



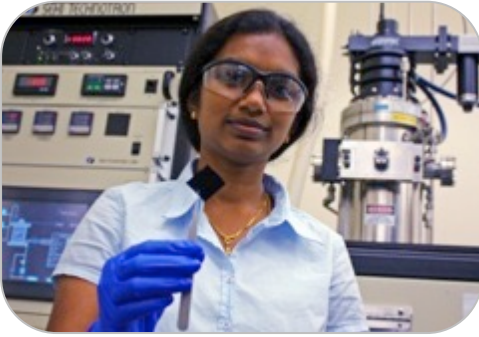
Resolutions of Appreciation

<i>Jean Anne and James Chaney</i> College of Pharmacy	\$6M
<i>Walther Cancer Foundation</i> Purdue Center for Cancer Research	\$5M
<i>James and Carol Cure</i> Lyles School of Civil Engineering, John Purdue Club, Purdue Polytechnic High School, and University Residences	\$4.1M
<i>Anonymous</i> College of Veterinary Medicine	\$2M
<i>Brian and Ashley Ford</i> John Purdue Club and College of Engineering	\$2M
<i>Beth Brooke</i> Krannert School of Management, LGBTQ Center, and Intercollegiate Athletics	\$1.75M
<i>Anonymous</i> College of Science	\$1.65M
<i>Anonymous</i> Davidson School of Chemical Engineering	\$1.5M

Resolutions of Appreciation

<i>Irene and Brian Binash</i> University Initiatives	<i>\$1M</i>
<i>Barbara Duckworth</i> School of Mechanical Engineering	<i>Undisclosed</i>
<i>Jack Garrigues</i> College of Veterinary Medicine	<i>Undisclosed</i>
<i>Terry and Lynda Manon</i> School of Mechanical Engineering	<i>Undisclosed</i>
<i>Mark Phillips</i> Purdue Bands & Orchestras	<i>Undisclosed</i>
<i>Doraiswami and Geetha Ramkrishna</i> Davidson School of Chemical Engineering	<i>Undisclosed</i>
<i>Drusilla and Thomas (d. 2020) Sawyer</i> College of Veterinary Medicine	<i>Undisclosed</i>
<i>Lisa and Brian Yohler</i> College of Veterinary Medicine	<i>Undisclosed</i>

Board of Trustees Meeting Topics



FEB: *Strategic Initiative Update*



APRIL: *Affordability*



JUNE: *Fundraising*



AUG: *End of Year Report*



OCT:
Enrollment & Graduation



DEC: *Institutional Reputation*

- Engagement and development now fully merged
- Set new records in:
 - Total dollars raised
 - Commitments for student support
 - Day of Giving – another national record
- Leads peer group
- Three-year high in # of individual donors



PURDUE UNIVERSITY FY 2022 FUNDRAISING REPORT

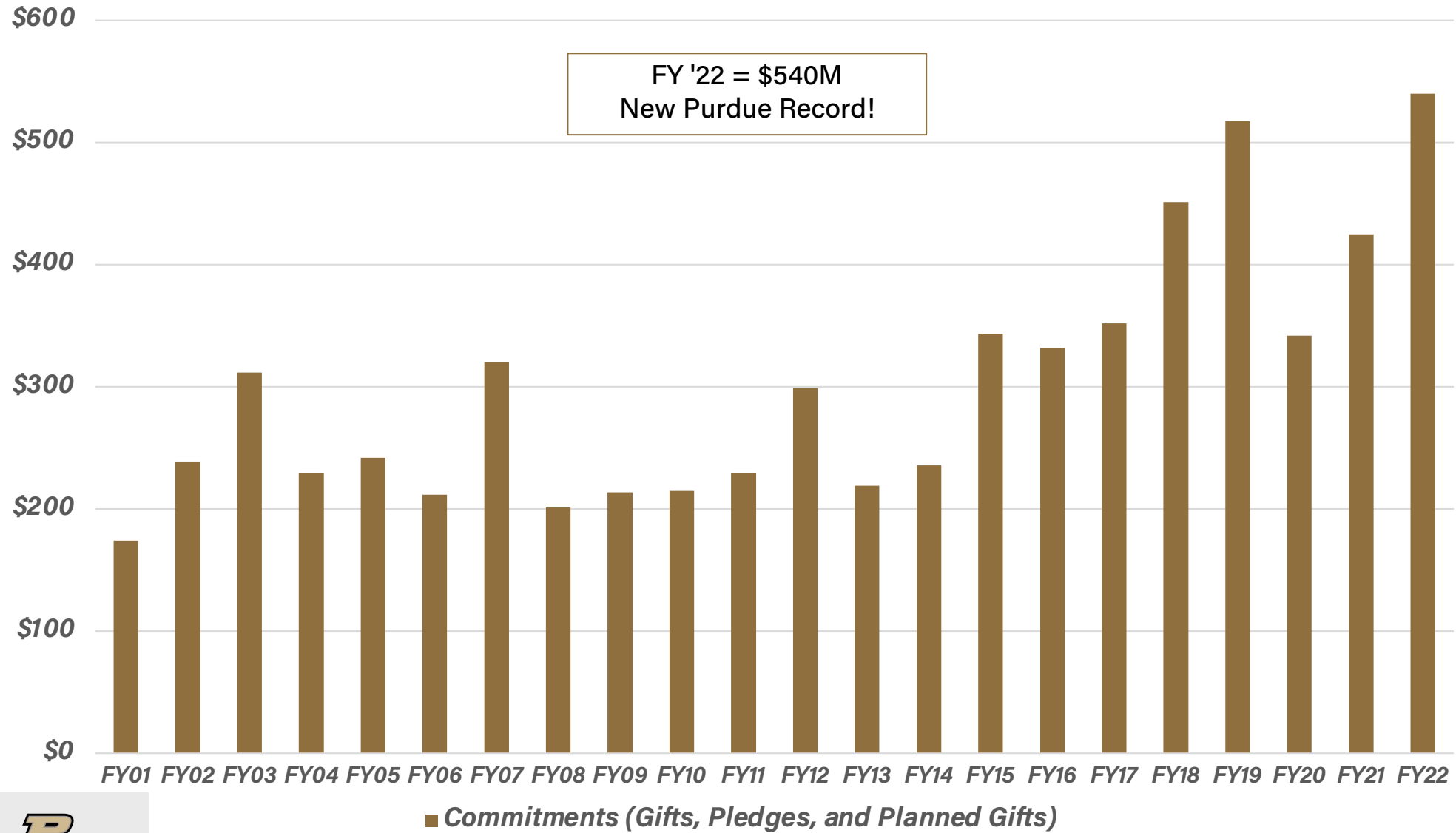
Presented by: Purdue for Life Foundation – June 10, 2022



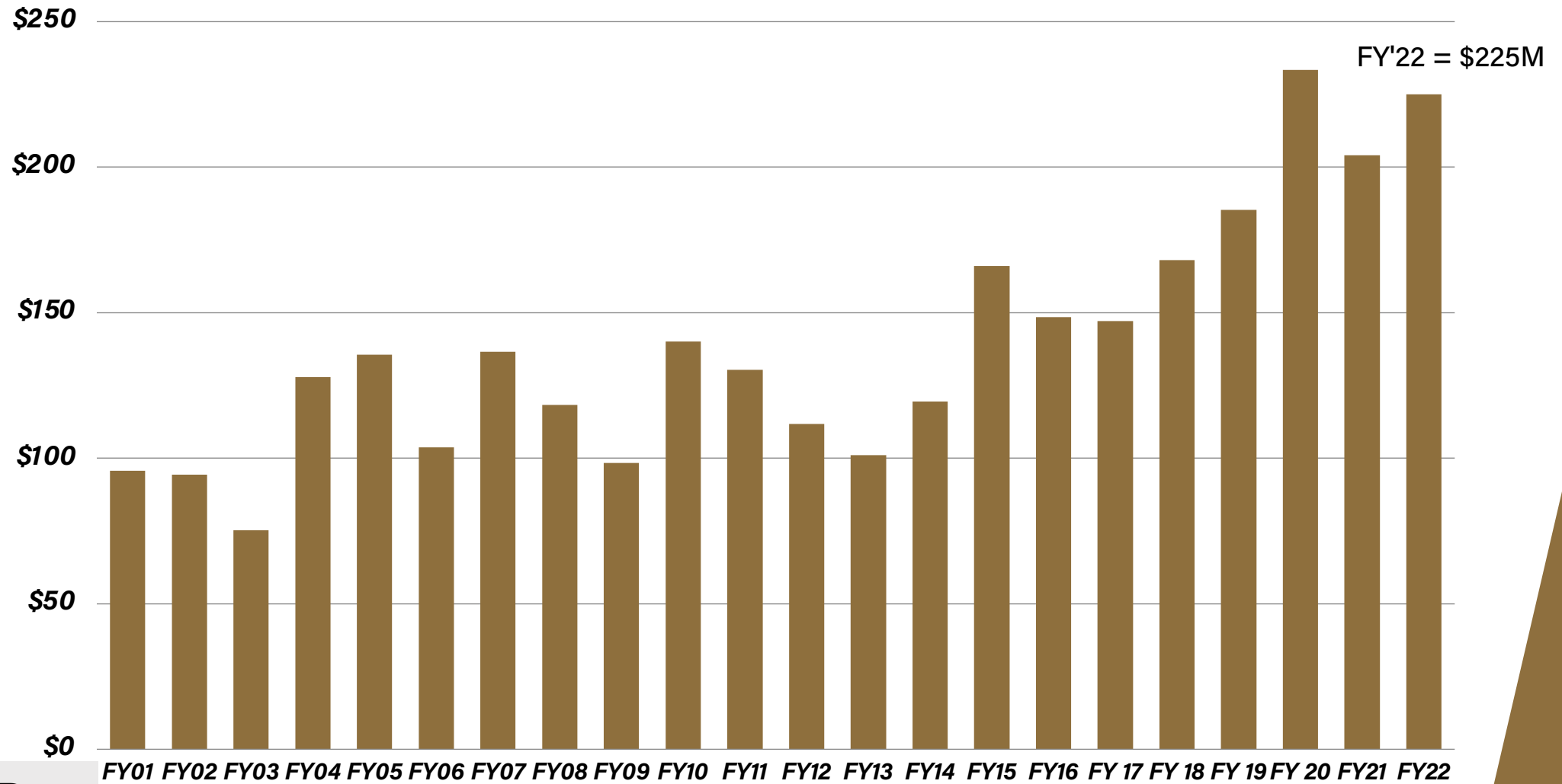
FY '22 RESULTS/DATA

Purdue for Life Foundation – June 10, 2022

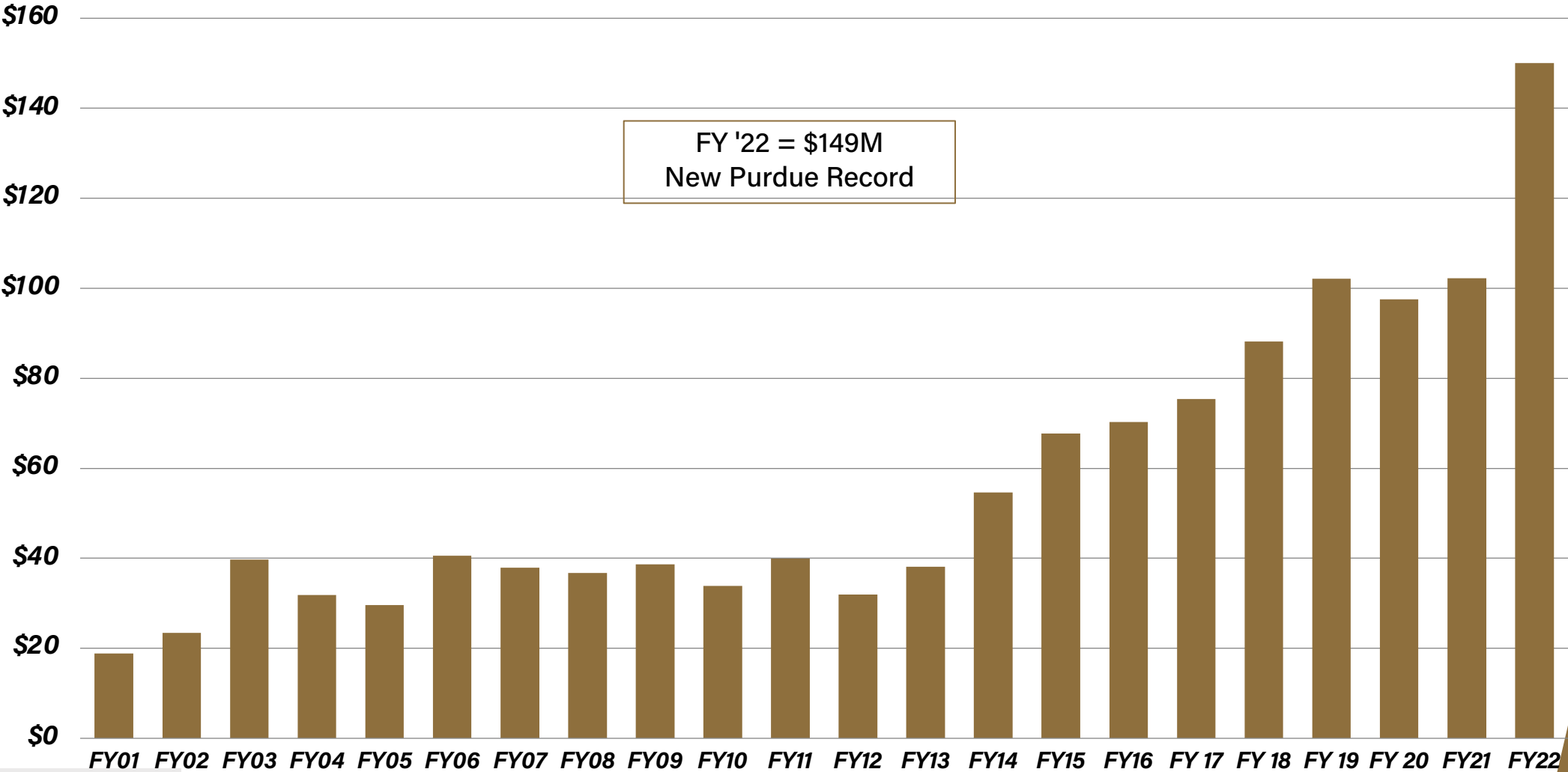
Commitments (Gifts, Pledges, and Planned Gifts) ***\$ Millions***



***Philanthropic Cash
\$ Millions***

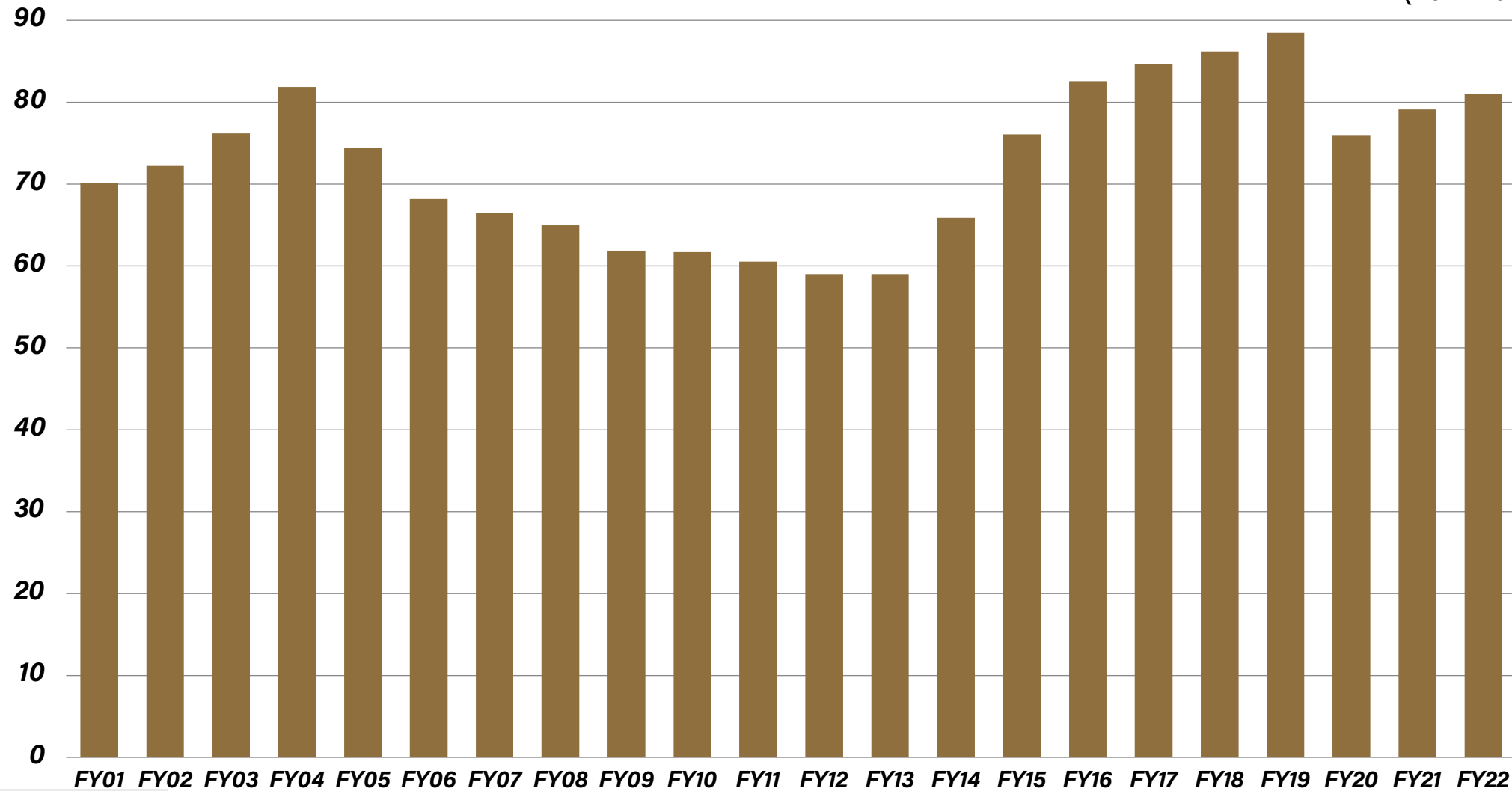


Commitments for Student Support
\$ Millions

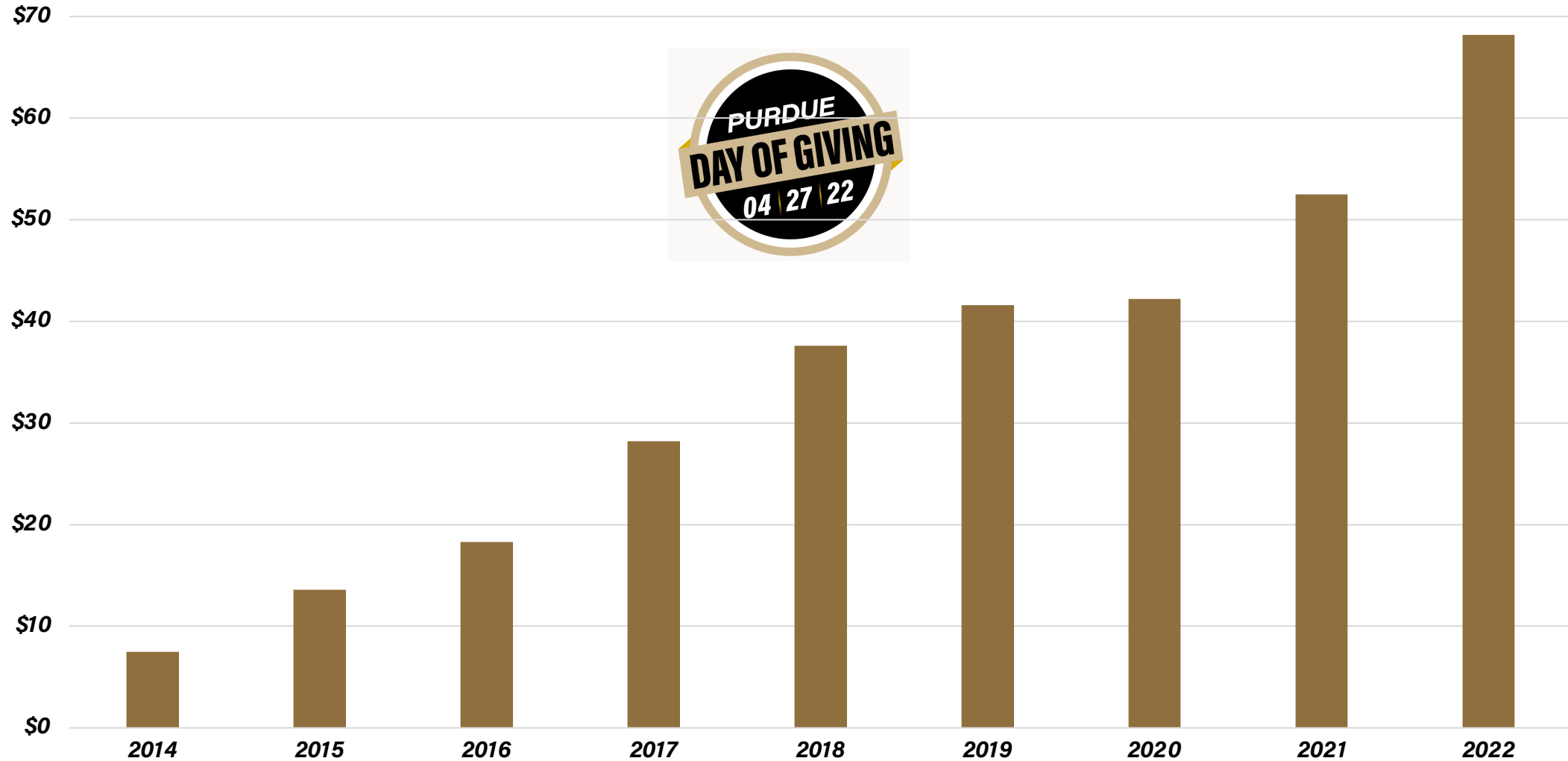


Number of Individual Donors # Thousands

FY '22 = 82K Donors
(45K Alumni)

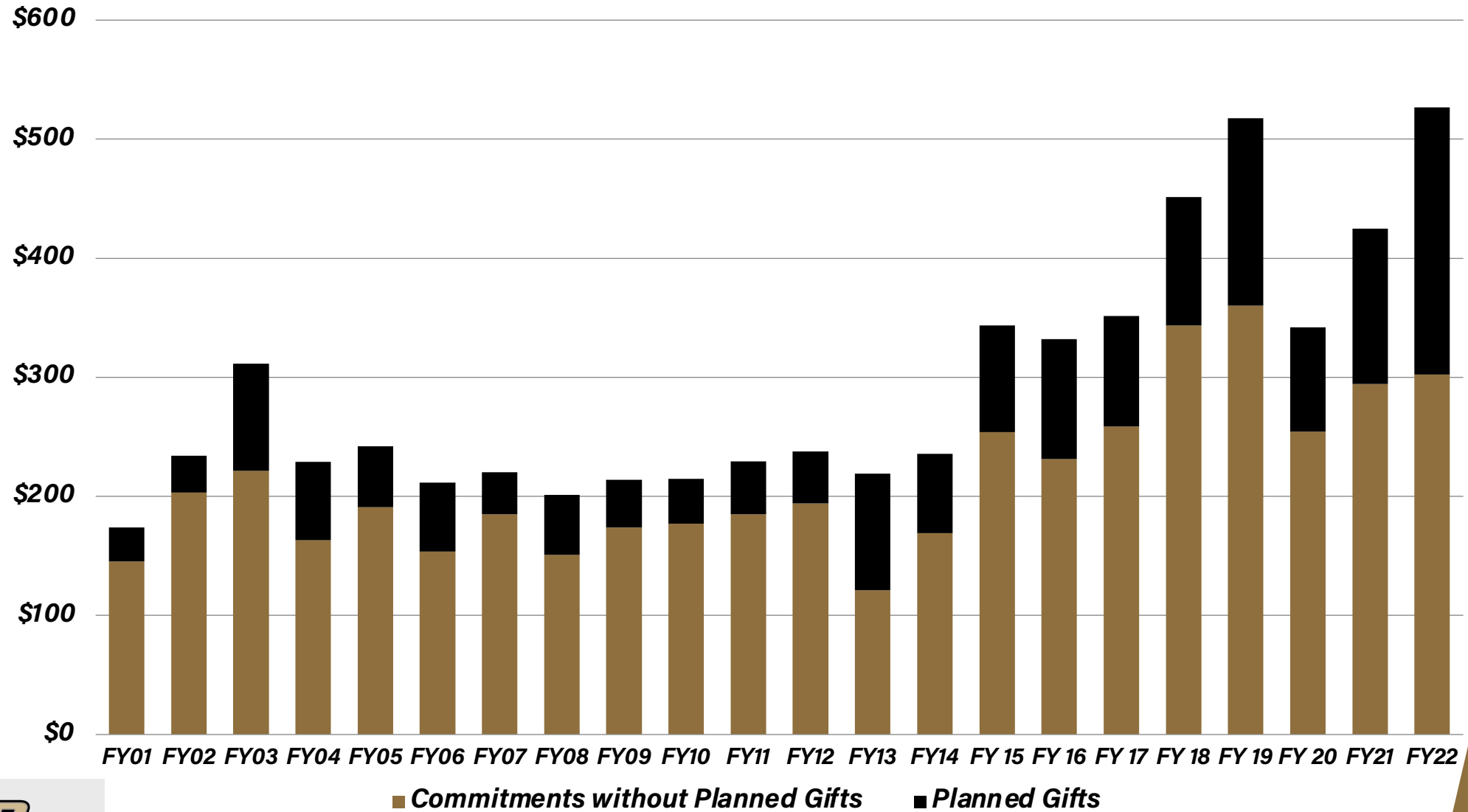


Dollars Raised (Millions)

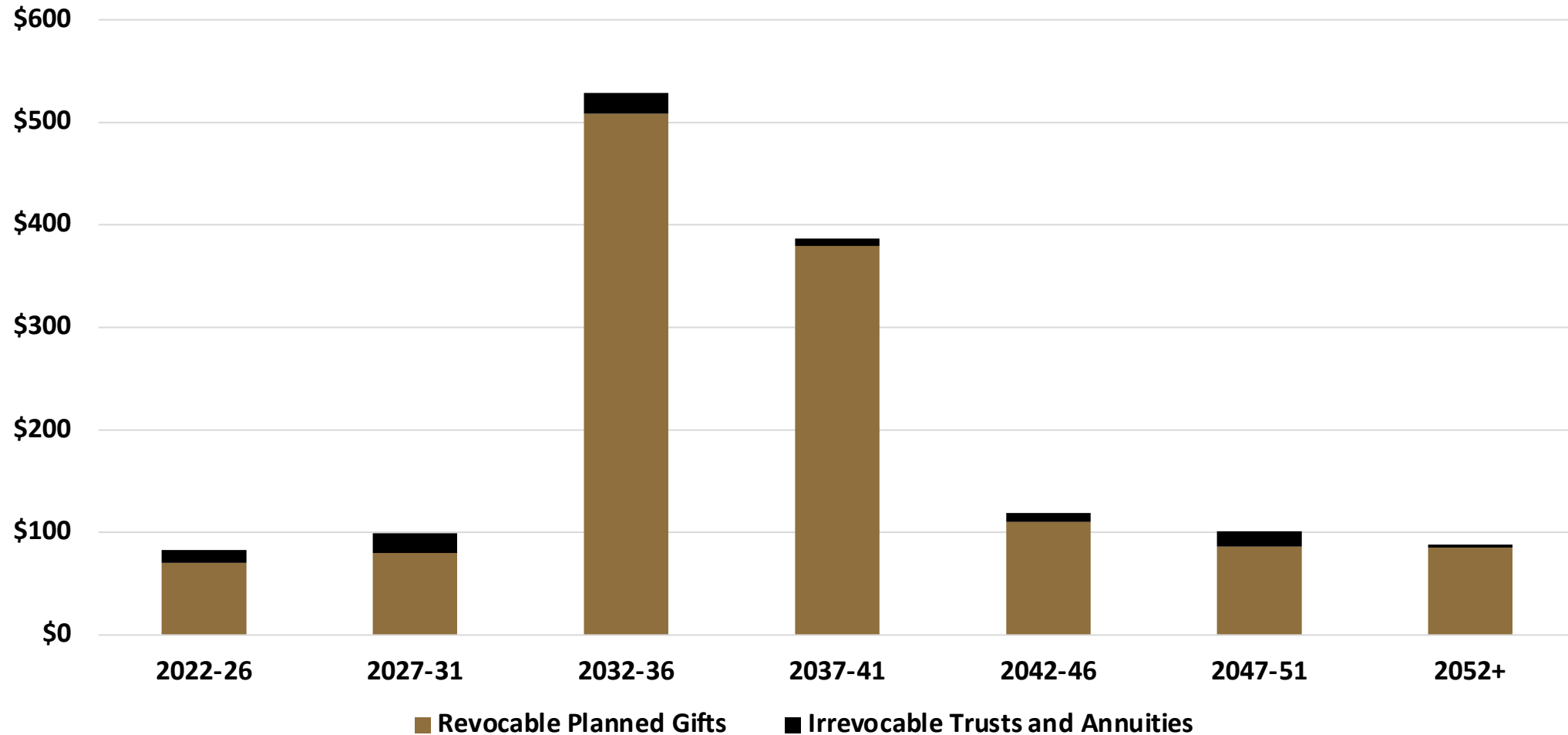


Calendar Year
(2020 Day of Giving in September which was FY 2021)

Commitments with Planned Giving Breakout \$ Millions



Planned Giving Inventory and Forecast \$ Millions - \$1.4B Total



Note: Each Column = 5 Years Giving Total

Revocable Planned Gifts at Maturity

- ***Purdue Fulfillment (all time) Revocable Booked/Pledged Planned Gift Commitments: 85%***
- ***Previously Undocumented (Liquidated Estate Gifts): \$9M/Year (10 yr. aver)***
- ***\$9M/Year > 15% Unpaid***

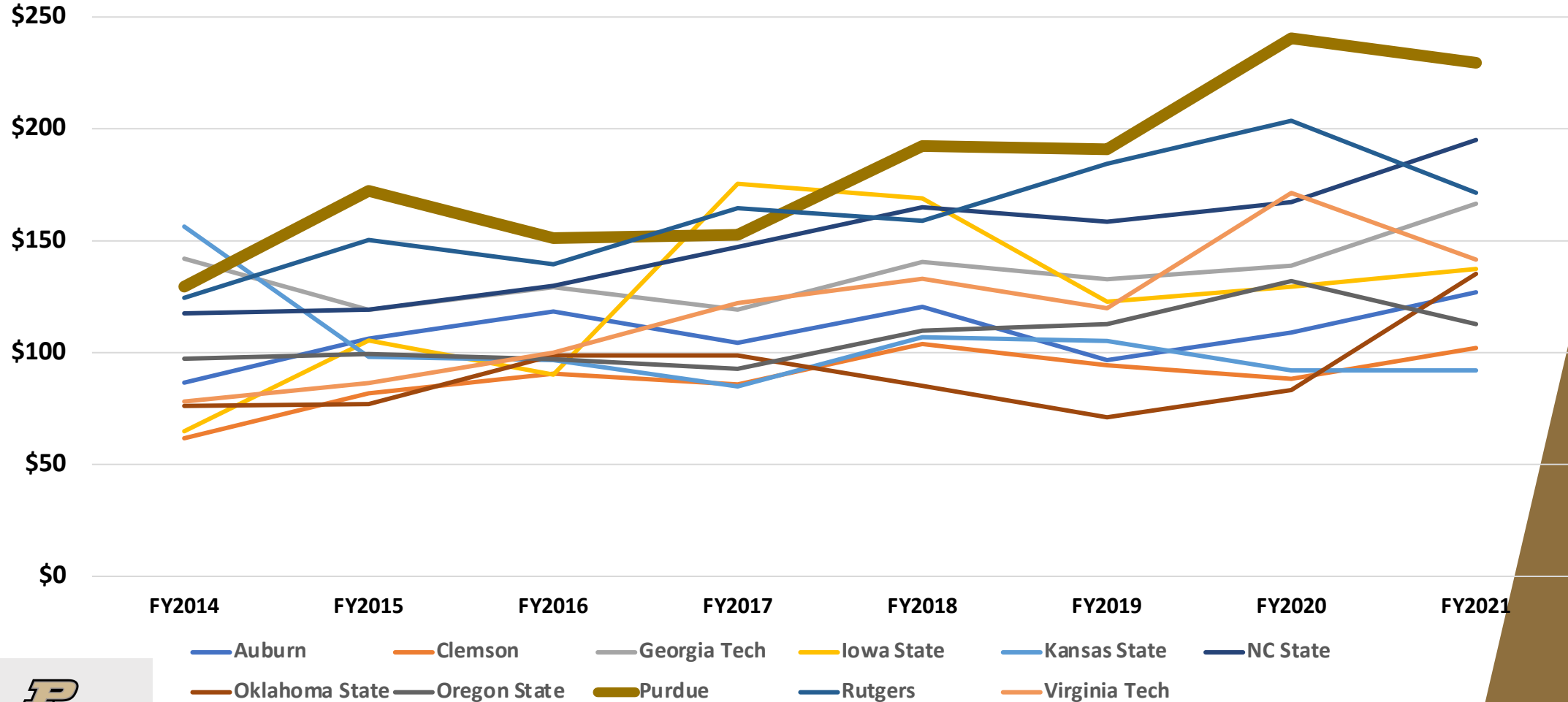
PURDUE FOR LIFE FOUNDATION PERFORMANCE VS PEERS

Purdue for Life Foundation – June 10, 2022



Land Grant and CASE Cohort Participants
No Medical or Law School
Cash Received - \$ Millions

Note: Purdue has 4.8% CAGR, which is the group mean; Auburn has highest at 5.9%; Kansas State has lowest at 1%



KEY FUNDRAISING ISSUES TO OVERCOME

Purdue for Life Foundation – June 10, 2022



Fundraising Issues to Overcome

- ***29K Alumni/Friends with \$7+ Billion in Giving Potential are currently unassigned:***
 - Frontline fundraiser staff levels are a concern
- ***Need for additional Purdue for Life Foundation revenue streams***
- ***Purdue Alumni Donor Count: 45K/year***
- ***Purdue Individual Total Donor Counts: 85K/year***
- ***Competition for Athletics Fundraising: NIL and Collectives***

Giving Trends to Overcome

- Nearly half of millennial millionaires have 25% of their wealth in cryptocurrencies (CNBC Millionaire Survey)
 - <https://www.cnbc.com/2021/06/10/millennial-millionaires-have-large-share-of-wealth-in-crypto-cnbc-survey-.html>
- Higher Education donor numbers continue to decrease
- Recent Economy, Inflation, and Stock Market performance
- Fear of War with Russia and China
- Only 46% of US citizens have a WILL in place (Gallup)
 - <https://news.gallup.com/poll/351500/how-many-americans-have-will.aspx>

PURDUE FOR LIFE FY'22 INNOVATIONS

Purdue for Life Foundation – June 10, 2022



Purdue for Life Goals: Philosophy

THE WHY: Do what is best for the Advancement of Purdue University as a whole

THE WHAT: Purdue provides a lifetime of Growth, Learning and Value

THE TAG LINE: We help Alumni, Family, Fans, and Friends of Purdue University

***Stay Connected
Get Involved
Give Back***

Purdue for Life: Delivers Value for Alumni



Improved:
Events and
Experiences



Improved:
Communications
And Scoring



Alumni
Clubs



Affinity
Networks



International
Engagement
& Alumni
Travel



Student
Programs &
Mentoring



Outreach &
Volunteerism



Lifetime
Learning
and On
Campus
Living



Engagement

THANK YOU

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