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

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.

DEVELOPMENT AND ALUMNI AFFAIRS PERFORMANCE

Student Success

- We launched the Warrior Relief & Response campaign on March 25 with a primary focus on the university's various student emergency funds. As of May 6, we have raised nearly $91,000 through alumni/annual giving efforts from more than 550 donors. The Warrior Relief & Response campaign will continue to be our annual giving focus throughout the summer.
- A planned gift of $100,000 was received in support of Wayne Law.
- A gift of $100,000 was received for an endowed scholarship in the Department of Chemistry.
- A gift of $25,000 was received to establish the Michael and Rosemary Gillet Military Service Member Endowed BSN Scholarship.
- A gift of $25,000 was received in support of scholarships for the National Society of Black Engineers.
- A grant was received for $25,000 for the Emergency Fund for Student Support.
- A gift of $25,000 was received in support of the Medical Alumni Association Lifetime of Dedication Scholarships.
- A gift of $10,000 was received for the Paul Nine Endowed Scholarship in Forensics.
- WSU School of Medicine Alumni Association and the Office of Alumni Affairs implemented four new engagement programs to connect current students with alumni from around the country. Since the engagement programs went virtual in late March:
    - 105 alumni have volunteered for the programs, 172 students have registered and 23 Medical Specialty Seminars were held through the end of April.
    - WSU medical students will now be able to connect with physicians nationwide through Medical Specialty Webinars, Virtual Dinner with a Doc, and One-on-One Virtual Mentoring.
    - The fourth engagement program, M4/M3 Mentoring will provide mentorship between M4 and M3 students.

Teaching Excellence and Research

- An estate distribution of $40,000 which will support ophthalmic research and care at Kresge Eye Institute.
- A gift of $50,000 was received to support the purchase of a new projector for the WSU Planetarium.
- A grant for $50,000 was received in support of Levin Center.
- A gift of a $1 million – 3 year pledge was received in support of Levin Center.
- A grant was received for $25,000 in support of the Wayne State University Press.

Community Engagement

- Corporate and Foundation Relations ramped up several initiatives to raise emergency support for the university's COVID-19 response. A total of $3 million in corporate and foundation gifts were secured from mid-March to May by Wayne State University and TechTown. Substantial gifts and pledges supported immediate needs for:
  - Drive-thru and drive-to COVID-19 testing of first-responders and healthcare workers
  - COVID-19 testing focused on older adults and their caregivers
  - Telehealth and testing in jails
  - Creation of the Detroit Small Business Stabilization Fund
  - COVID-19 research efforts
  - WDET COVID-19 media coverage

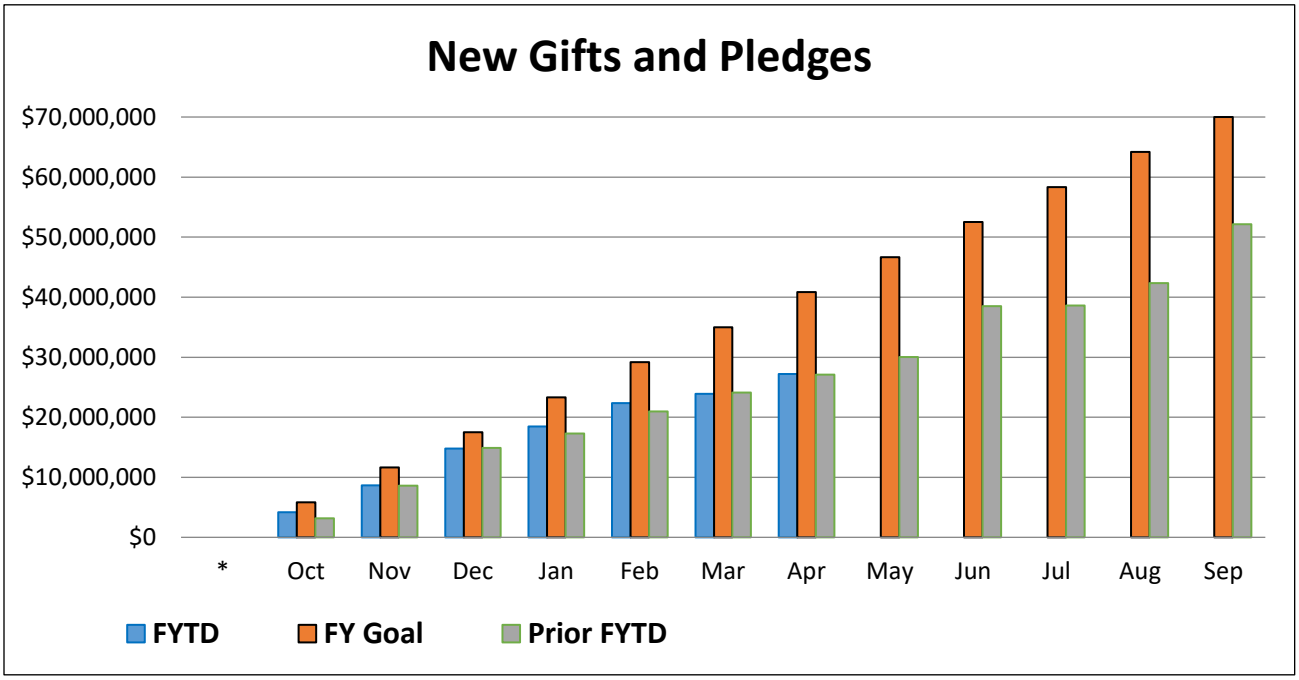
UPCOMING DEVELOPMENT AND ALUMNI EVENTS (Subject to Change)

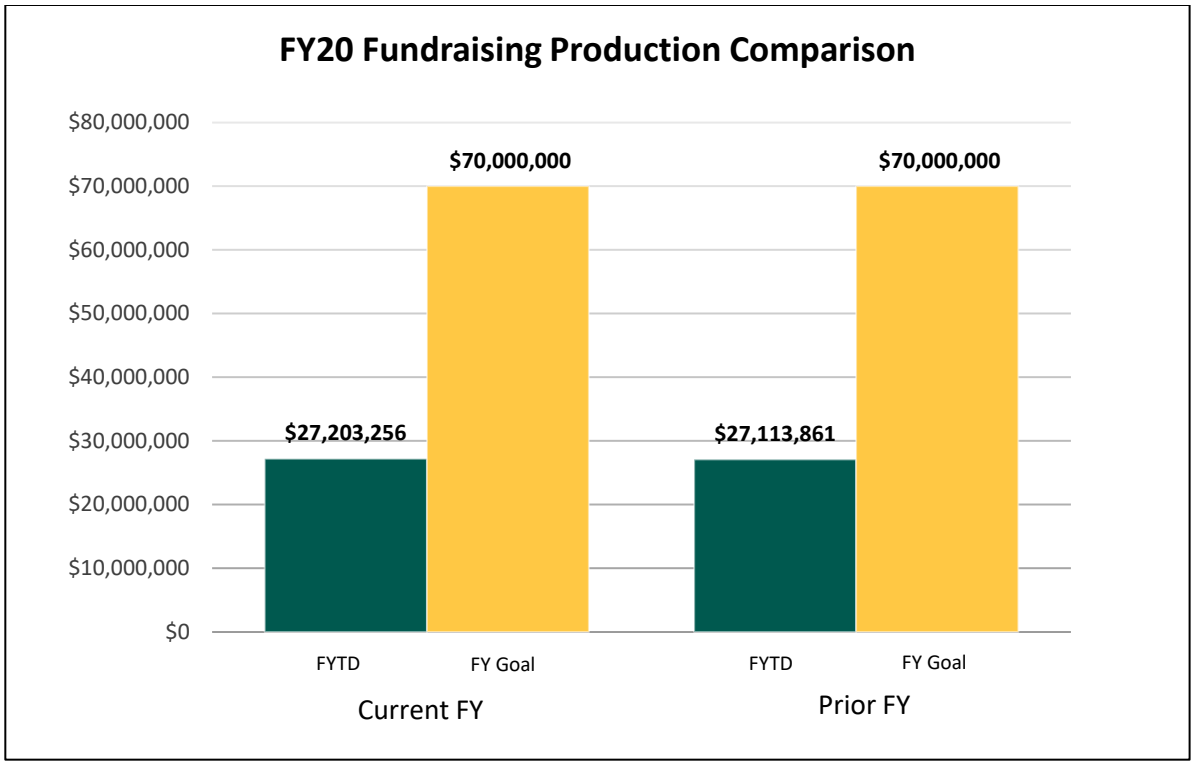
June 16:	Golden Jubilee Zoom event for College of Nursing c/o 1970 Alumni
June 25:	Alumni Webinar: "Creating a Culture of Accountability"
July 16:	Digital Program: MISB Alumni Virtual Networking Summer Bash Event
August 5:	Digital Program: GM Alumni Dialogue
August 31:	Digital Program: MISB Scholarship Breakfast
September 17:	WSU Giving Day 2020
September 25:	College of Nursing 75th Anniversary Celebration
October 8:	Digital Program: Lunch with a Lawyer, featuring Shaju Jacob
October 21:	Digital Program: Presidential Alumni Address and Alumni Awards
October 23:	Digital Program: Black Alumni Reunion
October 24:	WSU Alumni Day of Service
April 21, 2021:	Anderson Institute Pitch Showcase and Silicon Valley Alumni & Friends Reception

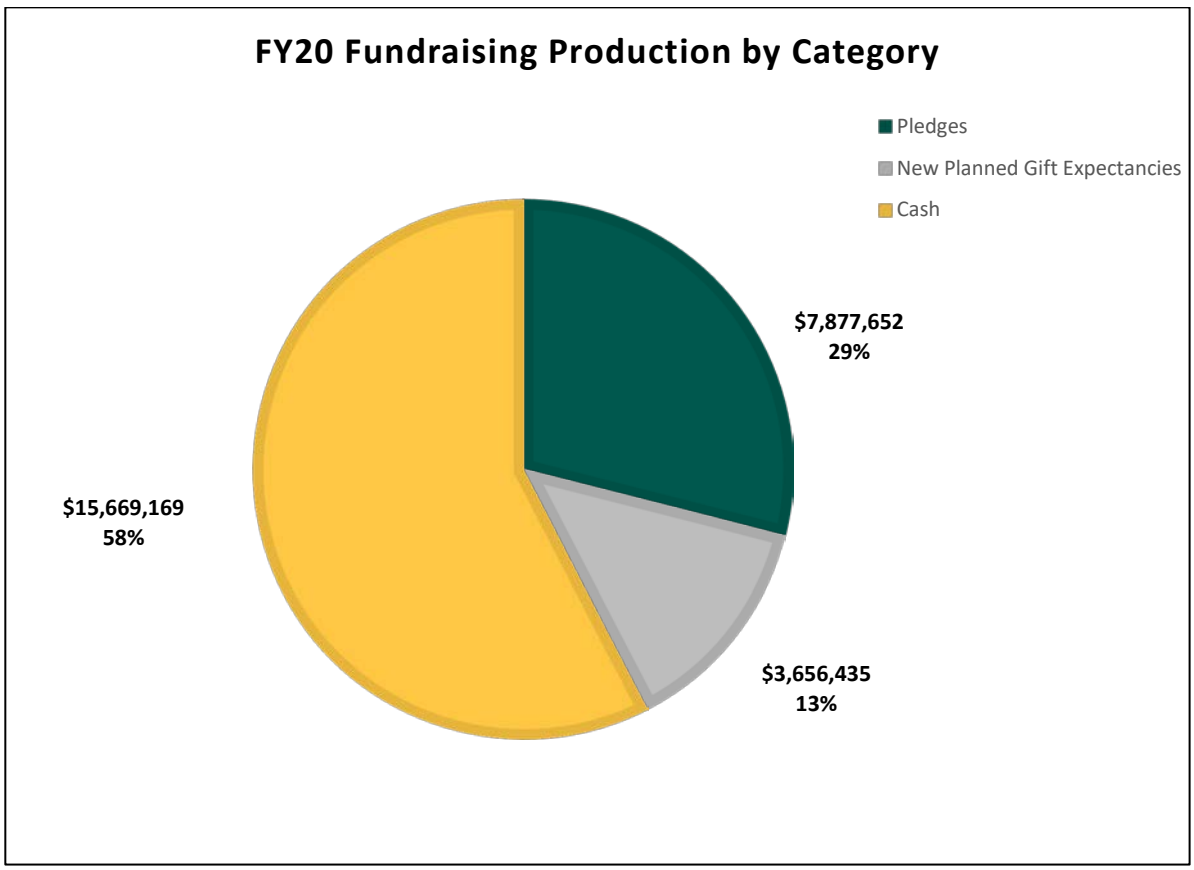
FUNDRAISING PERFORMANCE
Fiscal year totals as of April 30, 2020 (does not include philanthropy from FMRE)

	Current FYTD		Prior FYTD
	FY End Goal	Total	Total
New Gifts and Pledges[1]	$70,000,000	$27,203,256	$27,113,861
Cash Gifts[2]	$50,000,000	$25,239,249	$33,184,257
In-Kind Gifts[2]		$36,409	$195,511

[1] New gifts and pledges include new cash gifts, pledge commitments, realized estate 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.




FY20 Fundraising Production Comparison
$80,000,000
$70,000,000
$60,000,000
$50,000,000
$40,000,000
$30,000,000
$20,000,000
$10,000,000
$0
$27,203,256
$70,000,000
$27,113,861
$70,000,000
FYTD
FY Goal
FYTD
FY Goal
Current FY
Prior FY


FY20 Fundraising Production by Category
Pledges
New Planned Gift Expectancies
Cash
$7,877,652
29%
$3,656,435
13%
$15,669,169
58%