FUNDRAISING PERFORMANCE

Division of Development and Alumni Affairs Activity
Fiscal year totals as of September 30, 2017 (does not include philanthropy from FMRE)

<table>
<thead>
<tr>
<th></th>
<th>Prior FYTD</th>
<th>Current FYTD</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Total</td>
</tr>
<tr>
<td>New Gifts and Pledges¹</td>
<td>$118,990,026</td>
<td>$77,250,149</td>
</tr>
<tr>
<td>Cash Gifts²</td>
<td>$59,863,232</td>
<td>$94,011,986</td>
</tr>
<tr>
<td>In-Kind Gifts²</td>
<td>$224,568</td>
<td>$276,362</td>
</tr>
</tbody>
</table>

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 September 30, 2017

<table>
<thead>
<tr>
<th></th>
<th>Prior FYTD</th>
<th>Current FYTD</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Development</td>
<td>FMRE</td>
</tr>
<tr>
<td>New Gifts and Pledges¹</td>
<td>$118,990,026</td>
<td>$12,405,828</td>
</tr>
<tr>
<td>Cash Gifts²</td>
<td>$59,863,232</td>
<td>$12,405,828</td>
</tr>
<tr>
<td>In-Kind Gifts²</td>
<td>$224,568</td>
<td></td>
</tr>
</tbody>
</table>

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 September 30, 2017
$680,674,059

Major and planned gift activity
Fiscal year totals as of September 30, 2017

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total number of major gift solicitations $25,000+:</td>
<td>310</td>
</tr>
<tr>
<td>Total number of major gifts closed $25,000+:</td>
<td>141</td>
</tr>
<tr>
<td>Total cash and planned gifts outstanding solicitations:</td>
<td>$99,202,027</td>
</tr>
<tr>
<td>Total value of pending matured gifts:</td>
<td>$3,851,732</td>
</tr>
</tbody>
</table>
The Alumni Association hosted the ‘Women in Business’ Networking Seminar featuring alumni speaker Regina Campbell, Managing Director at TechTown, on October 10.

The Alumni Association continued its partnership with the Department of Athletics and hosted the WSU Alumni Homecoming Tailgate Tent on October 14 that included refreshments and Alumni Association giveaways.

In partnership with HireDetroit, the Alumni Association hosted the 2nd Annual Alumni-Only Career Fair at Cobo Center on October 19.

The Alumni Association collaborated with the Irvin D. Reid Honors College to host alumni of Monteith College, David Mackenzie Society and recipients of one of the university’s prestigious scholarships in a special recognition ceremony to celebrate the 10th anniversary of the college on October 24.

The Alumni Association hosted the shared industry networking program ‘Intro to Industry: Health Sciences’ on October 25 with special alumni guest Rhonda Dean, where alumni learned about trends in patient care.

The Alumni Association hosted an alumni networking reception for current and past Wayne State Berman Scholars, Eastern Michigan Scholars and recent Wayne State University graduates, where they gathered to hear networking tips from an alumni expert on October 26.

The WSUAA hosted this year’s Michigan Alumni Professionals Conference on November 1 on the Wayne State campus, bringing together more than 50 alumni professionals from Michigan’s 15 public universities.

On Thursday, November 2, the university’s Arthur L. Johnson Urban Perspectives Lecture Series returned for its 25th year. Co-sponsored by the Wayne State University Alumni Association and Irvin D. Reid Honors College, the series kicked off with featured speaker Dr. Damon Tweedy, bestselling author and associate professor of psychiatry at Duke University. Dr. Tweedy visited campus to discuss
the intersections of race and medicine in urban environments, based on his New York Times bestselling book *Black Man in a White Coat: A Doctor’s Reflections on Race and Medicine*.

- The Wayne State University Alumni Association Board of Directors met on November 9 and welcomed seven new members to the board for the 2017-2019 term.

- The Alumni Association hosted a table at the annual fall Grad Expo on November 14-16 to congratulate graduating students, offer post-graduation resources and collect contact information from them.

**REGIONAL PROGRAMMING HIGHLIGHTS:**

- The following regional alumni gatherings took place since the last Board of Governors meeting:
  - Chicago, IL Presidential Reception, October 18
  - Windsor, Ontario Alumni Gathering, October 26

**SCHOOL-, COLLEGE- AND UNIT-SPECIFIC PROGRAMMING HIGHLIGHTS:**

*Law School*


*School of Medicine Alumni Association (SOMAA):*

- From October 6 through October 24, alumni appreciation calls were made to alumni who made annual gifts to the School of Medicine Annual Fund. Calls also were made to School of Medicine recent alumni (2014-2016) and those who have a reunion in 2018.
• On October 11, the School of Medicine Office of Alumni Affairs, in conjunction with the Office of Student Affairs, hosted an ENT Medical Specialty Lunch.

• On October 13, the School of Medicine Office of Alumni Affairs hosted a table at the Dr. Helen Marjorie Peebles-Meyers Symposium on African-American Women’s Health to communicate SOMAA resources and opportunities available.

• On October 14, the School of Medicine Office of Alumni Affairs hosted an In-Residence event with Dr. Courtney Moore, Class of 2014.

• On October 20, the School of Medicine Office of Alumni Affairs hosted a table at the OB/GYN Ultra Sound Symposium to communicate SOMAA resources and opportunities available.

• On October 24, the School of Medicine Office of Alumni Affairs, in conjunction with the Office of Student Affairs, hosted a General Surgery Lunch.

• On October 25 and 26, the School of Medicine Office of Alumni Affairs hosted a table at the Michigan State Medical Society Annual Meeting to communicate SOMAA resources and opportunities available.

• On November 1, the School of Medicine Office of Alumni Affairs, in conjunction with the Office of Student Affairs, hosted a Plastic Surgery Lunch.

• On November 8, the School of Medicine Office of Alumni Affairs hosted a table at the Michigan Dermatology Society Annual Meeting to communicate SOMAA resources and opportunities available.

• On November 9 and 10, the School of Medicine Office of Alumni Affairs hosted a table at the Annual Trauma Symposium to communicate SOMAA resources and opportunities available.

• On November 28, the School of Medicine Alumni Association Executive Board met to review award nominations for Reunion 2018.

• On November 29, the School of Medicine Office of Alumni Affairs, in conjunction with the Office of Student Affairs, hosted a Pediatrics Medical Specialty Lunch.

ALUMNI COMMUNICATIONS HIGHLIGHTS:

• Digital versions of the current and past issues of *Wayne State Magazine* are available online at alumni.wayne.edu.

• The *Wayne Lawyer* magazine was sent to approximately 11,000 Law School alumni on September 29.

• The alumni electronic newsletter 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 to approximately 4,000 athletic alumni and donors.
OFFICE OF ANNUAL GIVING HIGHLIGHTS – Through September 30*

- Number of annual prospects solicited: 201,400*
- Total annual giving dollars raised from solicited prospects: $4,650,979*
- Average annual gift size: $219.77*

UPCOMING ALUMNI EVENTS*:

- Dec. 2: Noel Night
- Dec. 4: School of Medicine Cardiology Medical Specialty Luncheon
- Dec. 5: OB/Gyn Wayne Days Symposium (SOMAA Table)
- Dec. 6: SOMAA Board of Governors meeting
- Dec. 12: Commencement
- Jan. 3: School of Medicine Ob/Gyn Medical Specialty Luncheon
- Jan. 10: School of Medicine Family Medicine Medical Specialty Luncheon
- Jan. 22: School of Medicine Emergency Medicine Medical Specialty Luncheon
- Jan 23: Los Angeles, California Presidential Alumni Reception
- Jan. 31: School of Medicine Physical Medicine and Rehab Medical Specialty Luncheon
- Feb. 1: Men’s and Women’s Basketball Alumni Social
- Feb. 1: TEDx Wayne State
- Feb. 5: Naples, Florida Presidential Alumni Reception
- Feb. 7: SOMAA Board of Governors meeting
- Feb. 9: School of Medicine Psychiatry Medical Specialty Luncheon
- Feb. 12-16: School of Medicine Alumni Appreciation Calling
- March 7: Washington, D.C. Presidential Alumni Reception
- March 17: Alumni Gathering at the Detroit Tigers Spring Training game in Lakeland, Florida

*Subject to Change