

Annual Goals for Vice President for Advancement

2010-2011

Title:	MAJOR GIFTS
Description:	Research and rank the top 50 major gift prospect donors. Meet quarterly with Dean of Nursing as Advancement liaison and discuss strategy for donors. Work with alumni office to develop strategy for donors from the International alumni group
Budget:	0.00
University Goals:	4,5
Strategic Goals:	
Responsibility:	Vice President
Participation:	Vice President, Director of Major Gifts, Director of Corporate Giving, Director of Planned Giving, Director of Programming and Development
Results:	Raised \$50,000 for International Study Aboard Program. Prospect research for top prospective donors occurs on a continuing basis. Each director/liaison meets quarterly with their assigned dean in order to determine each college funding for program needs.
Actions:	
Improvements:	

Title:	ANNUAL GIVING
Description:	Continue to develop and improve the Parent Giving Council/Program. Arrange for Greek alumni to give through the Foundation. Meet quarterly with the Dean of Education as the Advancement liaison.
Budget:	0.00
University Goals:	4,5
Strategic	

Goals:**Responsibility:** Vice President**Participation:** Vice President, Director of Annual Giving**Results:** Four fraternity and one sorority alumni clubs are now giving through the electronic funds transfer module. Presentations are made at every SOAR session to parents and activities calendars are disseminated to the parents.**Actions:** Continuing to hold quarterly meetings with Deans to discuss strategy/fundraising for the College.**Improvements:**

Title: GRANT PROGRAMMING AND DEVELOPMENT**Description:** Assist Advancement Directors in the preparation and writing of a gift proposal. Meet quarterly with the Dean of the College of Arts & Sciences as the Advancement liaison.**Budget:** 0.00**University Goals:** 4,5**Strategic Goals:****Responsibility:** Vice President**Participation:** Vice President, Director of Grant Programming and Development**Results:** Held several GIS Alumni Meetings to discuss establishing a GIS scholarship. Held several CIS Alumni Meetings to discuss establishing a CIS Scholarship.**Actions:** Continuing to hold quarterly meetings with Deans to discuss strategy/fundraising for the College.**Improvements:**

Title: CORPORATE & FOUNDATION RELATIONS**Description:** Secure \$500,000 in new corporate and foundation gifts. Meet quarterly with the Dean of College of Business as the Advancement Liaison**Budget:** 0.00**University Goals:** 4,5**Strategic**

Goals:**Responsibility:** Vice President**Participation:** Vice President, Director of Corporate and Foundation Relations**Results:** To date, have three corporations committed to the Corporate Scholars Program. Secured approximately \$70,000 for an India Endowed Scholarship.**Actions:** Continuing to hold quarterly meetings with Deans to discuss strategy/fundraising for the College. Continuing to build relationships with corporations and foundation. Continuing to build Corporate Scholars Program.**Improvements:**

Title: PLANNED GIVING**Description:** Continue and expand quarterly Courtview Society newsletter. Host annual Courtview Society Appreciation Luncheon. Conduct at least one professional development seminar on campus for local professional.**Budget:** 0.00**University Goals:** 4,5**Strategic Goals:****Responsibility:** Vice President**Participation:** Vice President, Director of Planned Giving**Results:** Nine endowments have now been funded through PRFSR. Courtview Society Newsletter was mailed both electronically and via US Mail quarterly with stories of current donors who encourage their peers to give back. The Planned Giving Advisory Council held its annual meeting.**Actions:****Improvements:**

Title: ENDOWED SCHOLARSHIPS**Description:** Incorporate the Foundation scholarship matrix with the information provided by Student Financial Services. Work with Advancement Directors to establish twenty-five new endowed scholarships.**Budget:** 0.00

University Goals: 4,5

Strategic Goals:

Responsibility: Vice President

Participation: Vice President, Coordinator for Endowed Scholarships, Directors in the Advancement Area

Results: The scholarship matrix is complete and is an effective working model in conjunction with Student Financial Services. Eight scholarships were endowed.

Actions: Continue to utilize established matrix and add twenty-five new endowed scholarships per year.

Improvements: