

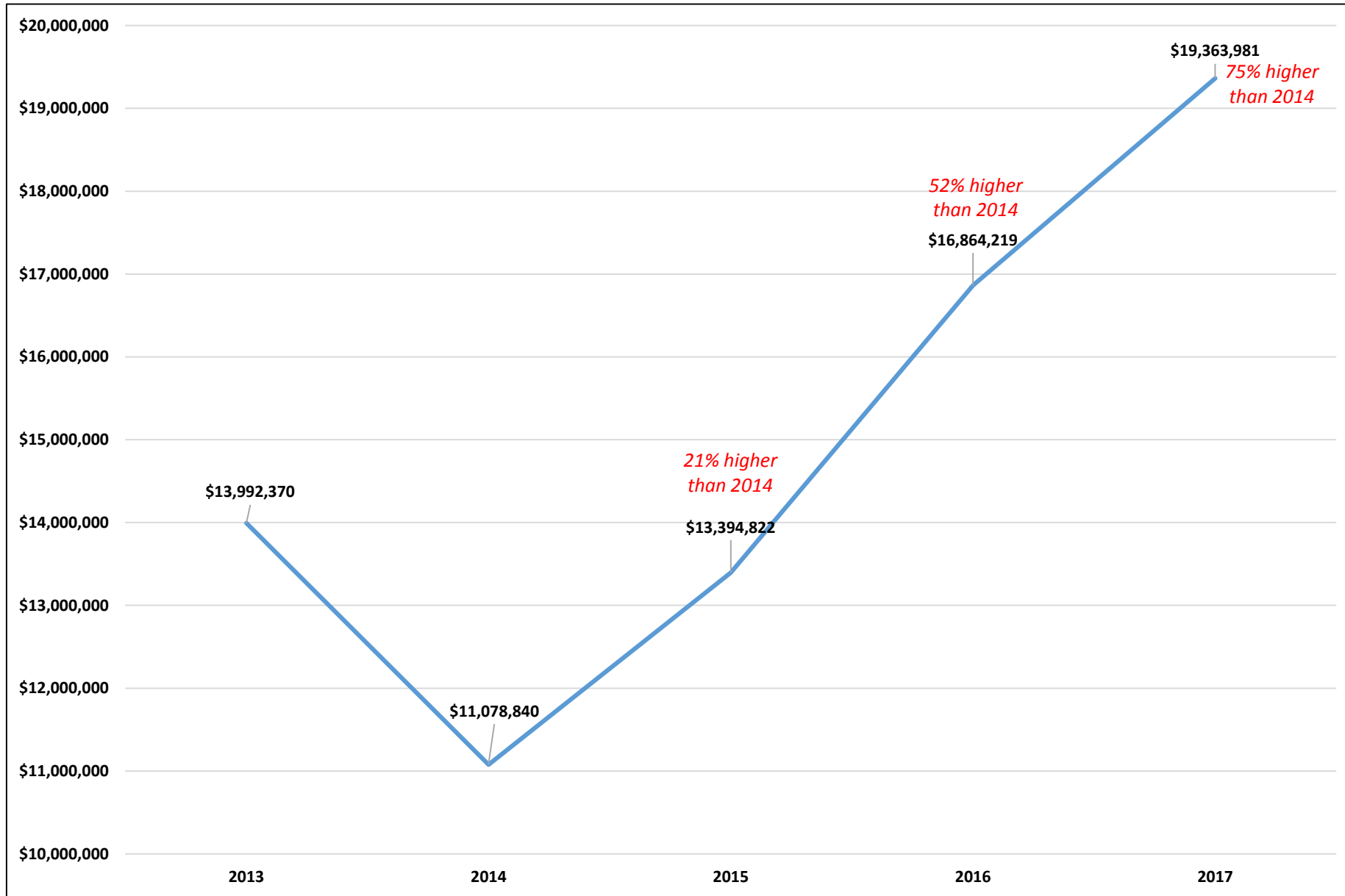


# Five Year Look at Fundraising Results

(FY13 through FY17)

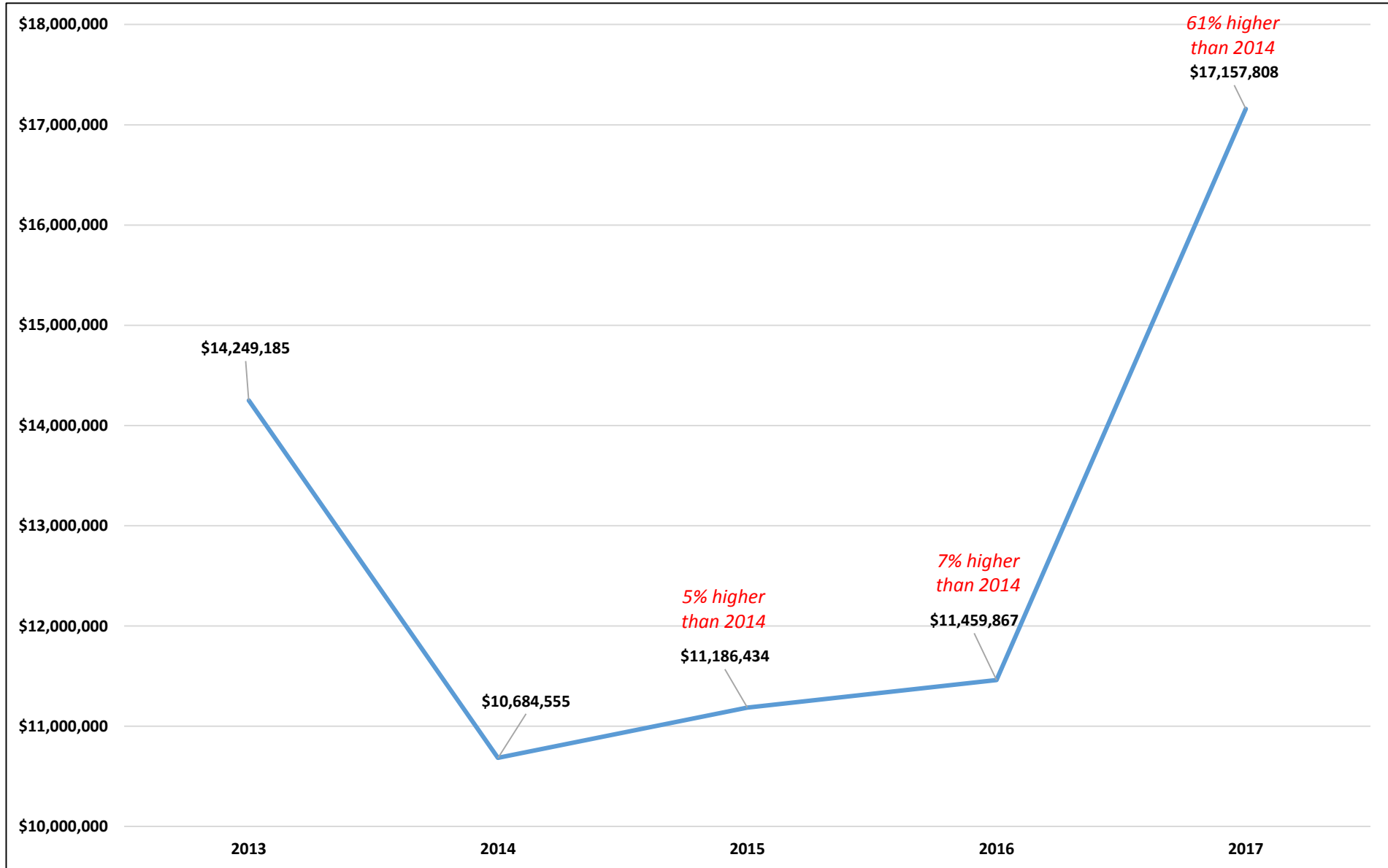
# Gifts and New Commitments

(new pledges, gifts or planned gifts, no pledge payments)



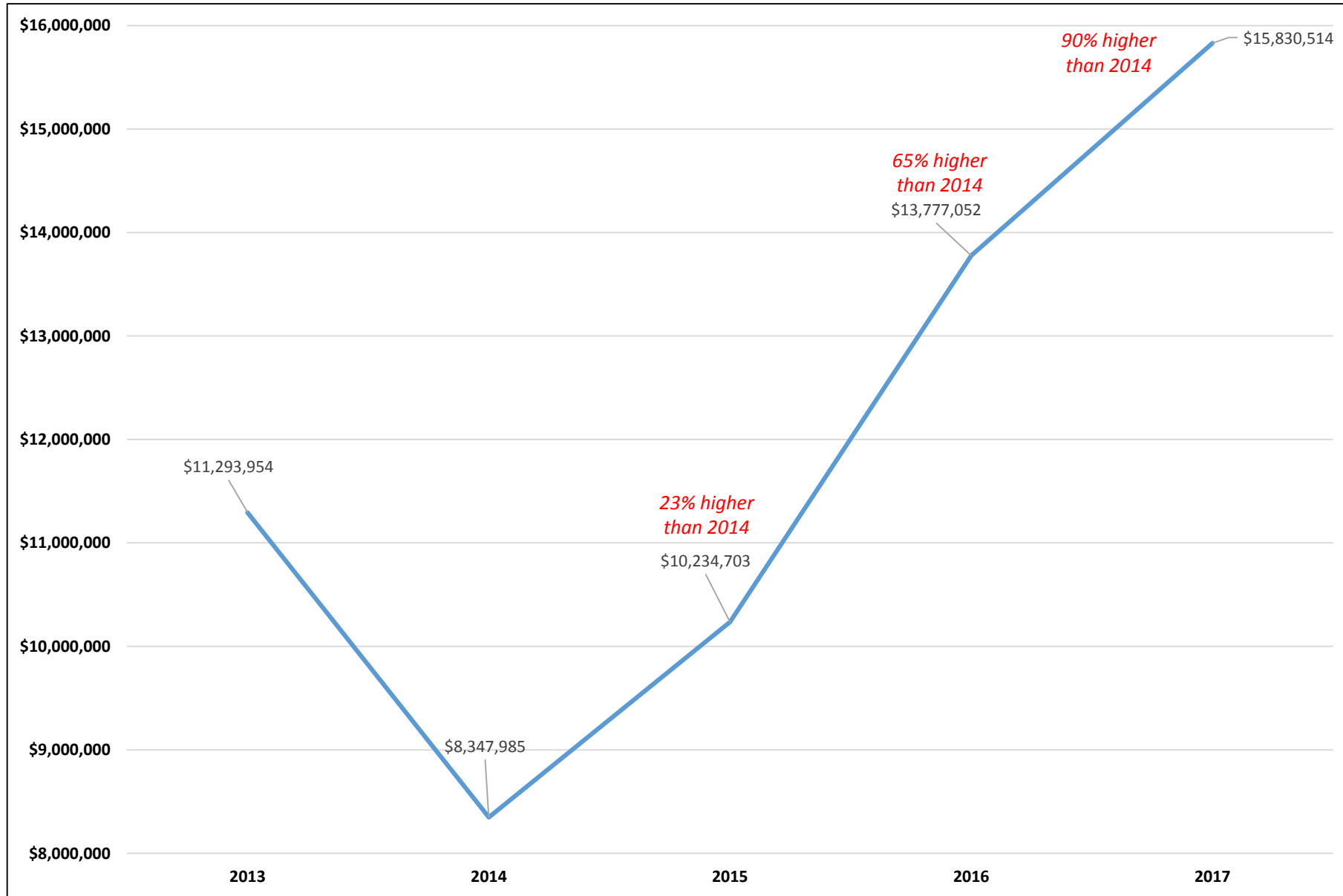
# Outright Giving

(Total dollars in the door)

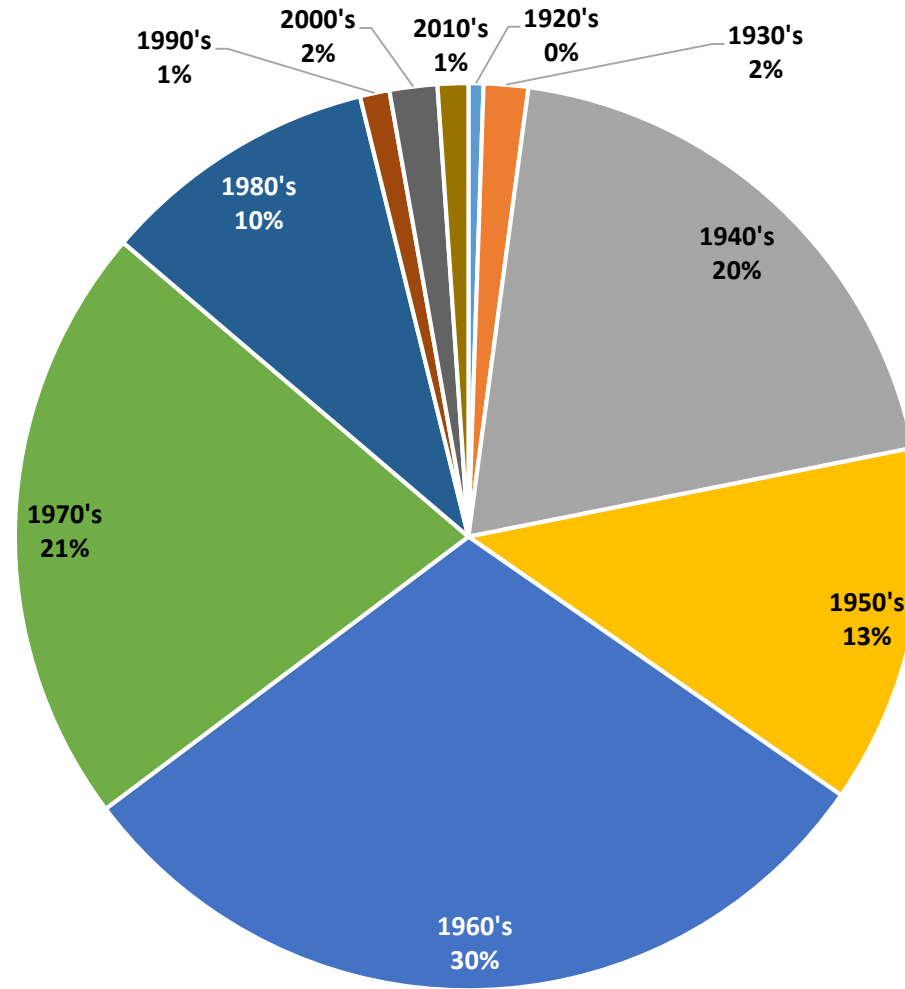


# Major Gifts

(gifts and new commitments \$15,000 or higher)

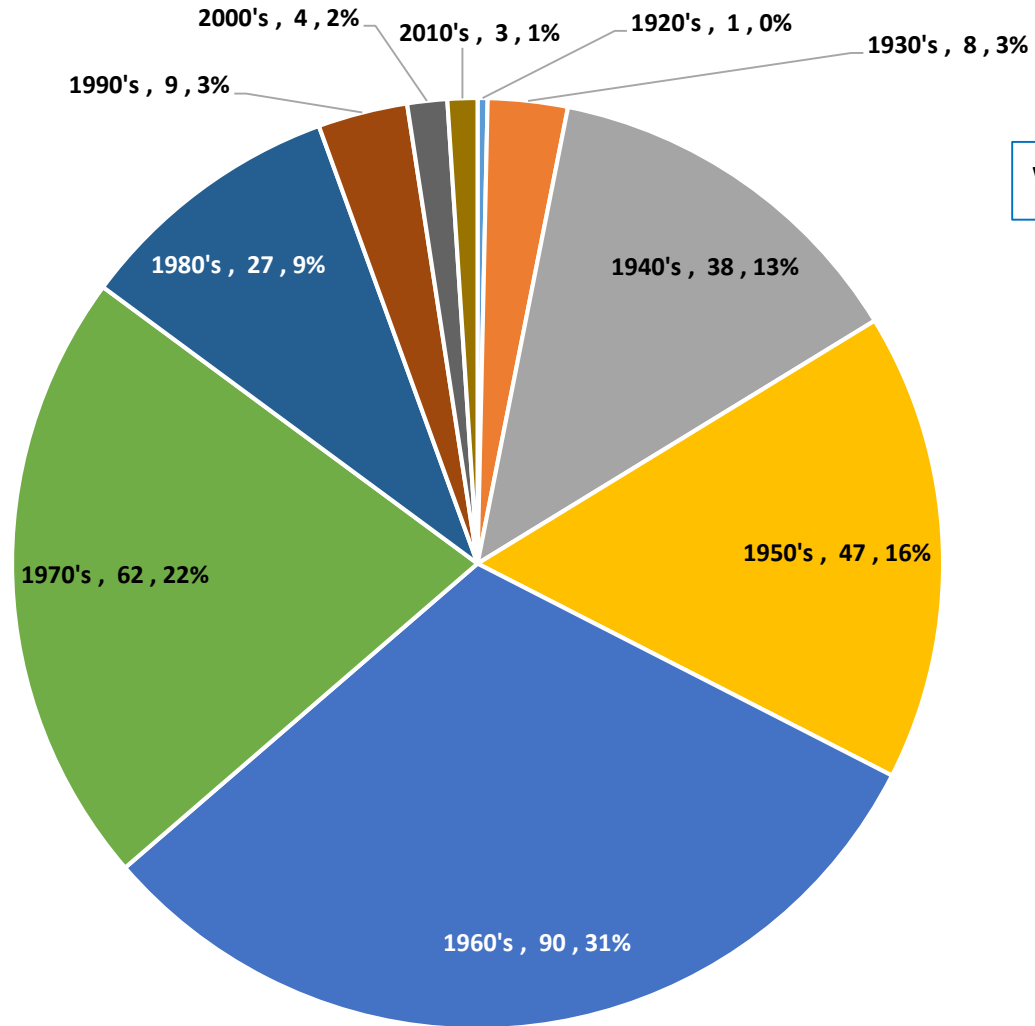


### Major Gift Dollars From Alumni By Class Year (2013-2017)



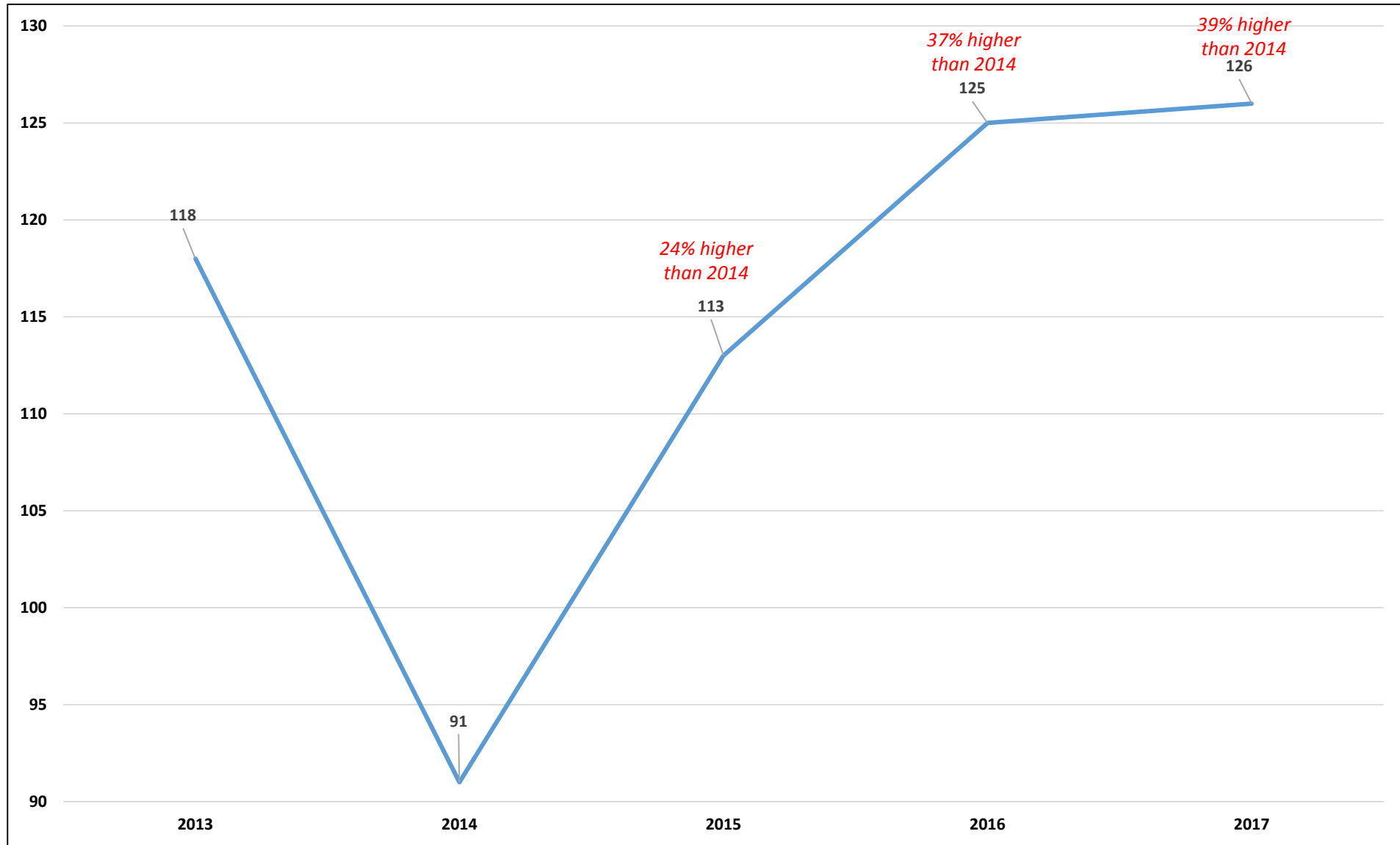
W.C. Era = 65%

## Major Gift Donors From Alumni By Class Year (2013-2017)

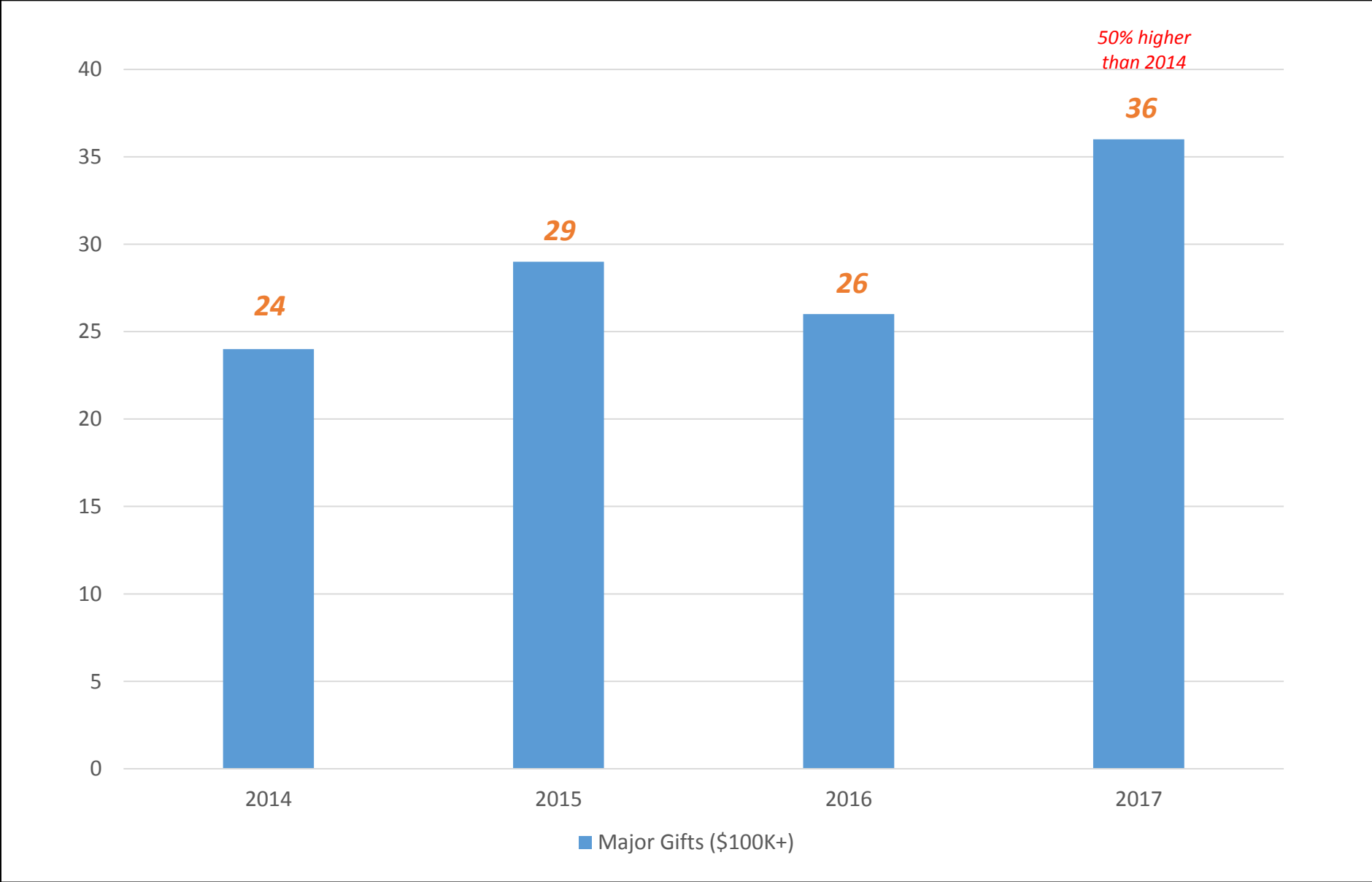


W.C. Era = 63%

# Major Gift Commitment Volume - Trend



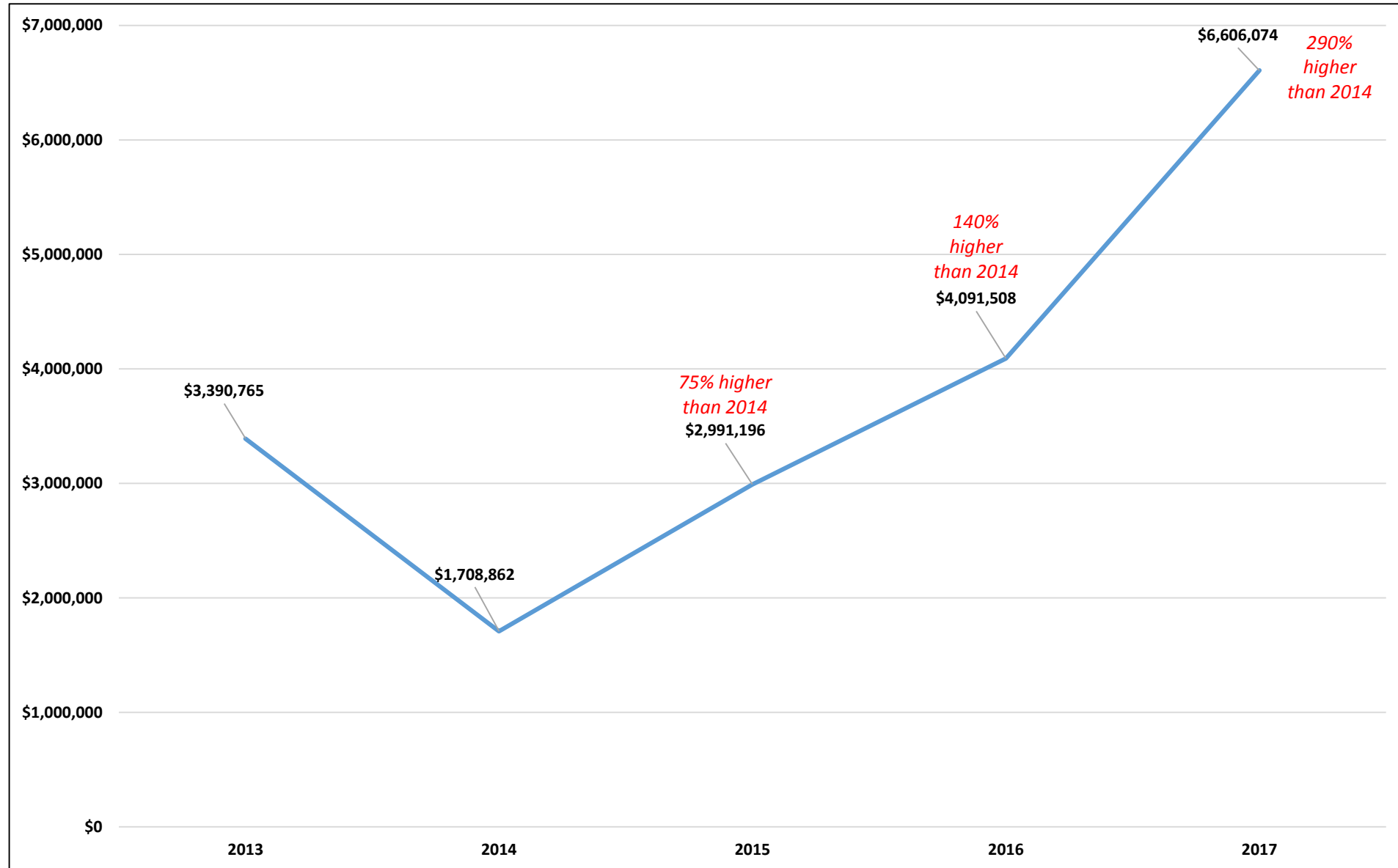
# Major Gifts and Commitments of \$100K+



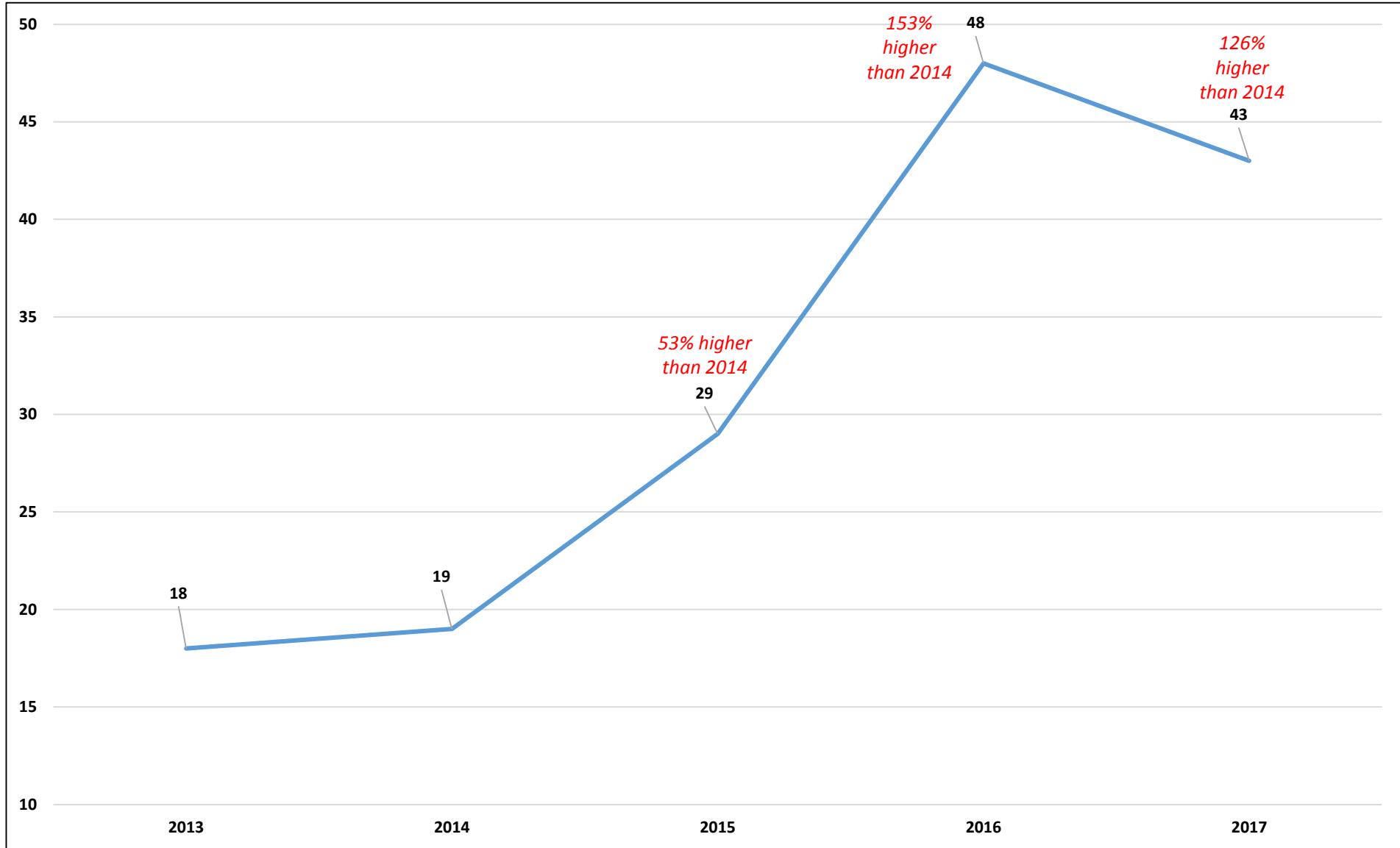


# Planned Gift Commitments

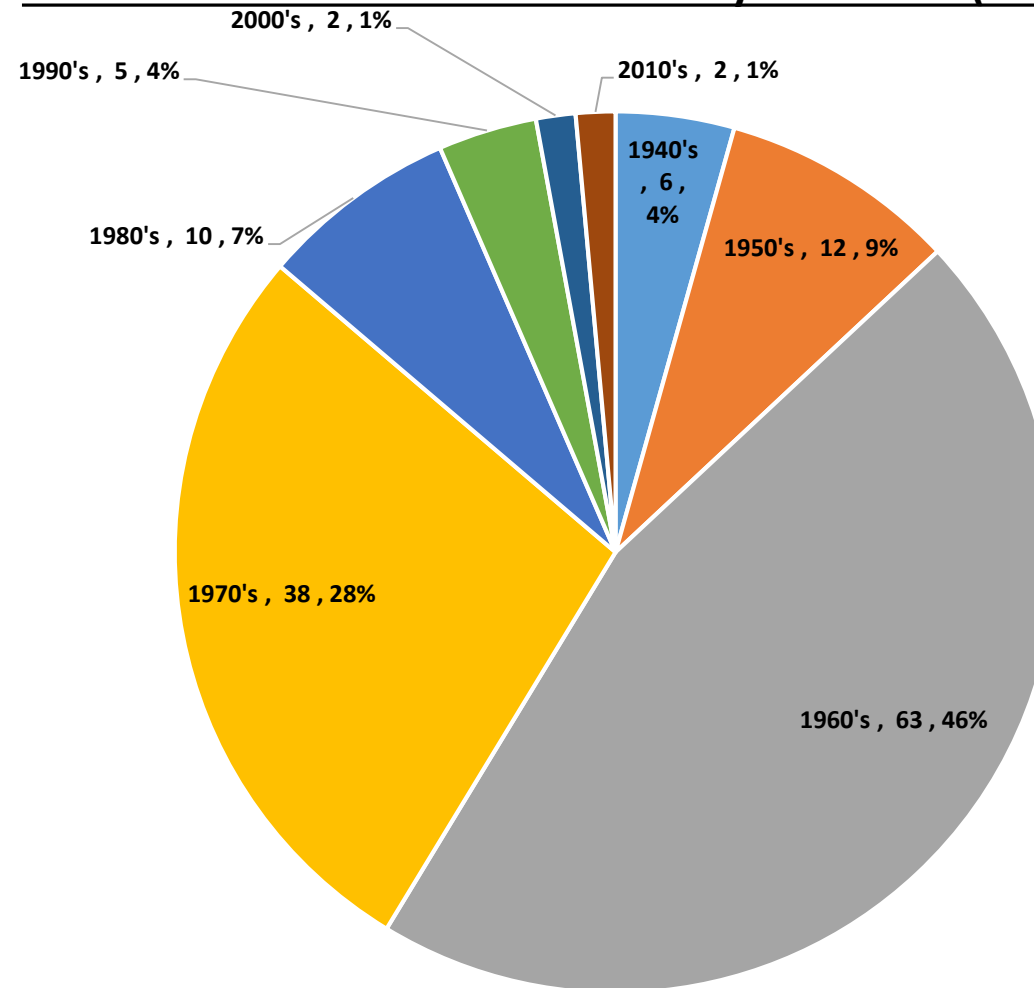
(a gift arranged in the present but allocated from the donor in the future commonly donated through wills, trusts and charitable gift annuities)



# Planned Gift Commitment Volume - Trend



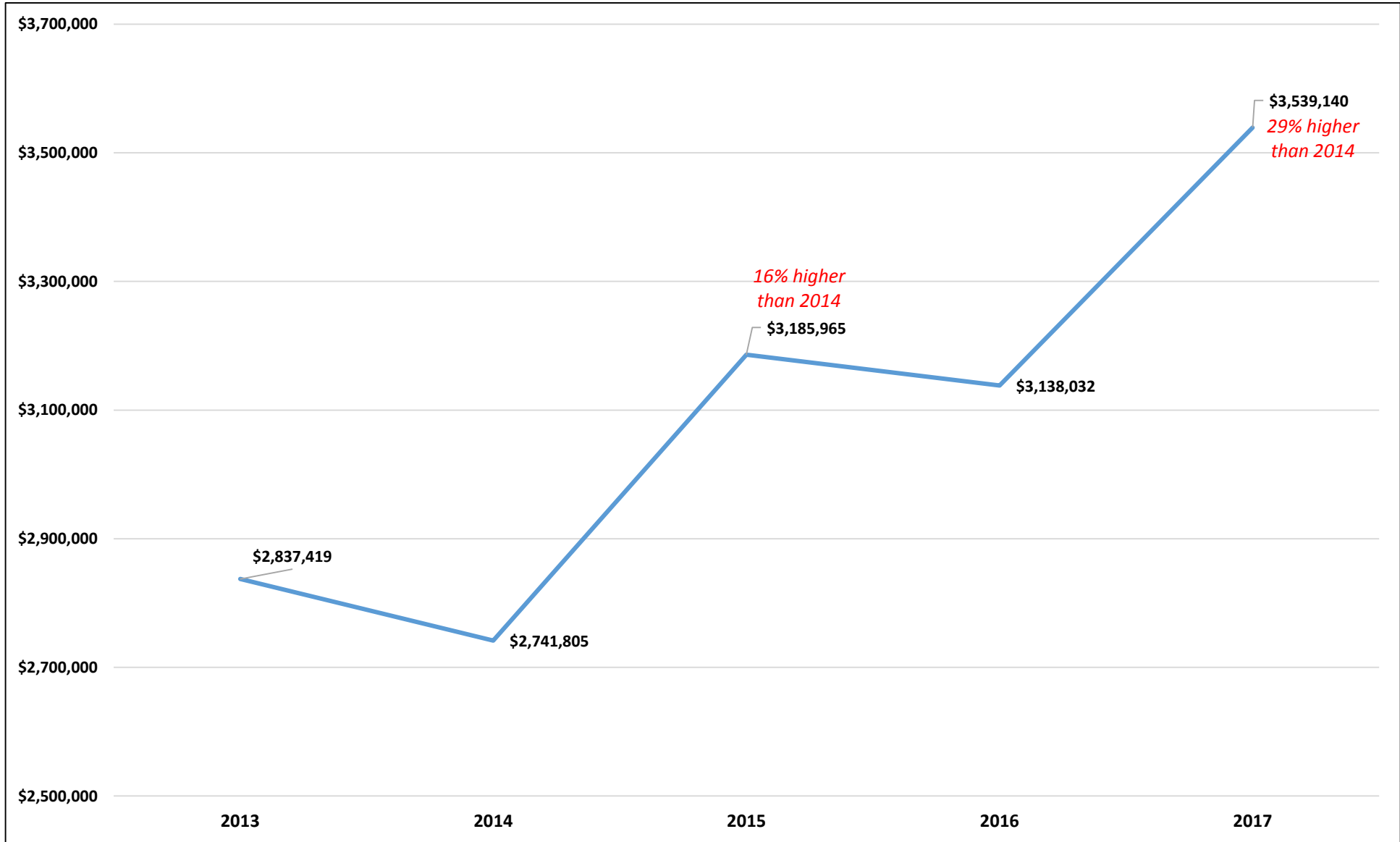
## Planned Gift Donors From Alumni By Class Year (2013-2017)



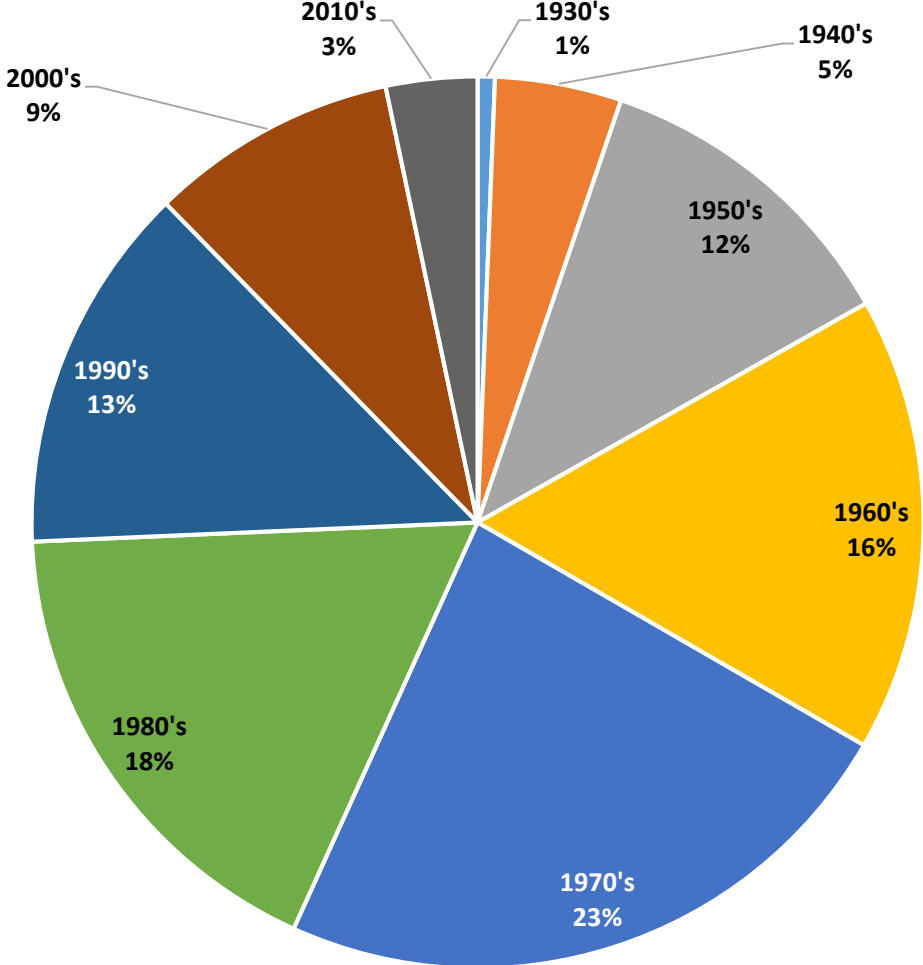
W.C. Era = 59%

**Between FY13 and FY17:**  
**1940-1969:** 59% of Planned Gift Volume  
**1970-2017:** 41% of Planned Gift Volume

# Annual Fund Gifts & Commitments - Trend

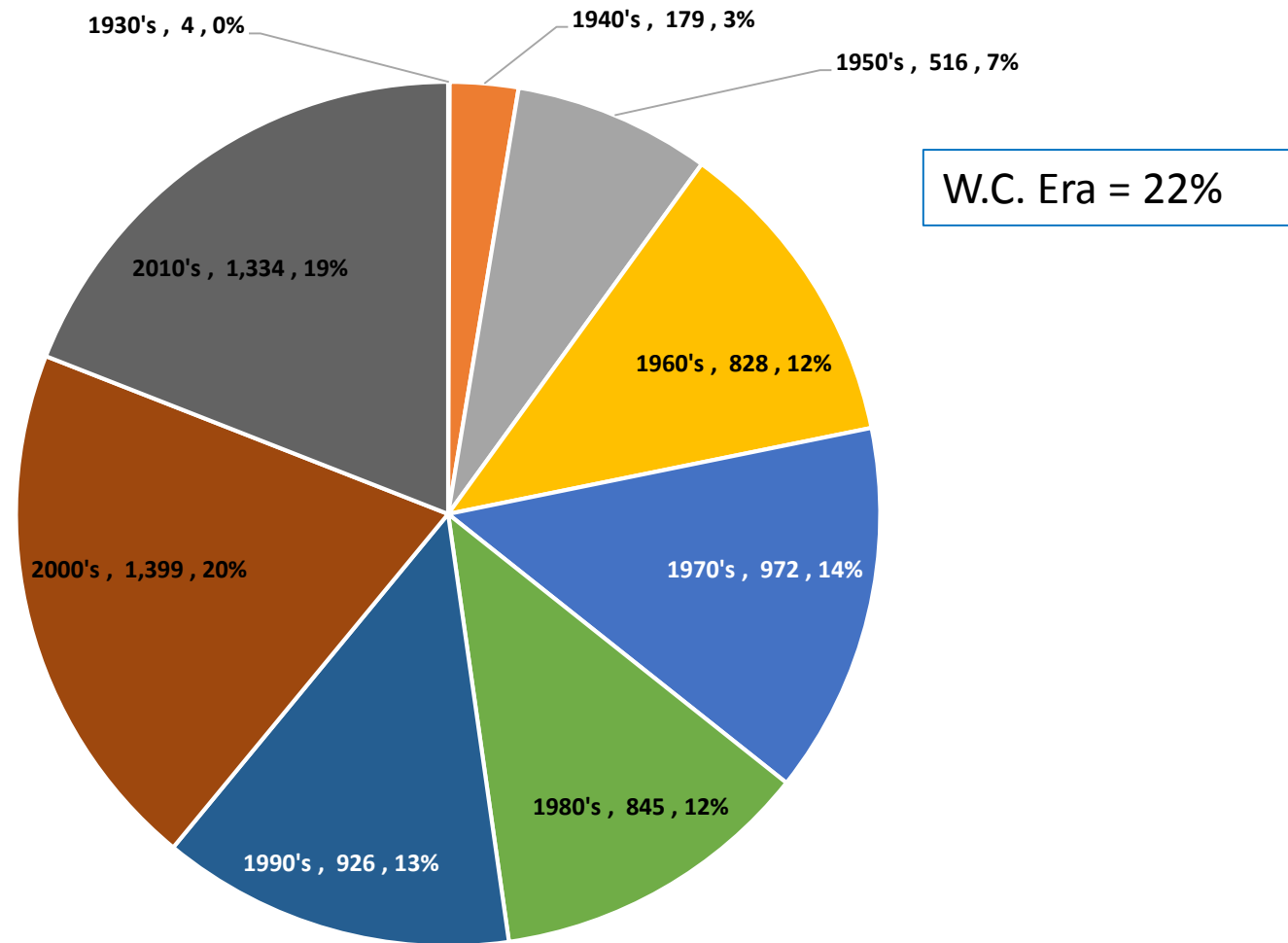


**Annual Giving Dollars From Alumni By Class Year (2013-2017)**

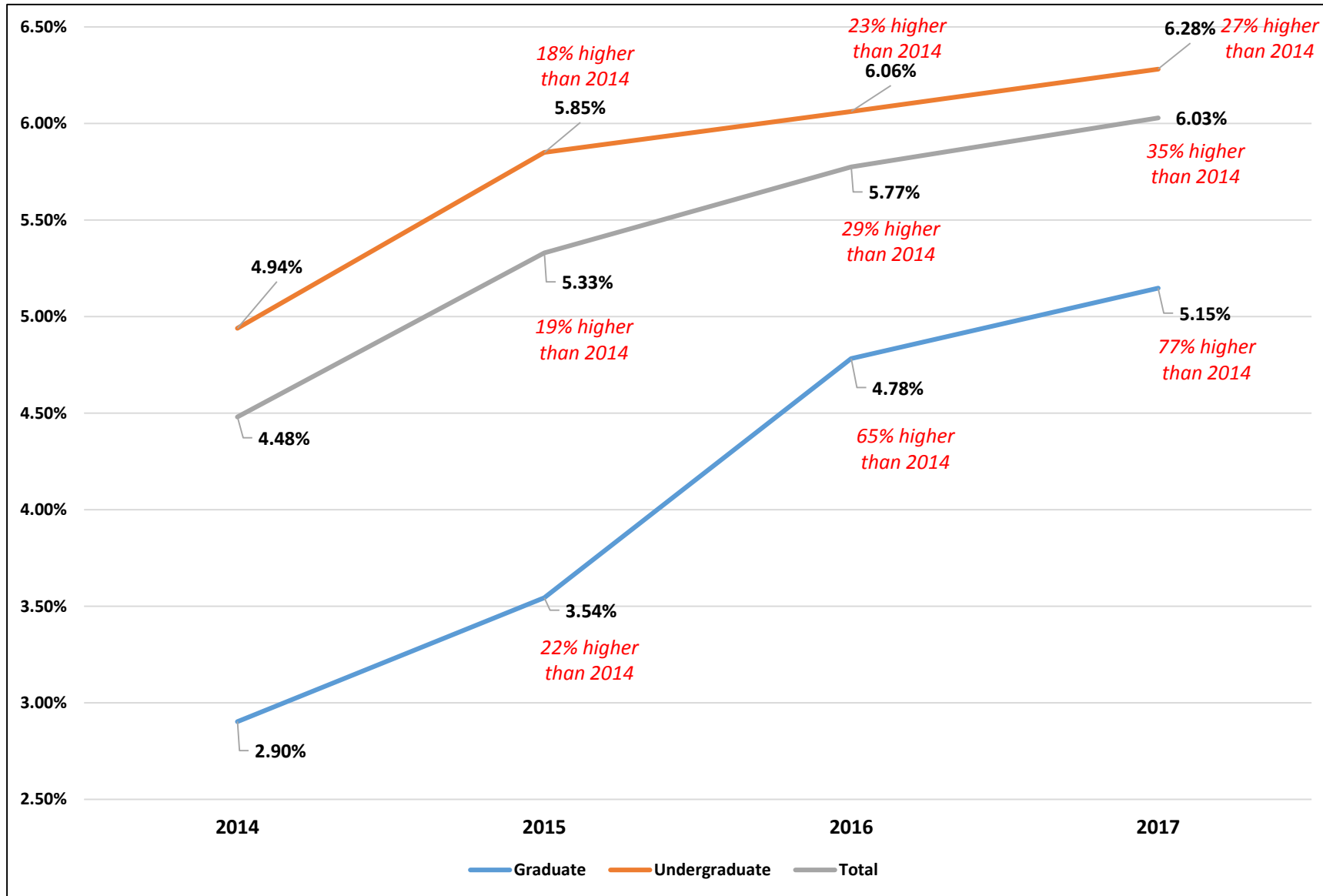


W.C. Era = 34%

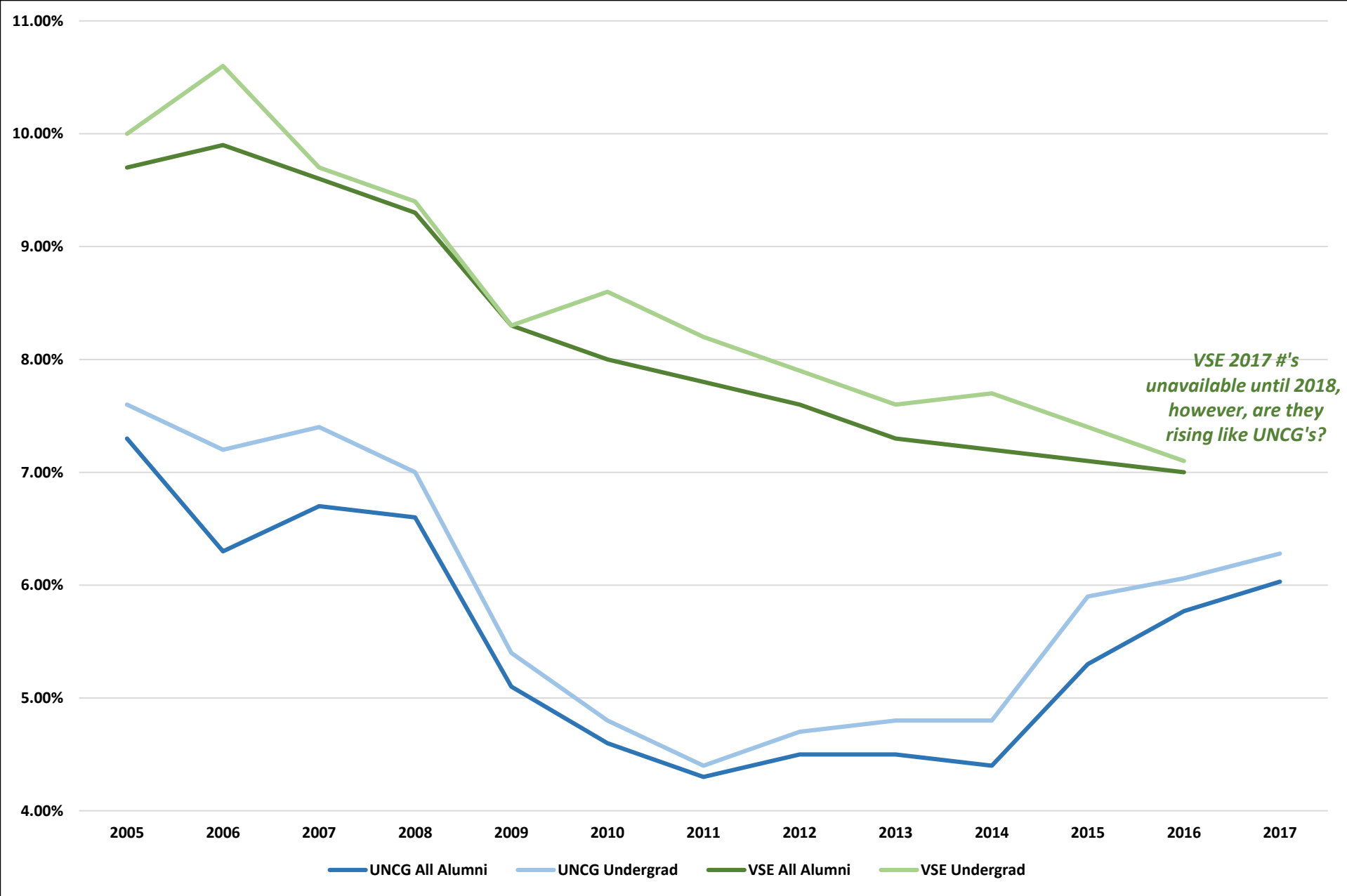
## Annual Giving Donors From Alumni By Class Year (2013-2017)



# Alumni Participation Rate



# UNCG Alumni Participation Rates v. VSE National Average (Public Research/Doctoral)





# Overall Gift and Pledge Transactions

