

UMKC Update

Lisa Baronio

September 18, 2019

Board of Directors
UMKC Foundation

Lisa Baronio – President/Chief Advancement Officer
UMKC Foundation/UMKC

Jeff Chapman
 Assistant Vice President
Henry W. Bloch
 School of Management
Graduate Studies
Honors College
Planned Giving
Corporate Relations

Alfredo Garcia
 Henry W. Bloch School
 of Management

Kirk Baughan
 School of Law

Logan Cheney
 Director of
 Annual Giving

Call Center
 Manager

Jennifer Ingraham
 Assistant Vice President
University Libraries
Diversity & Inclusion
Student Affairs
Foundation Relations
& ORS Liaison

Jason Elliott
 College of Arts
 and Sciences

Elizabeth Wheeler
 School of
 Computing and
 Engineering

Mark Mattison
 UMKC
 Conservatory

Shelly Doucet
 School of Education

Jen Kiper
 Manager of Prospect
 Development

Abbey Reinhardt
 Prospect Research
 Analyst

Jay Wilson
 Assistant Vice President
School of Medicine
School of Biological & Chemical Sciences
School of Nursing & Health Studies
School of Pharmacy
UMKC Research Foundation
Athletics

Hilary Wheat
 School of
 Dentistry

Health Sciences

Katherine Walter
 Director of Operations

Director of Donor
 Relations and
 Communications

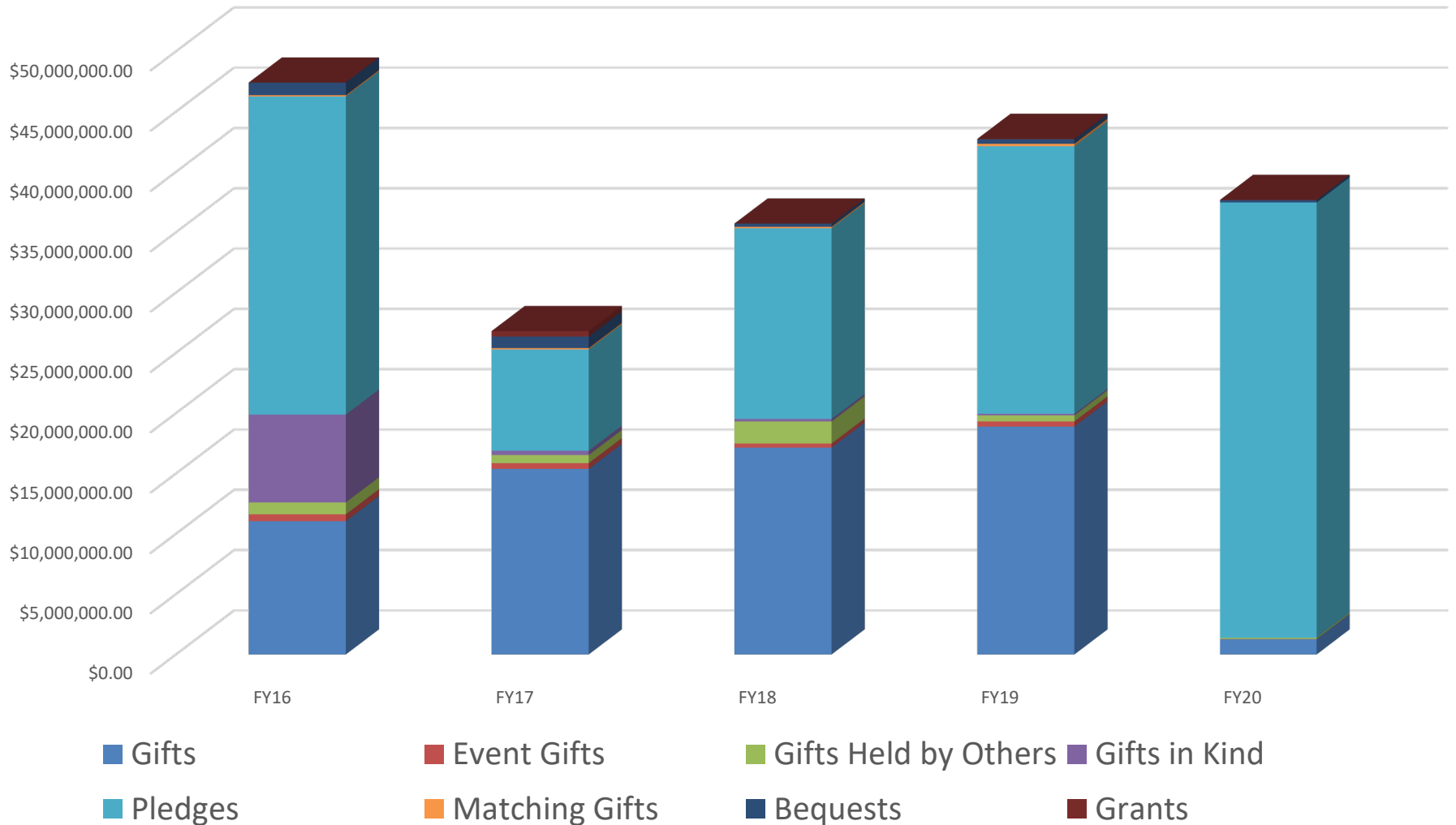
Shannan Henderson
 Donor Relations
 Specialist

Stephanie Hubers
 Executive Assistant

Danny Baker &
 David Fulk
 KCUR

Kansas City
 Repertory
 Theatre

UMKC Foundation Total Fundraising Productivity



UMKC Foundation Fundraising

Fiscal Year	Full-Time Fundraisers	Total Amount Raised	Average per Fundraiser
FY16	12.5	\$47,031,625.01	\$3,762,530.00
FY17	12.5	\$30,230,893.88	\$2,418,471.51
FY18	10.5	\$40,959,424.20	\$3,900,897.54
FY19	10.5	\$43,577,984.87	\$4,150,284.27
FY20	11.5	\$38,025,348.48	\$3,306,552.04

**Total amount raised as reported out to President Choi's Office for the respective fiscal year end*

Compact Scholars Match

- The Bloch Scholars - \$3.2 million for Promise & Opportunity scholarships, and \$2 million for Next Generation Merit scholarships
- The Marion and Henry Bloch Foundation and H&R Block Foundation also contributed \$4.8M to establish the “UMKC Bloch Launchpad/Promise and Opportunity Scholars” Fund and the “UMKC Bloch Launchpad/Next Generation Merit Scholars” Fund
- Kansas City Scholars, Inc. - \$10 million

Promise and Opportunity

- Two additional donors
- \$100,000 support of Institute for Urban Education

NextGen Precision Health – UMKC Update 2018

- June 18, 2018: NextGen leadership briefing teleconference (8 attendees)
- June 28, 2018: Kansas City leadership briefing (16 attendees)
- July-October 2018: Grenzebach, Glier & Associates conducts NextGen fundraising feasibility study interviewing 32 participants/prospects
- October 26, 2018: Feasibility study completed

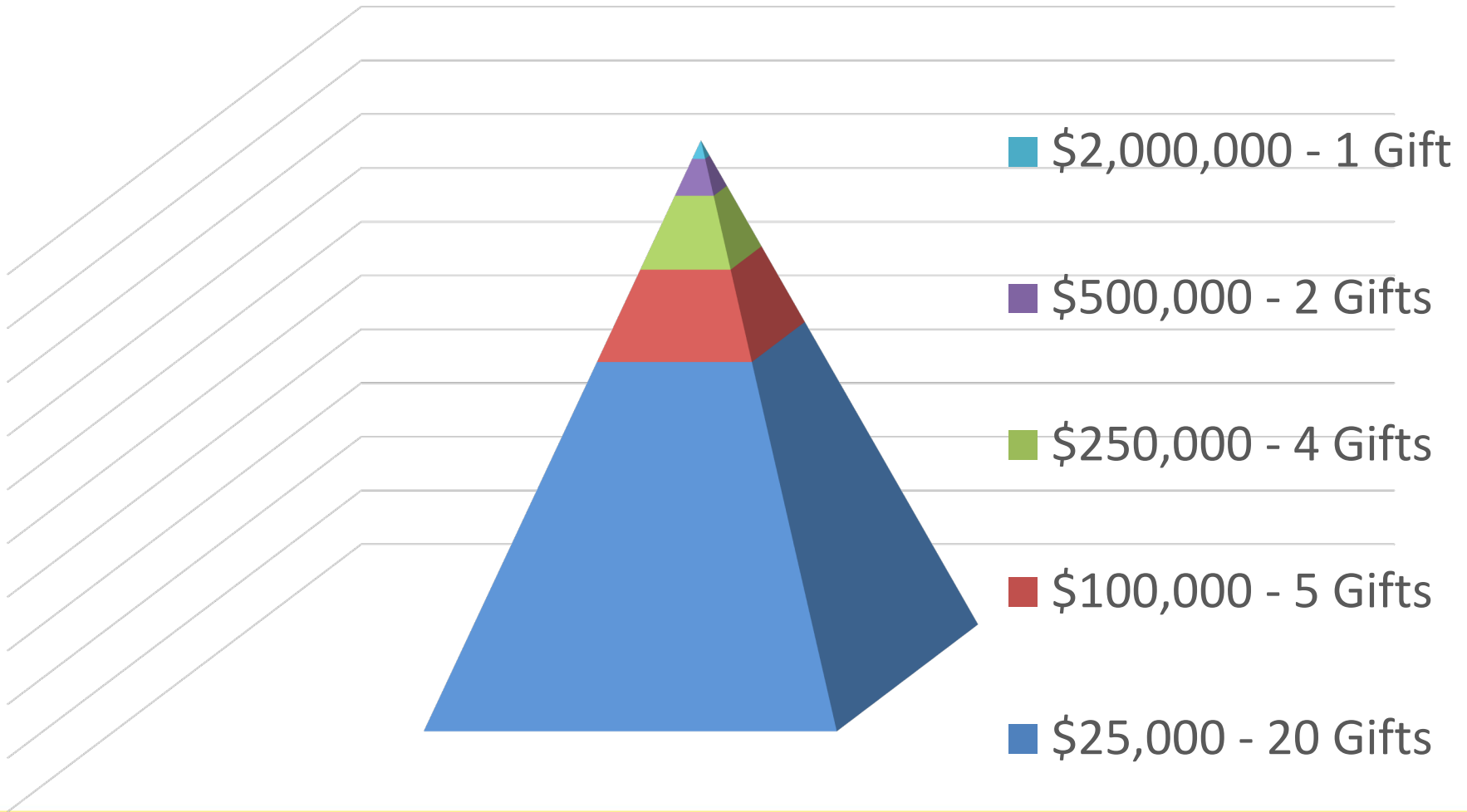
NextGen Precision Health – UMKC Update 2019

- 1/8/19: Meeting with Donor Prospect (5 attendees)
- 5/9/19: Meeting with Donor Prospect (13 attendees)
- 8/8/19: Matching opportunity created by UMSystem for NextGen Data Analytics Center – shared by UMKC and Mizzou
- 9/1/19: Donor Pyramid created
- 9/5/19: President Choi invited to speak at Foundation Dinner to share impact of NextGen Data Analytics on student academic experience (schedule changed unable to attend)

NextGen Precision Health – UMKC Update 2019

- 9/30 – 10/2: Roundtable Discussions (2-3) and Individual Meetings with 3-4 prospects for President Choi and Chancellor Agrawal
- 9/30: NextGen Data Analytics Project defined in detail identifying shared fundraising with Mizzou
- 10/31: Needs identified for Data Analytics Project
- 10/31: Steering Committee Identified
- 11/15: Impact Statements Created
- 11/30: Steering Committee Secured
- 1/15: First Meeting of Steering Committee

UMKC Donor Pyramid



UMKC Foundation ROI

Fiscal Year 2019

$$\frac{\text{Total Fundraising } \$43.5\text{M}}{\text{Investment } \$3.5\text{M}} = \$12.55$$

For every dollar invested, **\$12.55** is returned to the university.