

VII. STANDING COMMITTEES**B. Finance, Audit and Facilities Committee**Advancement Return on InvestmentINFORMATION

The material presented here offers Fiscal Year 2012 and FY08-12 average Advancement Returns, and Revenue and Expenditures.

Attachment

1. Return on Investment and Cost per Dollar Raised for FY11-12
2. Expenditure Details FY11-12
3. Central Revenue and Expenditures

University Advancement
Return on Investment and Cost per Dollar Raised
FY11-12

Constituency Unit	Costs	Gifts	Grants	Total Gifts & Grants	1-Year ROI/Dollar	5-Year Avg. ROI/Dollar	1-Year Cost/Dollar	5-Year Avg. Cost/Dollar
UW Medicine	5,473,458	29,272,105	87,832,906	117,105,011	21.40	26.32	0.047	0.039
Arts and Sciences	3,464,817	18,308,722	10,321,350	28,630,072	8.26	8.27	0.121	0.127
Built Environments	264,278	1,314,922	5,000	1,319,922	4.99	8.26	0.200	0.139
Business School	1,717,348	20,055,354	45,000	20,100,354	11.70	11.03	0.085	0.099
Dentistry	387,878	1,580,736	55,404	1,636,140	4.22	8.62	0.237	0.138
Education	635,503	1,387,346	6,076,092	7,463,438	11.74	7.57	0.085	0.149
Engineering	2,529,830	13,991,553	8,534,271	22,525,824	8.90	9.81	0.112	0.108
Environment	1,210,301	4,309,600	5,820,219	10,129,819	8.37	13.36	0.119	0.098 *
Evans School of Public Affairs	293,278	266,564	1,326,679	1,593,243	5.43	6.06	0.184	0.216
Graduate School	388,940	1,236,535	886,209	2,122,744	5.46	5.15	0.183	0.208
Information School	527,051	765,112	242,772	1,007,884	1.91	5.51	0.523	0.268
Intercollegiate Athletics	1,734,396	33,580,010	-	33,580,010	19.36	14.16	0.052	0.074
Law	901,123	1,875,146	158,242	2,033,388	2.26	2.74	0.443	0.408
Libraries	368,986	1,989,175	-	1,989,175	5.39	4.31	0.185	0.263
Minority Affairs	311,347	1,080,734	18,400	1,099,134	3.53	2.37	0.283	0.476 *
Nursing	508,928	2,158,012	789,280	2,947,292	5.79	7.57	0.173	0.134
Pharmacy	396,939	1,004,664	9,879,076	10,883,740	27.42	13.70	0.036	0.086
Public Health	305,325	657,492	10,909,384	11,566,876	37.88	87.88	0.026	0.016
Social Work	811,504	1,927,800	1,691,749	3,619,549	4.46	4.60	0.224	0.223
Student Life	321,100	6,353,413	-	6,353,413	19.79	29.30	0.051	0.064 *
Undergraduate Academic Affairs	212,233	587,682	1,449,430	2,037,112	9.60	5.66	0.104	0.263 *
UW Bothell	583,845	593,634	3,374,357	3,967,991	6.80	4.93	0.147	0.361
UW Tacoma	602,551	4,792,452	80,190	4,872,642	8.09	7.42	0.124	0.131
Other Constituencies ¹	3,504,037	12,900,406	1,616,603	14,517,009	4.14	na	0.241	na
AVP Constituency Programs	1,008,003	-	-	-	na	na	na	na
Total Constituency Units ²	28,462,999	161,989,169	151,112,613	313,101,782	11.00	12.56	0.091	0.081
University-wide Services ³	15,566,731	-	-	-	na	na	na	na
TOTAL ^{4,5}	44,029,730	161,989,169	151,112,613	313,101,782	7.11	7.89	0.141	0.125

Notes

¹ *Other Constituencies* includes: UW Alumni Association, President's Funds, Broadcast Services (KUOW and KEXP), and other University support.

² *Total Constituency Units Costs* category detail:

Units	14,199,071
University Advancement	14,263,928
Total Constituency Units' Costs:	28,462,999

³ *University-wide Services* category includes: Advancement Communications, Advancement Services, Finance & Administration (includes rent), Individual Giving Programs, UA Vice President's Office, and UW Foundation Support.

⁴ *Total Costs* category detail:

Units	14,199,071
University Advancement	29,830,659
Total Costs:	44,029,730

⁵ *Total 5-Year Averages* for ROI/Dollar and Cost/Dollar are the average of the total actual annual amounts for each of the fiscal years 2008-2012

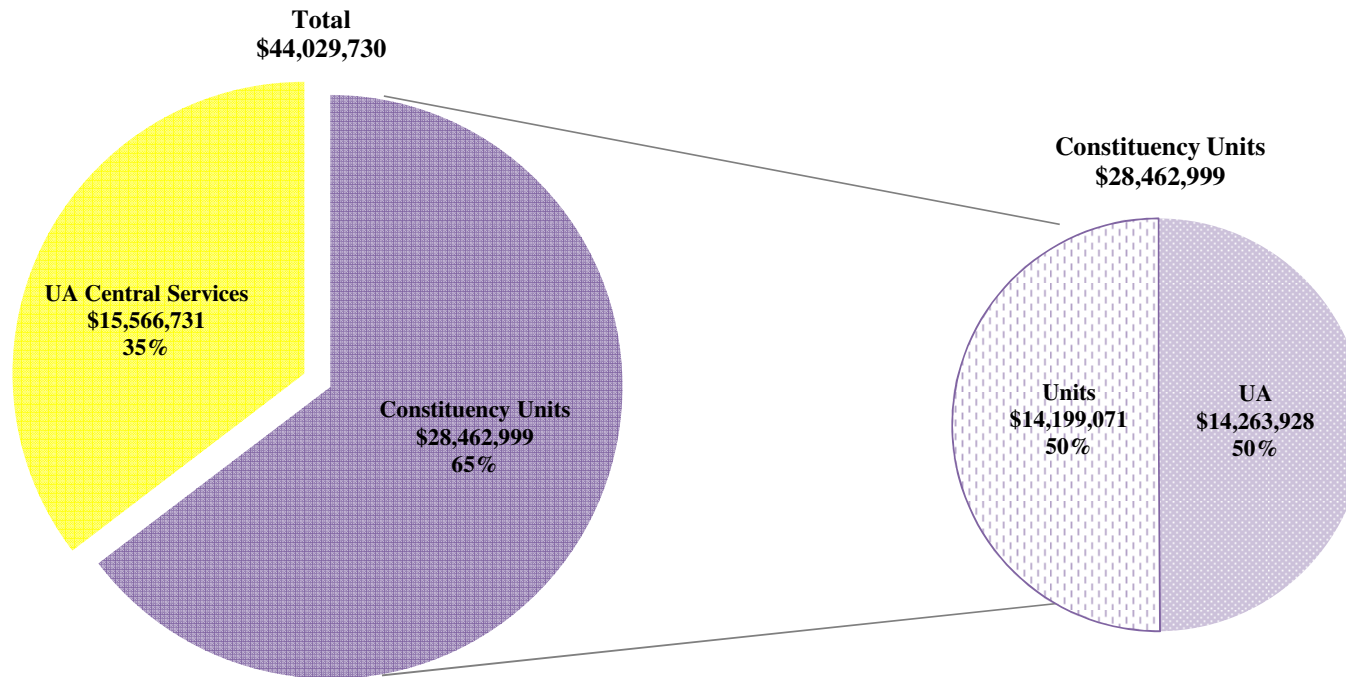
* 4-year average; new units in FY08-09

ATTACHMENT 1

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11/8/12

**University Advancement
Expenditure Details
FY11-12**



University Advancement Central Revenue and Expenditures

	FY07-08	FY08-09	FY09-10	FY10-11	FY11-12	FY12-13 Projections
Revenue Sources						
80 Basis Points Endowment Fee	16,901,481	14,317,691	14,256,637	15,687,770	16,912,294	17,344,976
Parking	1,543,000	1,148,270	437,586	578,040	535,773	600,000
Endowment Suspense	1,418,000	700,000	512,017	1,101,035	321,079	447,000
Gift Interest	7,126,000	7,410,931	7,478,391	7,356,973	8,295,092	7,800,000
Institutional Support (DOF)	3,846,090	4,173,071	3,729,410	4,386,483	4,858,580	7,097,105
UW Foundation Support	0	0	0	200,000	0	320,000
Total Revenue	30,834,571	27,749,963	26,414,041	29,310,301	30,922,818	33,609,081
Total Expenditures						
Total Expenditures	(28,534,962)	(28,826,327)	(25,353,244)	(27,593,992)	(29,830,659)	(35,894,915)
Ending Fund Balance						
Ending Fund Balance	8,195,638	6,572,641	7,401,555	9,282,421	9,512,730	7,226,896

Notes

Revenue Sources

Calculations for basis points, parking, endowment suspense and gift interest based on projections from UW Treasury
 CEF (80 Basis Points) revenue distribution rate of 0.8% of CEF average balance (20-quarter rolling average)
 Parking revenue distribution rate of 2% for two quarters (4% annual) of newly invested endowments
 Endowment Suspense revenue distribution rate of 3% of year-end suspense balance
 Gift Interest revenue distribution rate of 2% of year-end current use balance
 Institutional Support (DOF) funding:
 FY09-10: cut of 11%
 FY10-11: cut of 2.3% offset by 8 months' decentralized benefit increases
 FY11-12: cut of 5% offset by decentralized benefits increases
 FY12-13: \$2M plus decentralized benefit increases

Expenditures (all years)

Non-operating adjustments are due to capital expenditures and timing differences.

Reserve Policy

Advancement leadership strives to maintain a 5% reserve in the University Advancement Fund Balance to hedge against volatility in revenue sources.

Other

Constituency Unit Advancement costs for FY11-12 totaled \$14,199,071. These costs are not reflected in the above figures.