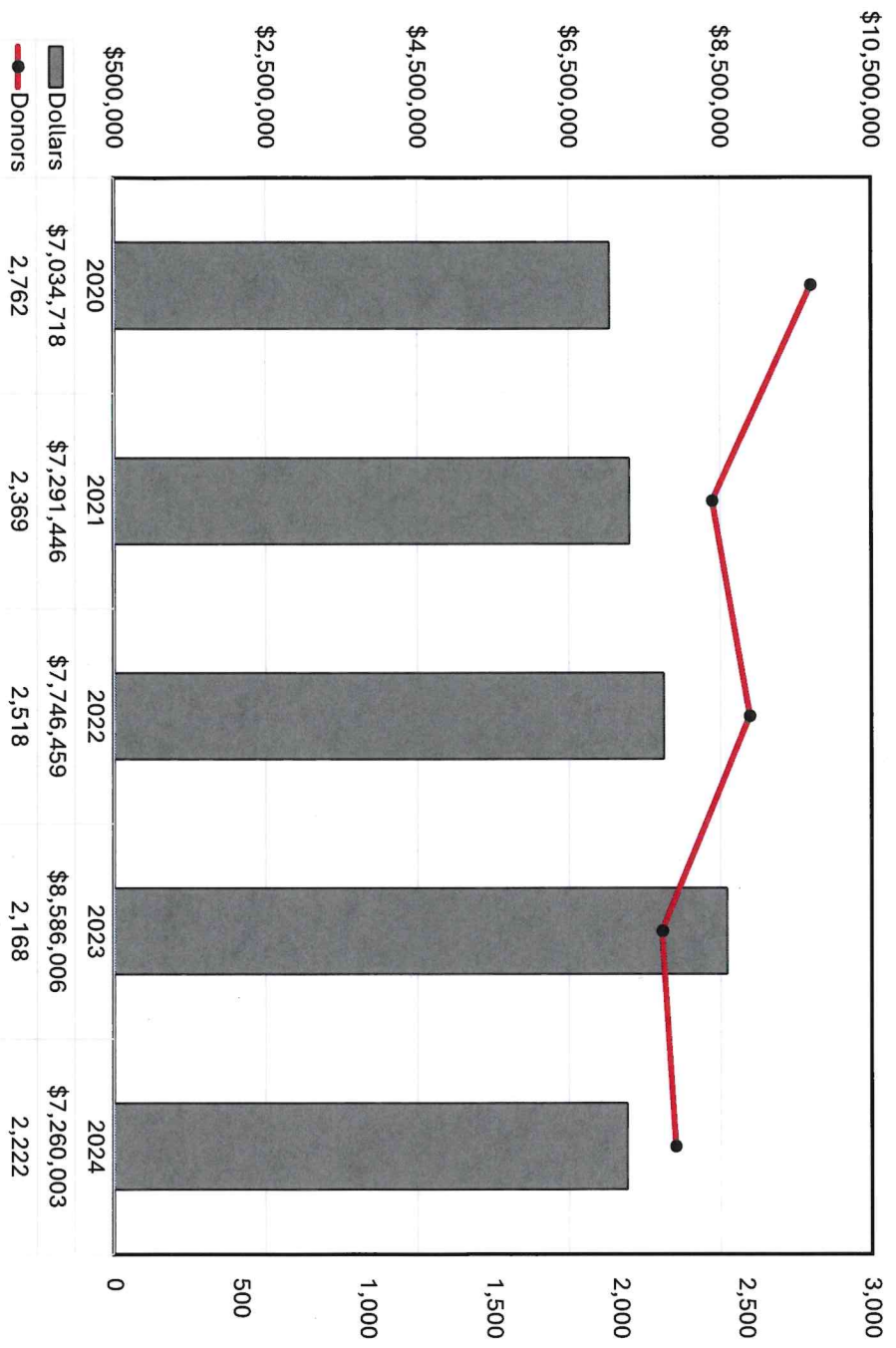
## Summary of Fundraising (Cash) FY 2020 – FY 2024



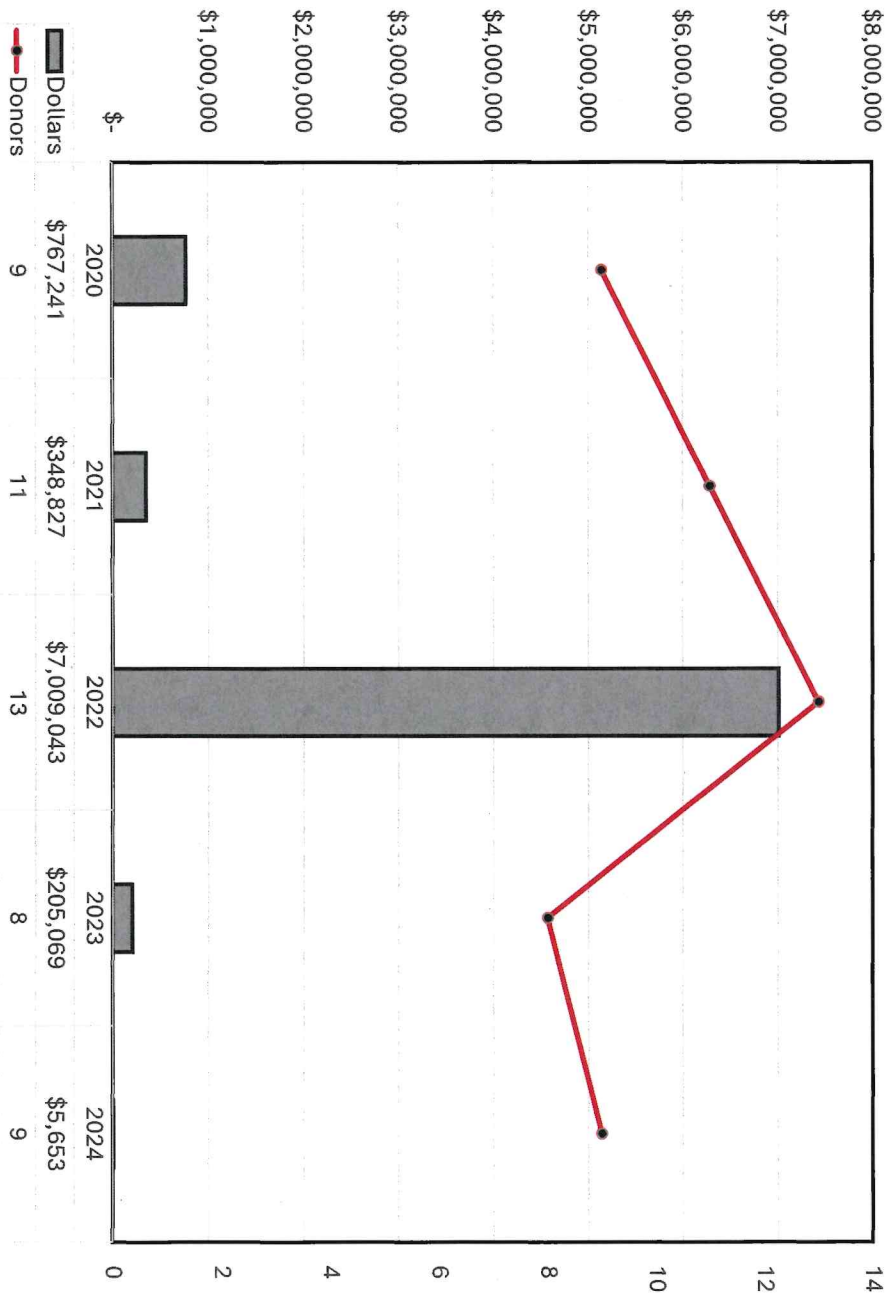
## Summary of Foundation Fundraising (Cash) FY 2020 – FY 2024



### Summary of Keydet Club Fundraising (Cash) FY 2020 – FY 2024



## Summary of Alumni Agencies Board Inc Fundraising (Cash) FY 2020 – FY 2024





December 31, 2024

## Performance Summary (NOF)

Account/Group	Ending		Ending Weight	Policy Weight	One Month	Year to Date	Fiscal YTD	Three Years	Five Years	Ten Years	Inception to Date
	Market Value	USD									
<b>Total US Equity</b>	<b>314,418,453</b>	<b>39.05</b>	<b>35.00</b>	<b>-3.09</b>	<b>23.72</b>	<b>8.98</b>	<b>8.07</b>	<b>13.88</b>	<b>12.51</b>	<b>14.51</b>	
Russell 3000				-3.06	23.81	9.03	8.01	13.86	12.55	14.63	
<b>Non-US Equity</b>	<b>57,306,992</b>	<b>7.12</b>	<b>10.00</b>	<b>-2.76</b>	<b>5.32</b>	<b>-0.42</b>	<b>2.83</b>	<b>5.43</b>	<b>5.29</b>	<b>6.86</b>	
MSCI EAFE ND				-2.27	3.82	-1.44	1.65	4.73	5.20	6.43	
<b>Fixed Income</b>	<b>92,014,280</b>	<b>11.43</b>	<b>10.00</b>	<b>-0.87</b>	<b>4.25</b>	<b>2.67</b>	<b>0.85</b>	<b>2.99</b>	<b>3.87</b>	<b>5.19</b>	
BBG US Aggregate				-1.64	1.25	1.98	-2.41	-0.33	1.35	2.55	
<b>Cash</b>	<b>40,601,175</b>	<b>5.04</b>	<b>1.00</b>	<b>0.37</b>	<b>5.12</b>	<b>2.45</b>	<b>4.09</b>	<b>2.52</b>	<b>1.88</b>	<b>1.66</b>	
ICE Bofa 3 Months US T-BILL				0.40	5.25	2.55	3.89	2.46	1.77	1.17	
<b>Absolute Return</b>	<b>33,933,217</b>	<b>4.21</b>	<b>5.00</b>	<b>1.40</b>	<b>10.88</b>	<b>6.18</b>	<b>9.48</b>	<b>9.18</b>	<b>6.06</b>	<b>6.07</b>	
HFRI Fund of Funds Composites				0.54	9.72	4.64	3.29	5.35	3.84	3.93	
<b>Private Investments</b>	<b>266,972,690</b>	<b>33.15</b>	<b>39.00</b>	<b>0.43</b>	<b>8.66</b>	<b>3.84</b>	<b>6.19</b>	<b>13.66</b>	<b>12.85</b>	<b>11.85</b>	
VMI Foundation Total	805,246,807	100.00	100.00	-1.35	11.92	4.98	4.68	9.02	7.71	8.62	
VMI Custom Benchmark				-1.40	8.76	3.61	2.61	8.69	7.86	8.60	

% Rate of Return