A Greater Penn State: Philanthropy Update

President’s Report to the Board of Trustees
July 21, 2017
Philanthropy Campaigns at Penn State

- *The Campaign for Penn State* (1986–90) $300 million
- *For the Future: The Campaign for Penn State Students* (2007-14) $2.188 billion
The Tradition Continues…
Our Strategy:

• Thematic
• Focused on accomplishing the strategic plan
• 5-year
• Designed to create sustained annual level of giving significantly above the last campaign
ANNUAL AVERAGE CAMPAIGN COMMITMENTS

Adjusted for inflation

$255.5M

$295.7M

$320M*

*Projected results
Our themes focus on how we can make our great university even greater.
Open Doors

Private support can not only bring talented students from every background to Penn State—it can help them to graduate on time and on track to successful careers and lives.
Create Transformative Experiences

Philanthropy will provide the opportunities—in our classrooms, on our campuses, and in the larger world—that let students and faculty discover their full potential and make a difference.
Impact the World

With the visionary gifts of alumni and friends, we can tackle the world’s most pressing problems—and solve them.
Year One Results

• $304.6M in new commitments—third best year ever at Penn State
• $202.8M in receipts
• 50,000+ more donors than in the previous fiscal year
• 6% increase in alumni donors—a strong reflection of support at a time when many other institutions are seeing significant decreases in alumni donors
A GREATER PENN STATE
Time Elapsed: 20% (as of June 30, 2017)

Open Doors – Goal: $500M
Current Progress: $123.3M (24.6%)

Create Transformative Experiences – Goal: $225M
Current Progress: $61.2M (27.2%)

Impact the World – Goal: $475M
Current Progress: $119.2M (25.1%)

TOTAL FUNDRAISING PROGRESS – Goal: $1.6B
Current Progress: $350.4M (21.9%)
“When some young man or woman says, ‘I was going to drop out of school; I wasn’t going to make it….’ Well, I know what that’s like because I was there. And I’m very proud and glad that I could afford to do this.”

– Don Bellisario ’61 had to borrow $600 from Penn State to finish his education
2016-17 Highlight: Philanthropists of the Year

• Jack and Jeanette McWhirter
• Honored June 2, 2017 for generously sharing their time, talents and resources with Penn State.
• Most recently, they gave $10M to support the graduate program in the Department of Chemical Engineering
2016-17 Highlight: PSAA Gift

• The Alumni Association pledged $1.5 million in scholarship support to Penn State students.
New Matching Programs Launched July 1

- Open Doors Scholarship Matching Program
- First-Time Donor Endowed Scholarship Matching Program
- Graduate Scholarship Matching Program
- Leadership Gift Matching Program
- Faculty Endowment Challenge: Early Career Professorship Matching Program
- Economic Development Incentive Matching Program
- LaunchBox Matching Program
Example: Open Doors Scholarship Matching Program

• 2:1 match for donors who create scholarships benefiting students enrolled in one of the five pilot programs designed to help students earn their degrees, reduce debt and excel at Penn State.

• Available for one year—until June 30, 2018

• Minimum gift: $30,000

• Thank you to Ira Lubert for contributing $500,000 for an Open Doors Scholarship at Penn State Abington (as part of his recent $5M gift.)
A Strong Start to the new Fiscal Year!

- CSL Behring, a global biopharmaceutical company, just gave a $4.9M gift for a fermentation lab.

CSL Behring
Biotherapies for Life™
Thank you!