



Division of Development and Alumni Affairs

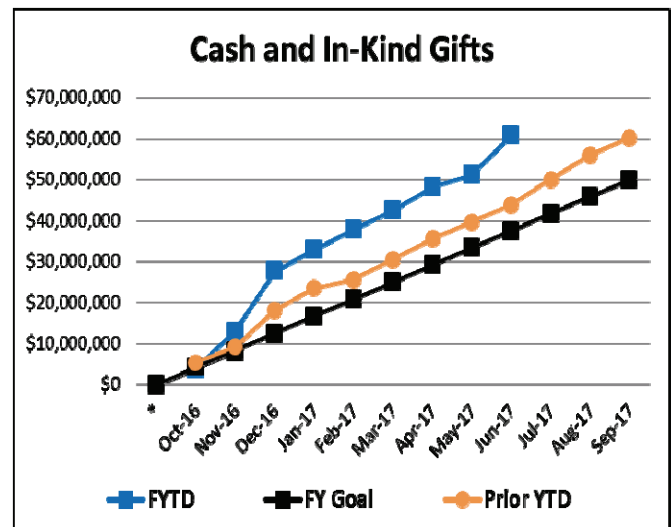
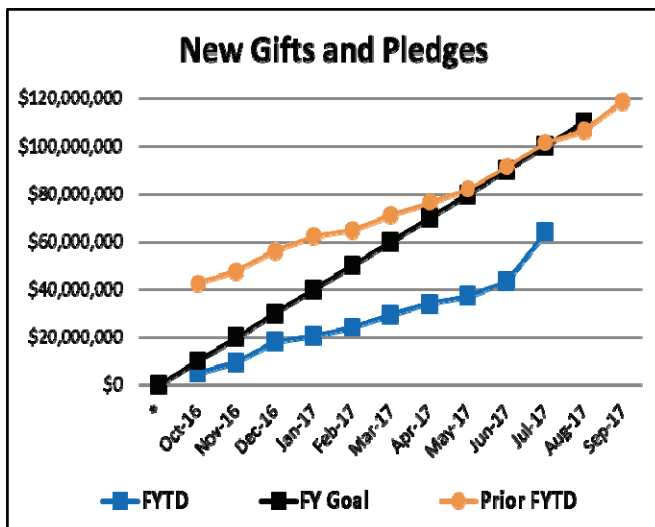
Submitted by:
Susan Burns

FUNDRAISING PERFORMANCE

Division of Development and Alumni Affairs Activity

Fiscal year totals as of July 31, 2017 (does not include philanthropy from FMRE)

	Prior FYTD	Current FYTD		
	Total	Total	FY End Goal	% of FY End Goal
New Gifts and Pledges ¹	\$101,415,320	\$63,994,142	\$73,000,000	88%
Cash Gifts ²	\$43,620,865	\$83,378,219	\$50,000,000	167%
In-Kind Gifts ²	\$170,960			



¹ New gifts and pledges include new cash gifts, pledge commitments, planned gift commitments, realized planned gifts and gifts-in-kind. Pledge payments are **not** included.

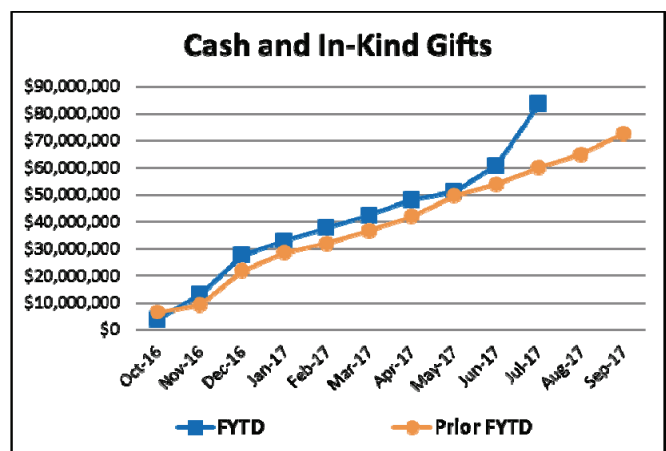
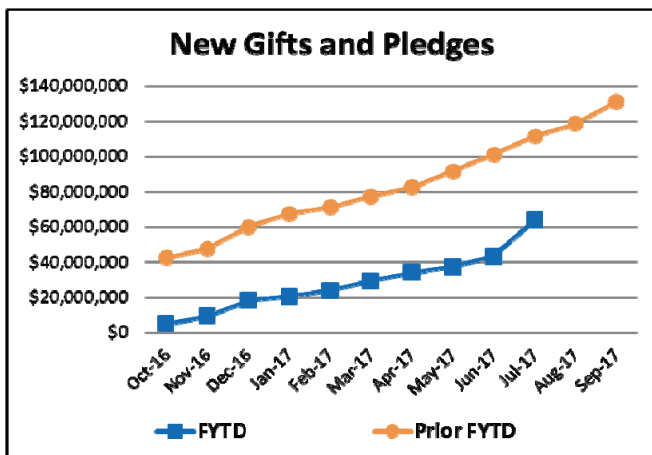
² Cash/in-kind gifts include only new cash gifts and gifts-in-kind. Pledge payments are included.

The Division of Development and Alumni Affairs at Wayne State University provides leadership, raises funds and promotes alumni and donor relations to advance the goals of Wayne State University.

FUNDRAISING PERFORMANCE

Total University Philanthropy Fiscal year totals as of July 31, 2017

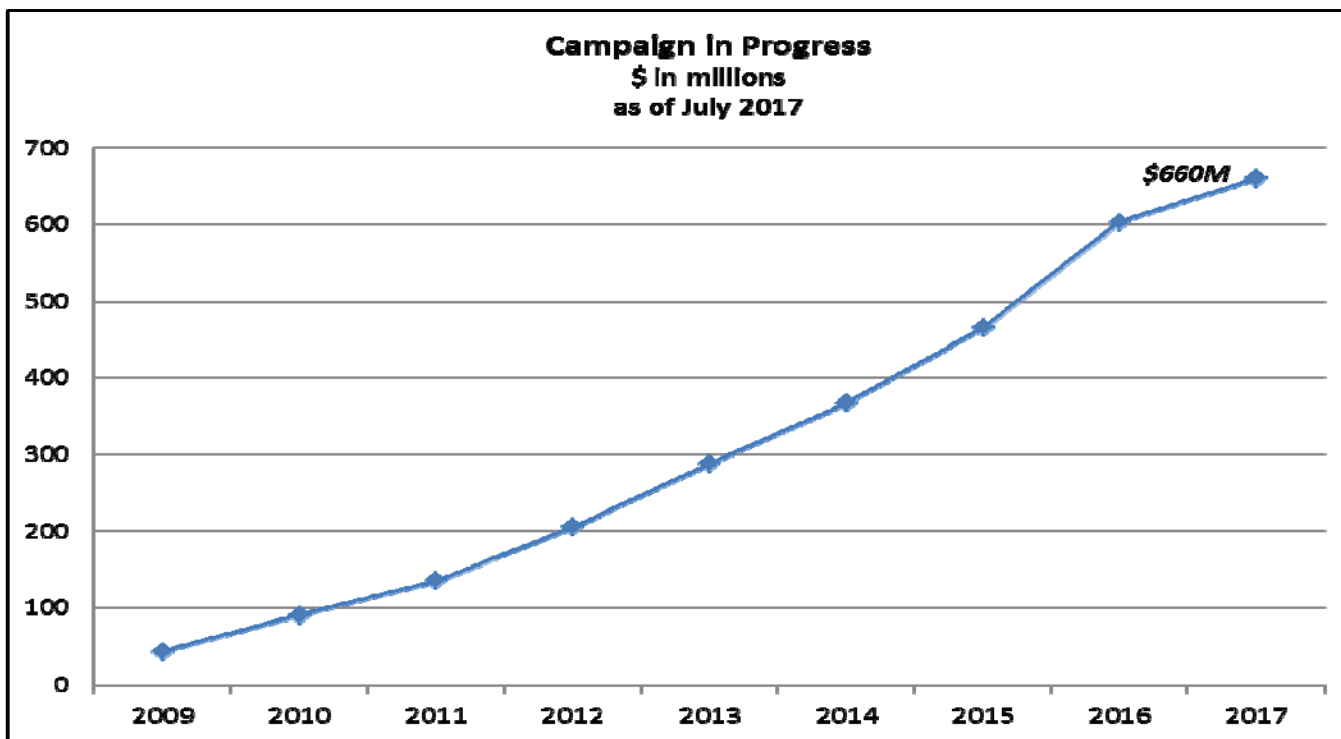
	Prior FYTD			Current FYTD		
	Development	FMRE	Total	Development	FMRE	Total
New Gifts and Pledges ¹	\$101,415,320	\$9,995,065	\$111,410,385	\$63,994,142	\$5,000	\$63,999,142
Cash Gifts ²	\$49,771,306	\$9,995,065	\$59,960,999	\$83,378,219	\$5,000	\$83,657,990
In-Kind Gifts ²	\$194,629			\$274,771		



¹ New gifts and pledges include new cash gifts, pledge commitments, planned gift commitments, realized planned gifts and gifts-in-kind. Pledge payments are **not** included.

² Cash/In-kind gifts include only new cash gifts and gifts-in-kind. Pledge payments are included.

Campaign total as of July 31, 2017
\$660,298,292



Major and planned gift activity

Fiscal year totals as of July 31, 2017

Total number of major gift solicitations \$25,000+:	241
Total number of major gifts closed \$25,000+:	119
Total cash and planned gifts outstanding solicitations:	\$93,401,445
Total value of pending matured gifts:	\$3,851,732

Submitted by: Susan Burns, Vice President
Development and Alumni Affairs
President, Wayne State University Foundation

- The Alumni Association hosted its inaugural “Junior Warrior Day” program for alumni and their families on June 23. Approximately 200 attendees experienced a day of child-friendly programming, featuring interactive ‘classes’ representing a range of academic disciplines.
- The Alumni Association participated in the Warrior Summer Preview Resource Fairs on July 20 and August 24 to highlight the Alumni Association to prospective students and reconnect with alumni parents in attendance.
- The Alumni Association participated in Convocation/Festifall to promote student-alumni engagement programs to students on August 29.
- The Alumni Association participated in Welcome Back Week/Student Org Day during the week of September 10. Alumni Association programs like WarriorFunder, WSU’s official crowdfunding initiative, were promoted.
- In partnership with *Crain’s Detroit Business*, the Alumni Association welcomed influential alumni business leaders back to campus on September 13 to kick off Crain’s Detroit Homecoming with a special open house hosted by President and Mrs. Wilson.
- The Alumni Association continued its partnership with the Department of Athletics. On September 16, alumni cheered on the WSU Football team against rival SVSU and were treated to a special alumni tailgate that included refreshments and Alumni Association giveaways.
- The Alumni Association participated in the Fall Open House Resource Fair on September 23. Alumni volunteers served as panelists to answer questions from prospective students and their families.
- The Alumni Association kicked off its annual series of signature receptions with a Presidential Alumni Reception at Detroit’s historic Masonic Temple on September 26. President and Mrs. Wilson attended, guests received an update on the Pivotal Moments campaign and had an opportunity to participate in story collection for the sesquicentennial.

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- In partnership with the History Department, the Alumni Association hosted an open house for all Public History Graduates on September 27 at the Tierney Alumni House.
- The Alumni Association hosted an Investment Education program on October 3. Jonathan Strong, 1997 graduate (and grandson of Homer D. Strong, the first WSU Director of Alumni Relations), presented to alumni about how to buy, sell and finance one's first home.

REGIONAL PROGRAMMING HIGHLIGHTS:

- The following regional alumni gatherings took place since the last Board of Governors meeting:
 - Washington, D.C. Alumni Networking Event, September 7
 - Toledo, Ohio Alumni Gathering, October 4

SCHOOL, COLLEGE, UNIT SPECIFIC PROGRAMMING HIGHLIGHTS:

College of Fine, Performing, and Communication Arts (CFPCA):

- CFPCA hosted fall alumni engagement events on campus tailored to each of the College's four (4) departments (Theatre & Dance; Communication; Art & Art History; Music).
- CFPCA hosted the Presidential Football Tailgate on the evening of September 9.
- Theatre & Dance hosted the President's Preview for the opening of *The Under Pants* at the Hilberry Theatre on the evening of October 6.

The Law School ("Wayne Law"):

- Wayne Law inducted five (5) honorees into the Miller Family Wayne Law Alumni Wall of Fame on September 12.

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- Wayne Law held an alumni reception at the State Bar of Michigan's annual meeting on September 28.
- On October 6, Wayne Law held reunions celebrating and honoring the classes of 1967, 1977, 1987, 1997, 1992, 2007, and 2012.

School of Medicine Alumni Association (SOMAA):

- On June 26, the School of Medicine Office of Alumni Affairs hosted a table at the School of Medicine Henry Ford resident orientation to communicate SOMAA resources and opportunities available.
- On June 27, the School of Medicine Office of Alumni Affairs hosted a table at the School of Medicine WSU sole-sponsored resident orientation to communicate SOMAA resources and opportunities available.
- On June 28, the School of Medicine Office of Alumni Affairs hosted a table at the School of Medicine DMC resident orientation to communicate SOMAA resources and opportunities available.
- On July 17, Dr. Brenda Moskovitz, President of the School of Medicine Alumni Association, welcomed incoming medical students during the School of Medicine Orientation Breakfast.
- On July 27, the School of Medicine Alumni Reunion Day Planning Committee met to brainstorm and discuss plans for the 2018 Medical Alumni Reunion Day. Classes to be highlighted on May 19, 2018 are: 1943, 1948, 1953, 1958, 1963, 1968, 1973, 1978, 1983, 1988, 1993, 1998, 2003, 2008 and 2013.
- On July 28, the School of Medicine Office of Alumni Affairs hosted a legacy breakfast welcoming 30 legacy families to the SOM. Legacy family photos were taken prior to the SOM White Coat Ceremony, and legacy alumni and students received a copy of the photo in a commemorative frame.
- The School of Medicine Alumni Association Board of Governors met on September 6 and on October 4.

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- Between September 11 and October 19, alumni appreciation calls were made to alumni who made annual gifts to the School of Medicine Annual Fund. Calls were also made to SOM recent alumni (2014-2016) and those who have a reunion in 2018.
- On September 12, the SOM Office of Alumni Affairs, in conjunction with the Office of Student Affairs, hosted an Internal Medicine Medical Specialty Lunch with Drs. Courtney Moore (class of 2014) and Walid Harb (class of 1986).
- On September 21, the School of Medicine Office of Alumni Affairs hosted a School of Medicine Seminar on Residency Prep with Dr. Margit Chadwell (class of 1994), Associate Dean of Student Affairs and Career Development, to prepare M4's for residency (interview, attire, resume, etc.).

Liberal Arts and Sciences (CLAS):

- The STEM Commons Open House and Reception was held on Tuesday, September 19 in partnership with the Office of the Provost, the College of Liberal Arts and Sciences and the College of Engineering.
- CLAS held a regional alumni gathering in Boston on Sunday, October 1.

ALUMNI COMMUNICATIONS HIGHLIGHTS:

- In partnership with WSU Marketing and Communications, the new alumni.wayne.edu website was launched in early July. New features include direct links to university services (requesting transcripts, graduate school application, etc.), an automated "update my information" feature and the ability to submit class notes online. The new website also features a 'volunteer interest form' that alumni can use to indicate interest in volunteering.
- Digital versions of the current and past issues of *Wayne State Magazine* are available online at alumni.wayne.edu.

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- The alumni electronic newsletter @Wayne was sent monthly to approximately 140,000 alumni.
- The Wayne Law *Raising the Bar* electronic newsletter was sent monthly to approximately 7,200 Law School alumni.
- The School of Medicine *Connect the Docs* electronic newsletter was sent monthly to approximately 15,000 SOM alumni.
- The *Warrior Within* publication was sent out to approximately 4,000 athletic alumni and donors.

OFFICE OF ANNUAL GIVING HIGHLIGHTS – Through July 31*

- Number of annual prospects solicited: 185,446*
- Total annual giving dollars raised from solicited prospects: \$4,032,721*
- Average annual gift size: \$219.17*

UPCOMING ALUMNI EVENTS* (Post-October 6):

- Oct. 10: 'Women in Business' Networking Seminar featuring special alumni guest, Lisa Vallee-Smith, CEO of Airfoil Group
- Oct. 11: School of Medicine ENT Medical Specialty Luncheon
- Oct. 14: WSU Homecoming Alumni Tailgate
- Oct. 18: Presidential Alumni Reception in Chicago, IL
- Oct. 19: HireDetroit, Cobo Center (Alumni-Only Career Fair)
- Oct. 20/21: School of Medicine to host a table at the OB/GYN Ultra Sound Symposium

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- Oct. 21: School of Medicine In-Residence event with Dr. Courtney Moore (class of 2014)
- Oct. 24: Irvin D. Reid Honors College Alumni Pinning and Homecoming Ceremony
- Oct. 24/25: Annual Michigan State Medical Society Annual Meeting (SOMAA Table)
- Oct. 25: 'Intro to Industry' Alumni Networking Event: Health Sciences – Patient Care
- Oct. 26: Berman Scholars Networking Reception
- Oct. 26: Windsor, Ontario Alumni Gathering
- Nov. 1: School of Medicine Plastic Surgery Medical Specialty Luncheon
- Nov. 9/10: Annual Trauma Symposium (SOMAA Table)
- Nov. 9: 'Salute to Detroit' Concert at St. Ambrose in Grosse Pointe
- Nov. 15: Scholars Day
- Nov. 14-16: Grad Expo
- Nov. 29: School of Medicine Pediatrics Medical Specialty Luncheon
- Dec. 2: Noel Night
- Dec. 4: School of Medicine Cardiology Medical Specialty Luncheon
- Dec. 5: OB/Gyn Wayne Days Symposium (SOMAA Table)

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- Dec. 6: SOMAA Board of Governors meeting
- Dec. 12: Commencement

**Subject to change*