ECS Development Report
Spring 2012 BOA Meeting
Dr. Kevin Ludlum
Executive Director of Development

By the numbers...

- Total new support for the school is down by 30% from this time last year but up 6% from our 4 year average for the same period of time
- Gifts are off...
  - Down 83% from this time last year and from our 4 year average for the same period of time
- Pledges are off...
  - Down less than 1% from this time last year and from our 4 year average for the same period of time
- Alumni giving is up...
  - 2.7% as opposed to 1.8% and .8%

Summary

- We have reached a new point in our pipeline
- Foundations will be another major source for the year with KEEN grant
  - We continue working with our major gift prospects but new emphasis is needed in the 1k-10k gift level.
- Corporations are still reluctant to invest large dollars...new strategy is needed.
- This is just a hick-up or bump in the road...