



# Campaign Report: Key Activities

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Advancement Division

# Creating Our Future: The Campaign for Skidmore



Success means Skidmore continues to be among the nation's top colleges of the liberal arts and sciences, providing students for lives of achievement and purpose.

Timeline: June 1, 2019 – May 31, 2020

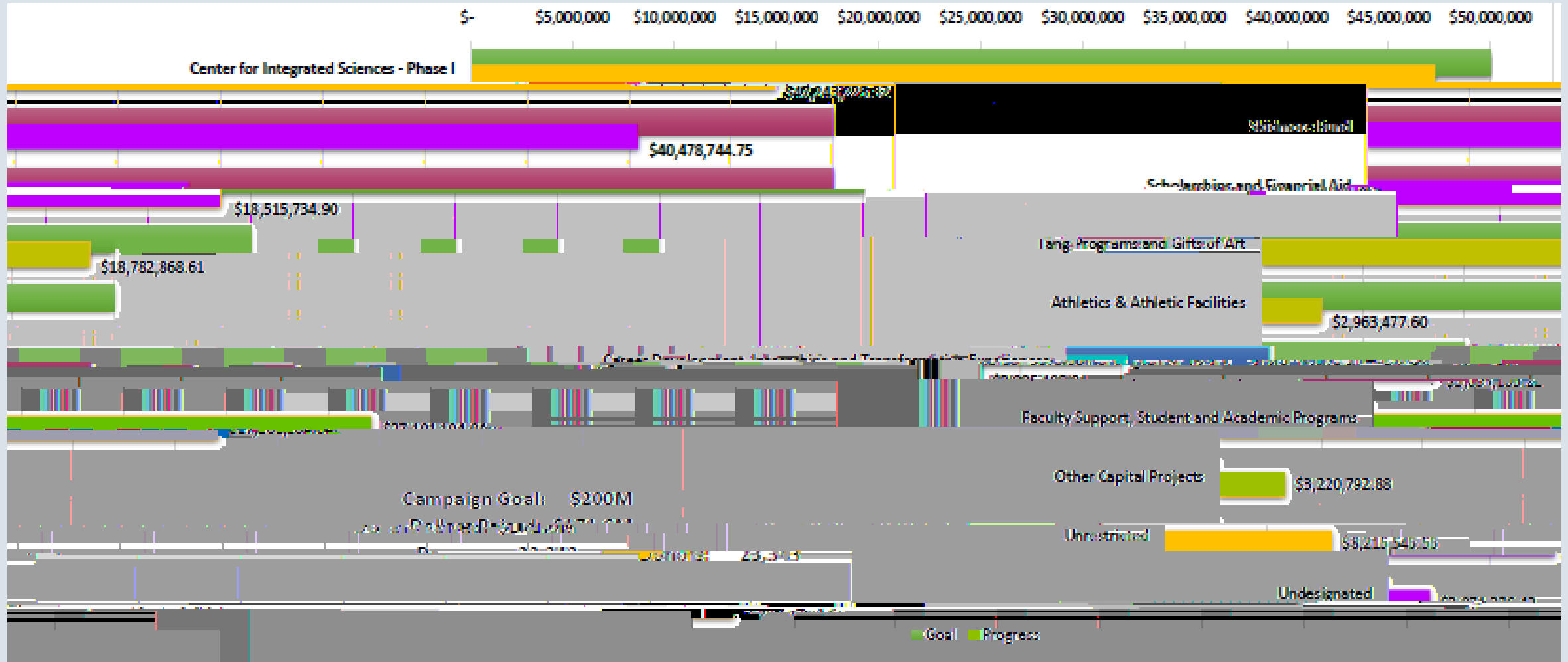
Fundraising Goal: \$200M across six funding priorities

1. Center for Integrated Sciences
2. Skidmore Fund
3. Scholarships and Financial Aid
4. Tang Endowment Programs
5. Athletics, Health and Wellness
6. Career Development, Internships and Transformative Experiences

Key Messages/Themes: See “Campaign Communications Plan”

Website: [Creating Our Future: The Campaign for Skidmore](#)

# Campaign Dollar Goals/Progress by Funding Priority

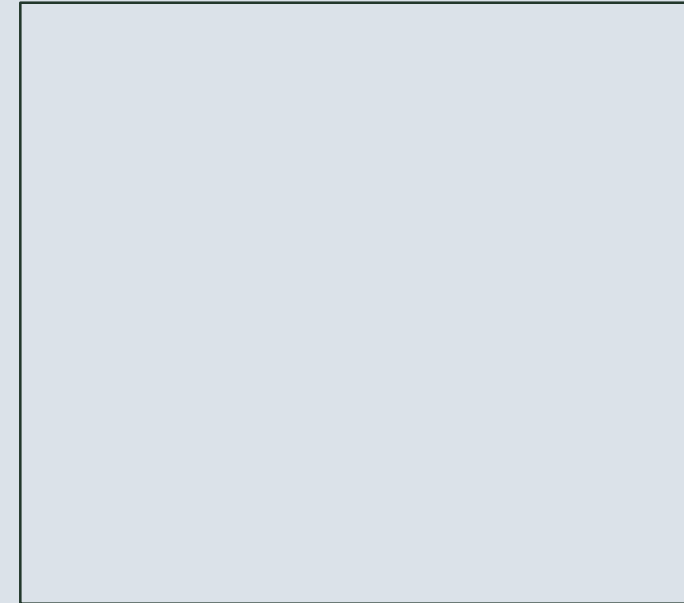


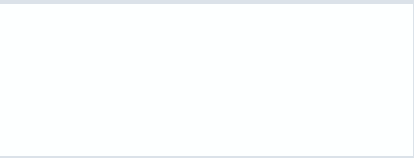
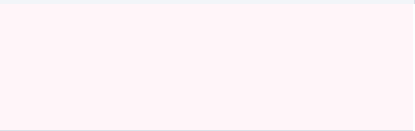
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# National Campaign Events

Nearly 1,000 alumni, parents and friends have attended a campaign event in their area since November 2017.

- NYC Campaign Launch November 15, 2017
- Vero Beach, FL February 22, 2018
- San Francisco March 10, 2018
- Los Angeles March 11, 2018
- Chicago June 21, 2018
- Capital District October 18, 2018
- Boston November 8, 2018
- NYC Presidents Society Dinner November 14, 2018
- Twin Cities December 13, 2018





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# Advancement Division FY19 Performance

On-track or running ahead of pace on most goals.

|                                 | Goal       | Actual   | Performance<br>FY19 vs FY18 | Difference |
|---------------------------------|------------|----------|-----------------------------|------------|
| Campaign Total                  | \$182M     | \$171.7M | ↑                           | +19%       |
| New & Documented<br>Commitments | \$22-\$24M | \$12M    | ↑                           | +20%       |
| Total Cash Raised               | \$25M      | \$12.5M  | ↑                           | +53%       |
| Skidmore Fund                   | \$7.32M    | \$2.1M   | ↑                           | +7%        |
| Alumni<br>Donors/Participation  | 7,069/24%  | 2,111/7% | ↑                           | --         |
| Presidents Society<br>Donors    | 1,350      | 357      | ↑                           | +6.6%      |

# “Campus Campaign” (Faculty/Staff Giving)



Skidmore has a strong history in previous comprehensive campaign's of faculty and staff participating by gifts. Participation was as high as 75% in the last campaign and 65% the one before that. This is more than double industry standard.

# Faculty & Advancement Partnership



## Philosophy and Brief Examples

Fundraising and donor engagement efforts are most successful when experts and key influencers like faculty are involved in developing and implementing engagement strategies.

Advancement's obligation is to identify appropriate opportunities for this involvement; to make the work convenient, and meaningful as possible; and to communicate results/outcomes in a timely way.

Brief examples of Faculty participation in Advancement activity in the first six months of FY19:

- **18 “minicollege” sessions** for alumni and parent visitors over Reunion and Celebration Weekend
- Featured speaker/guest at **10 regional events** New England, Chicago, Pittsburgh, West Coast, Texas, and London
- **10 more events** scheduled December to March in Arizona, Florida, Los Angeles, Capital District
- **Multiple meetings** with individual donors and relationship manager



# Faculty & Advancement Partnership



## Ways to Participate

- Inform us of travel for research, conferences, and other business around which we could plan a cons or meetings with individual donors.
- Make note of alumni and/or parents who could have the capacity to support the College.
- Review alumni lists to help identify prospective donors.
- Identify prospective alumni donors for whom you could actively participate in the recruitment.
- Invite the VP for Advancement to attend departmental meetings to share fundraising updates and fo
- Partner with Advancement to help shape fundable opportunities that could support institutional need