Division of Development and Alumni Affairs Activity  
Fiscal year totals as of April 30, 2018 (does not include philanthropy from FMRE)

<table>
<thead>
<tr>
<th></th>
<th>Current FYTD</th>
<th>Prior FYTD</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>FY End Goal</td>
</tr>
<tr>
<td>New Gifts and Pledges¹</td>
<td>$60,727,461</td>
<td>$65,000,000</td>
</tr>
<tr>
<td>Cash Gifts²</td>
<td>$49,545,862</td>
<td>$50,000,000</td>
</tr>
<tr>
<td>In-Kind Gifts²</td>
<td>$194,480</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.
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 April 30, 2018

<table>
<thead>
<tr>
<th></th>
<th>Current FYTD</th>
<th></th>
<th></th>
<th>Prior FYTD</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Development</td>
<td>FMRE</td>
<td>Total</td>
<td>Development</td>
<td>FMRE</td>
<td>Total</td>
</tr>
<tr>
<td>New Gifts and Pledges(^1)</td>
<td>$60,727,461</td>
<td>$0</td>
<td>$60,727,461</td>
<td>$34,138,414</td>
<td>$5,000</td>
<td>$34,143,414</td>
</tr>
<tr>
<td>Cash Gifts(^2)</td>
<td>$49,545,862</td>
<td>$0</td>
<td>$49,740,342</td>
<td>$48,188,978</td>
<td>$5,000</td>
<td>$48,193,978</td>
</tr>
<tr>
<td>In-Kind Gifts(^2)</td>
<td>$194,480</td>
<td></td>
<td>$194,480</td>
<td>$99,393</td>
<td></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 April 30, 2018
$740,757,971

Major and planned gift activity
Fiscal year totals as of April 30, 2018

<table>
<thead>
<tr>
<th>Total number of major gift solicitations $25,000+:</th>
<th>202</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total number of major gifts closed $25,000+:</td>
<td>109</td>
</tr>
<tr>
<td>Total cash and planned gifts outstanding solicitations:</td>
<td>$98,582,185</td>
</tr>
<tr>
<td>Total value of pending matured gifts:</td>
<td>$5,222,756</td>
</tr>
</tbody>
</table>
Submitted by: Susan Burns, Vice President
Development and Alumni Affairs
President, Wayne State University Foundation

- Volunteer recruitment and engagement continues for the ‘Warriors Together’ Alumni Volunteer Program. Recently launched in January, this personalized volunteer program connects alumni to opportunities that help advance Wayne State's priorities while providing meaningful impact and opportunities for volunteers.

- The Alumni Association’s (WSUAA) Industry Mentor Program continues to expand. In addition to the current alumni-student matches in the College of Engineering, the Department of Chemistry plans to launch its Industry Mentor Program with the WSUAA in the fall.

- In partnership with the Office of Multicultural Student Engagement, the Rainbow Graduation, Homecoming and Award Ceremony was held on Friday, May 4 to celebrate and honor the achievements of LGBTQIA students, alumni, scholars and their allies. Alumni speaker Dr. Thomas Klein provided remarks as well as the Executive Director of the Alumni Association.

- The African American Graduation Celebration was held on May 5 to congratulate graduating students and officially welcome them to the Alumni Association. Branded scrolls were distributed, along with details on the Organization of Black Alumni (OBA).

- The WSUAA supported Commencement activities on May 8 at Ford Field. The WSUAA Executive Director participated in the ceremonies, and graduates received a congratulatory message from the Alumni Association in the Commencement program book and on the diploma cover inserts.

- The WSUAA continues to develop its alumni affinity programming. The Organization of Black Alumni Planning Committee met on May 11 for its quarterly meeting. Initial planning also is underway to create an LGBTQIA affinity group.

- The WSUAA and the Organization of Black Alumni held a “Turn the Tassel” New Grad Celebration on May 18 to congratulate graduating students and welcome them to the Alumni Association.

- In partnership with the School of Social Work, the WSUAA hosted an “Intro to Industry” networking event on May 22 to connect alumni and students around shared industry. Special alumni guest DiAné Townsel, 2011 alumna, shared her expertise on non-traditional career paths within the social work field.
Submitted by: Susan Burns, Vice President
Development and Alumni Affairs
President, Wayne State University Foundation

- The Golden Jubilee (50th anniversary) Celebration for the class of 1968 was held on June 5 in the Student Center Ballroom. The David D. Henry and Howard A. Donnelly awards were presented as part of the program. Graduates in attendance also were inducted into the Alumni Golden Circle.

**REGIONAL PROGRAMMING HIGHLIGHTS:**

- The following regional alumni activities took place since the last Board of Governors meeting:
  - San Francisco: Presidential Alumni Reception, April 23
  - New York: Presidential Alumni Reception, May 15
  - Chicago: Alumni Dinner Cruise, May 17
  - Lansing: Alumni Gathering and Soft Launch of Warrior Caucus, May 22
  - Eastside: Presidential Alumni Reception, June 21

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

*Law School*

- The Law School Commencement was held on May 14 at the Detroit Opera House. Michigan Supreme Court Justice Bridget Mary McCormack delivered the keynote address.

- Dean Rick Bierschbach visited Wayne Law alumni at Dickinson Wright Law Firm on May 22.

- The Law School Golf Outing was held on June 4 at the Country Club of Detroit.

*School of Medicine Alumni Association (SOMAA):*

- The School of Medicine Alumni Reunion Weekend was held May 18-20. Special reunion events began Friday evening with a reception at the Detroit Institute of Arts. Saturday events began with the Dr. Morris S. Brent Lectureship at Scott Hall. In recognition of the School of Medicine’s sesquicentennial, alumni-led lectures and other events throughout the weekend focused on the past, present and future of medicine.
The School of Medicine Commencement was held on June 5.

The School of Medicine Alumni Association held its Board Meeting on June 6.

The School of Medicine Wine Tasting event was held on June 8 at the Country Club of Detroit.

**ALUMNI COMMUNICATIONS HIGHLIGHTS:**

- The Spring 2018 edition of *Wayne State Magazine* celebrating the 150th anniversary of the university was delivered to more than 65,000 homes last month. Digital versions of the current and past issues of *Wayne State Magazine* are available online at alumni.wayne.edu.

- The alumni electronic newsletter was sent monthly to approximately 140,000 alumni.

- The WSUAA participated this year in a social media take-over for College Decision Day on May 1, encouraging prospective students who have been granted acceptance to Wayne State University to choose WSU.

- The WSUAA partnered with the Mike Ilitch School of Business and the College of Engineering respectively to launch school- and college-focused, periodic alumni e-newsletters.

- The Wayne Law *Raising the Bar* electronic newsletter was sent monthly to approximately 7,200 Law School alumni.

- The *Wayne Lawyer* magazine was mailed to more than 11,000 Law School alumni on May 7.

- 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 April 30, 2018*

- Number of annual prospects solicited: 127,015
- Total annual giving dollars raised from solicited prospects: $3,697,960
- Average annual gift size: $244.38

The second annual WSU Giving Day was held on April 12. Alumni, friends, faculty, staff and students participated to “inspire opportunity,” contributing $411,241 through 934 gifts. This year’s Giving Day effort included many new elements, including student, faculty and staff-focused “pop-ups” throughout campus; a strong faculty/staff ambassador effort; and a full takeover of the university’s main web site.

Provost Whitfield challenged the students to a “Pay it Forward” challenge at the Late Night Breakfast held April 25. The Provost made a gift to the WSU Food Pantry and challenged students to do the same. The Food Pantry received nearly 80 gifts totaling more than $175.

UPCOMING ALUMNI EVENTS*:

- June 26: School of Medicine WSU sole-sponsored resident orientation
- June 27: School of Medicine DMC resident orientation
- June 29: School of Medicine Henry Ford Resident Orientation
- July 23-27: Road Warrior Tour
- July 27: School of Medicine White Coat Ceremony
- July 27: School of Medicine In Residence event with Drs. Laws and Wash
- August 18: Baroudeur
- September 5: School of Medicine Alumni Association Board Meeting
- September 12: Law School Wall of Fame induction ceremony
- October 3: School of Medicine Alumni Association Board Meeting
- October 26: WSU Black Alumni Reunion and OBA Founders Panel
- October 26: Sesquicentennial and Campaign Closing Celebrations

*Subject to Change