

Academic Affairs

Presentation to the Academic & Student Affairs Committee

September 29, 2020















Student Affairs Division

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The Marc L. Burnett Student Recreation & Fitness Center “THE BURN”



RUC West Patio Enhancement



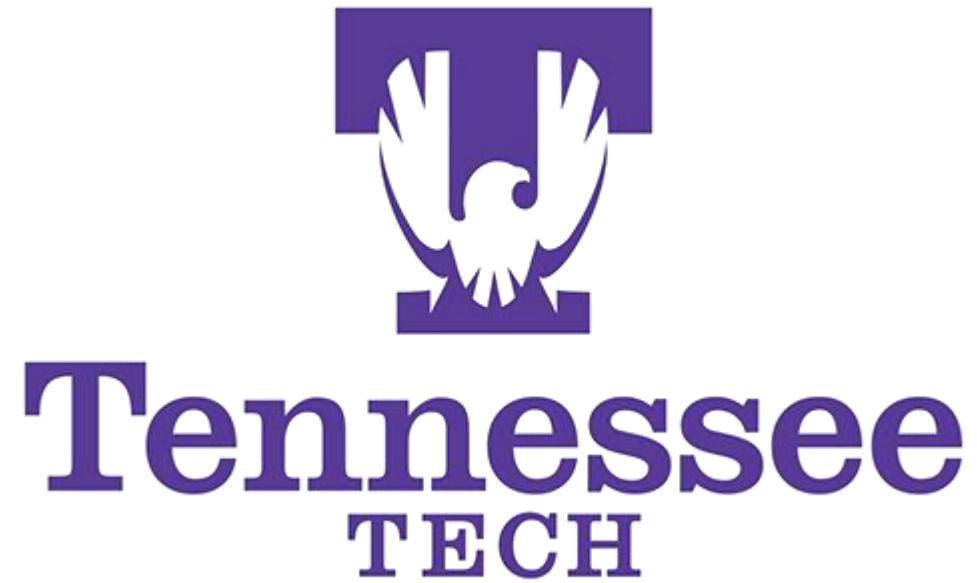
Cooper-Dunn Renovation



Diversity

- Racial Equity Task Force
 - Submitted plan to address culture/climate issues on campus
- Athletics Racial Healing Group
- Diversity Scholarship
 - Considerable gifts since January 2020
 - Positive response to President's appeal letter





University Advancement

A Presentation to the Tennessee Tech Board of Trustees

September 29, 2020



University Advancement – Brief Update

- ❑ **New Engineering Building.** Advancement continues to fundraise actively. And, we want the building to have a name on it!
- ❑ **Wrap Up for FY20.** FY20's total was double that of the last FY before the campaign, and we are well positioned to go up from here.
- ❑ **Planning for New Campaign.** Through intentional efforts with volunteer leadership and staff recruitment / training, we are laying the foundation for the next campaign.

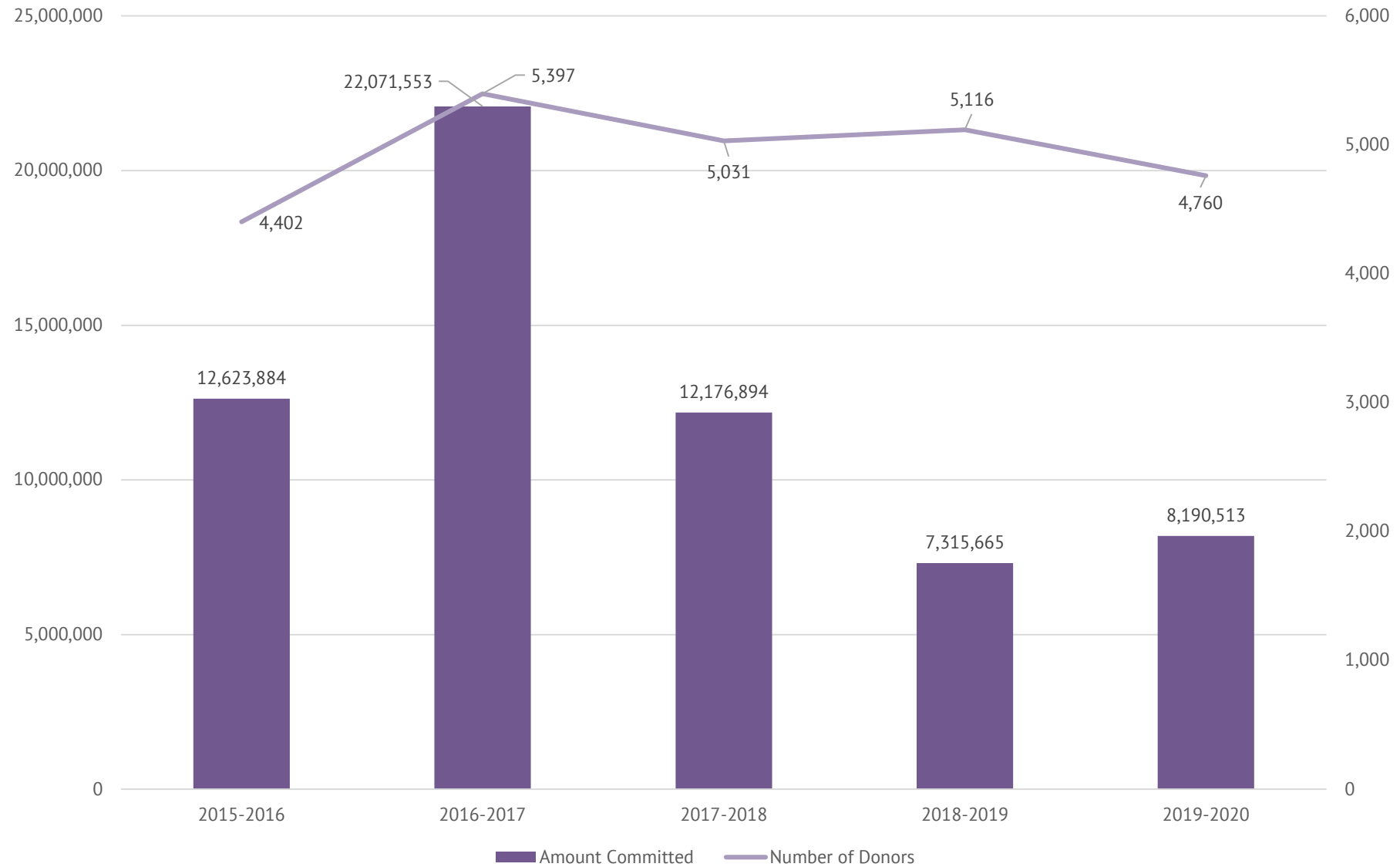


New Engineering Building Fundraising Progress

Gift Range	No. Gifts Required	No. Gifts Realized	Required Prospects	Identified Prospects	Subtotal Required	Subtotal Realized	Cumulative Required	Cumulative Realized	Cumulative Percentage Required	Cumulative Percentage Realized
\$1,000,000	1	1	5	3	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	12%	12%
\$500,000	8	4	40	8	\$4,000,000	\$2,188,892	\$5,000,000	\$3,188,892	61%	39%
\$250,000	6	0	30	4	\$1,500,000	\$0	\$6,500,000	\$3,188,892	79%	39%
\$100,000	10	4	50	7	\$1,000,000	\$500,000	\$7,500,000	\$3,688,892	91%	45%
\$50,000	10	5	50	26	\$500,000	\$248,721	\$8,000,000	\$3,937,613	97%	48%
\$25,000	10	4	50	59	\$250,000	\$100,000	\$8,250,000	\$4,037,613	100%	49%
Under \$25,000	Multiple	Multiple				\$149,754		\$4,187,367		51%
Totals	45		225				\$8,250,000			



Fundraising Progress Fiscal Year 2016 - 2020



Planning for the Future

- ❑ **Tech's first campaign in a quarter century elevated fundraising overall.**
 - ❑ FY prior to the campaign (2013) was \$3.4M compared to \$8M afterwards.
 - ❑ Number of donors has remained relatively consistent.

- ❑ **The University has the right fundraising staff and a growing number of key volunteer leaders.**
 - ❑ The fundraising team, excellent overall, has been strengthened through recent searches that have landed the No. 1 pick.
 - ❑ For a program to self-actualize, it must have talented staff and devoted volunteers.



Planning for the Future

- ❑ **Main long-term challenges remain at opposite ends of the demographic spectrum.**
 - ❑ Engagement of current students and recent graduates must increase.
 - ❑ Alumni must be willing to make commitments, talk about their philanthropy, and use their influence.

- ❑ **The University is in a much stronger position heading into the next campaign than we were heading into the previous one.**
 - ❑ Advantages: alumni data, fundraising team, volunteers, institutional reputation, value proposition, campus support, our donors!
 - ❑ Next Steps: engage campaign counsel, undertake feasibility study, conduct campus-wide needs / opportunity assessment



