



THE UNIVERSITY OF TEXAS SYSTEM

Private-Sector Support 2001-2002 Fiscal Year

February 13, 2003

Office of Development and External Relations



Private Sector Support General Comments

- 1) **Take the long view.** Place philanthropy in context. 16-year gift totals are provided for each component.

- 2) **Take a comprehensive view.** Component reports include *cash* gifts and *gift commitments*. Three new columns added:
 - New outstanding pledges
 - New testamentary commitments/present value
 - Total support (cash and gift commitments)

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Private Sector Support General Comments, continued

Reminder: Institutional support from some external sources, such as most research funding, does not count as private sector support.

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Private Sector Support General Comments, continued

3) The broader economic environment has a direct impact on fund raising. Chief Development Officers' comments on development in the current economic climate:

- Many individuals, corporations, and foundations simply have less to give.
- Smaller gifts to the donor's priority causes are common.

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Private Sector Support General Comments, continued

- Many donors are uneasy. Listening and timing are critical.
- Stewardship is important. Stick with your friends in bad times.
- Sound strategic plans have never been more essential.
- Expand planned giving opportunities.
[Example: Gift annuities.]

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Private Sector Support General Comments, continued

- Invest in donor research. Identify new donors.
See more prospects.
- Search for matching funds, a powerful incentive.
- Focus on the appropriate management of expectations
- Remember: Fund raising is relationship driven.

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Private-Sector Support

<u>15 years ago</u> 1986-1987	\$136.8 million
<u>10 years ago</u> 1991-1992	\$265.9 million
<u>5 years ago</u> 1996-1997	\$319.6 million
<u>1 year ago</u> 2000-2001	\$480.3 million
<u>This year</u> 2001-2002	\$488.7 million

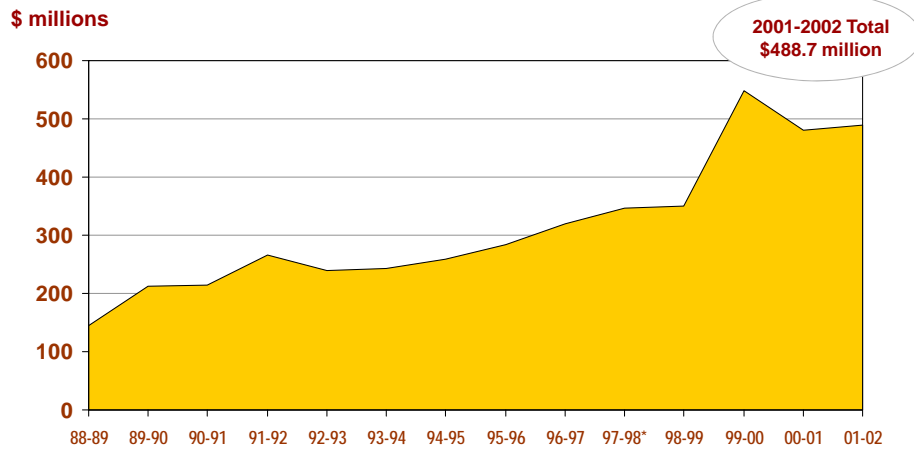
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Private-Sector Support

Total Gifts to U. T. System

1989-2002



Source: Council for Aid to Education (CAE)

*adjusted total

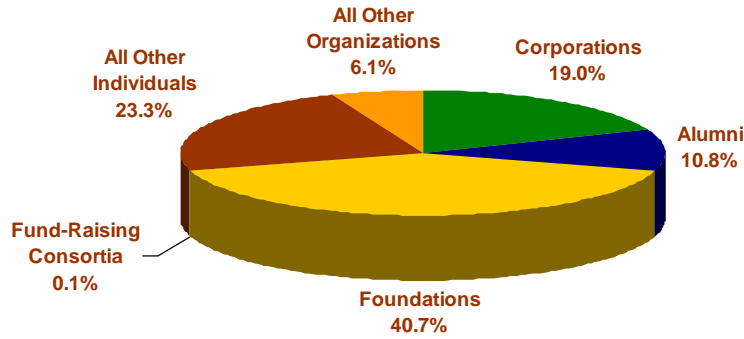
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Private-Sector Support

Donor Sources of Support - 2001-2002

Total Gifts: \$488,711,849

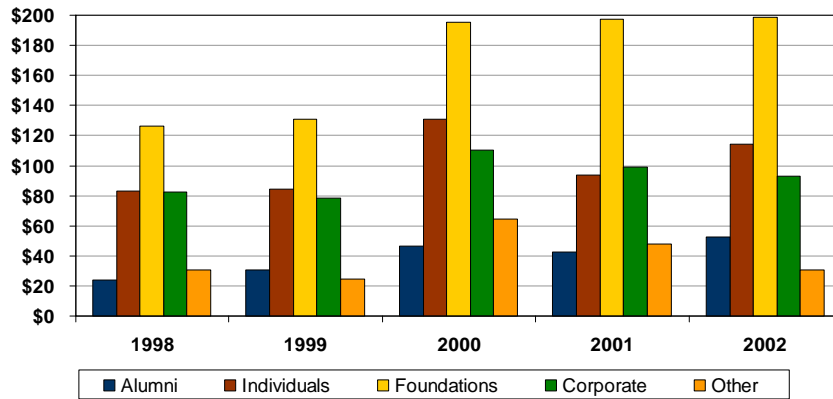


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Donor Sources of Support

All Institutions and System Administration



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Private-Sector Support

Summary of 2001-2002 Giving – Academic Components

	CAE Cash Total	Total Cash & Gift Commitments
U. T. Arlington	\$5,458,966	\$5,880,155
U. T. Austin	\$155,312,354	\$309,377,357
U. T. Brownsville	\$3,097,939	\$3,097,939
U. T. Dallas	\$4,875,907	\$8,753,561
U. T. El Paso	\$19,893,485	\$20,180,237
U. T. Pan American	\$7,633,038	\$7,767,903
U. T. Permian Basin	\$1,285,114	\$1,285,114
U. T. San Antonio	\$5,150,087	\$6,162,269
U. T. Tyler	\$3,184,249	\$5,494,249
Subtotal Academic Components	\$205,891,139	\$367,998,784

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Private-Sector Support

Summary of 2001-2002 Giving - Health Components

	CAE Cash Total	Total Cash & Gift Commitments
U. T. Southwestern	\$117,556,603	\$147,826,986
U. T. MB-Galveston	\$41,040,791	\$58,446,642
U. T. HSC-Houston	\$34,874,836	\$75,730,200
U. T. HSC-San Antonio	\$29,418,596	\$31,000,173
U. T. M.D. Anderson	\$57,833,987	\$90,503,342
U. T. HC-Tyler	\$1,149,511	\$1,333,511
Subtotal Health Components	\$281,874,324	\$404,840,853
U. T. System Administration	\$946,386	\$1,011,386
Total	\$488,711,849	\$773,851,024

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Private-Sector Support

Number of Gift Transactions **225,515**

Number of Volunteers **3,052**

(Development Boards, Foundations,
Advisory Councils, Boards of
Visitors)

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